

NEW CULTURAL CENTER PROPOSAL



TA01-FY2021



New Cultural Center Proposal

TAO1-FY2021

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Item 1

Introduction

Introduction

A countywide arts and culture center in Downtown Columbia was envisioned by the community over 10 years ago and was ultimately incorporated into the Downtown Columbia Plan. The vision for the center evolved further in 2016 when it was included in the affordable housing plan for Downtown Columbia as one of the public amenities that would also provide mixed-income housing.

The New Cultural Center (NCC) will be located on the current site of Toby's Dinner Theater, which was also contemplated in the Downtown Columbia Plan. The design includes a new 340-seat theater and commercial kitchen, two 300-seat black box theaters, a gallery, dance studios, and various classrooms/performing arts rooms. Toby's Dinner Theater will merge with the Columbia Center for the Theatrical Arts (CCTA) and rent the main theater, commercial kitchen, a dance studio and various classrooms. CCTA will also rent one of the black box theaters to serve as the new Children's Theater in Howard County. The County's Department of Recreation and Parks (DRP) will use the additional black box theater, dance studio, and classrooms to enhance County-sponsored programs in arts and culture. Their involvement has proven successful in other arts centers around the country because of the accessibility it creates for all residents. The Howard County Arts Council will assist with curating the gallery space and permitting maker spaces.

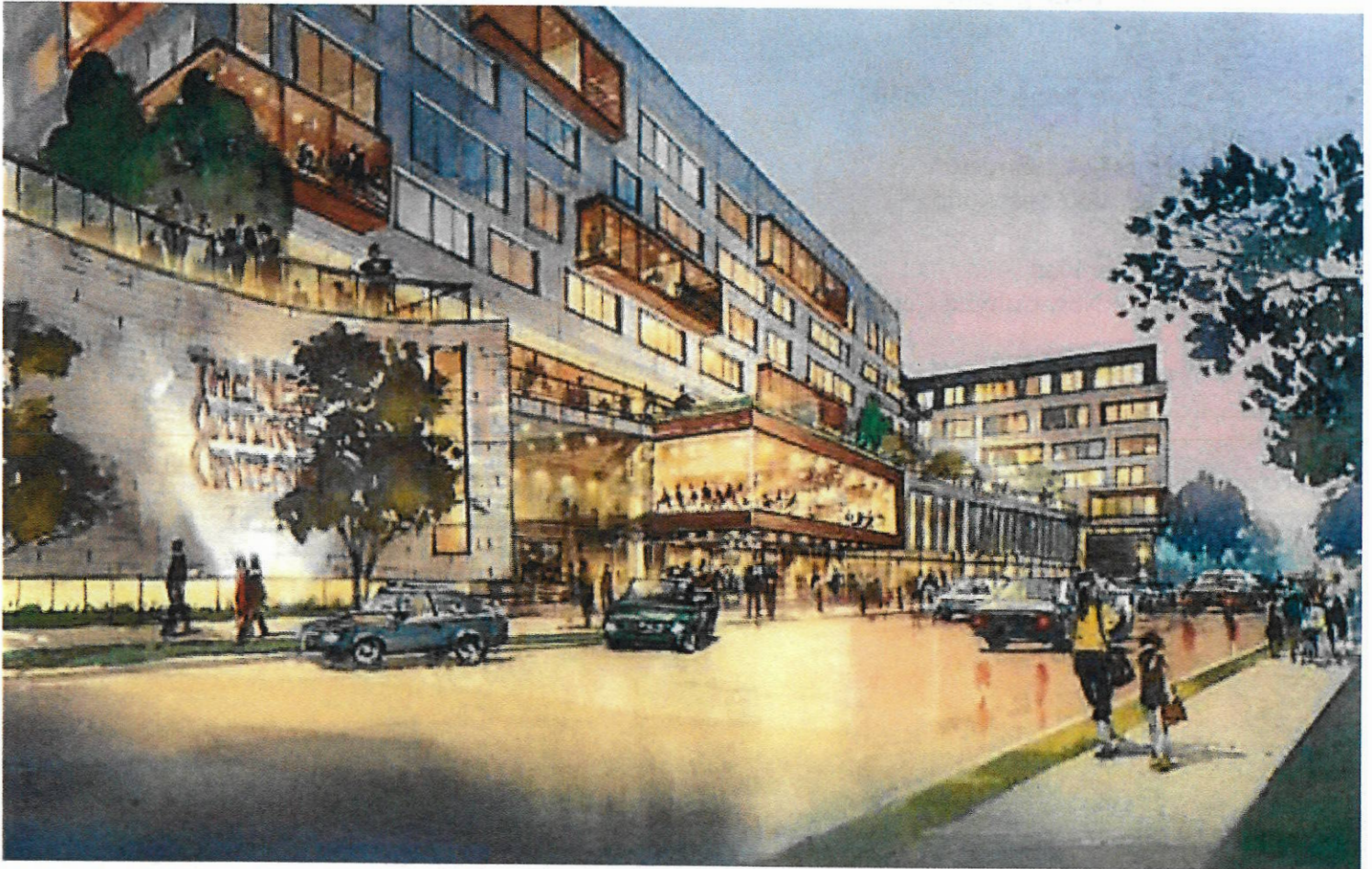
TAO1-FY2021 supports the transfer of \$54,652,000 from C0214 Category Contingency Fund, to capital project C0364, New Cultural Center (NCC), for Fiscal Year (FY) 2021. The funding authorized in C0364 will support construction of the nonresidential portion of the NCC.

The subsequent pages of this proposal contain detailed financial and programmatic information to support the Administration's filing of TAO1. The information encompasses business plans for DRP and CCTA, County financial projections, details on facility operations, and third-party analyses that contributed to the proposal's formation.

Item 2

Department of Recreation and Parks Business Plan

The New Cultural Center Business Plan



Howard County
RECREATION & PARKS



PURPOSE

This document outlines the Center's organizational plan. The plan provides directions and includes:

- Facility Overview
 - Focus
 - Amenities Overview
 - Demographics
 - SWOT Analysis
- Strategic Focus 2025-2030
- Management Structure
 - Job Descriptions
- Program Plan
 - New Cultural Center Program Proposal
- Financial Plan
 - Revenue Projection
 - Proposed Operating Budget
- Marketing Plan

FOCUS

The focus at the New Cultural Center is to provide an excellent environment in which to develop one's interest in the arts - music, theater, art, dance and performance.

FACILITY OVERVIEW

The New Cultural Center, operated by Howard County Recreation & Parks, will focus attention on the arts and become a true cultural asset. It will be a place where children, young people, adults and seniors can meet to engage with people of similar interests in photography, painting, ceramics, creative writing, filmmaking, drama, music, sculpture/3-D art, and crafts. In addition to exhibitions and small-scale performances, the center will offer classes for all ages, particularly programs for children during summer and school vacations. Its program offerings will be designed in response to participant interests.

Features of the New Cultural Center include:

- Toby's Dinner Theatre (managed and operated by CCTA)
- Youth Theatre
- Black Box Theatre
- Exhibit Gallery
- Dance studios
- Instructional Cooking Kitchen
- Activity rooms available for programs, birthday parties, meetings, and rentals
- Café

Located within the New Cultural Center is Toby's Dinner Theatre and Youth Theatre, operated by the Columbia Center for Theatrical Arts (CCTA). CCTA is a non-profit 501(c)(3) organization that is funded, in part, by the National Endowment for the Arts, the Maryland State Arts Council, and the Howard County Arts Council.

The New Cultural Center is uniquely situated within the Downtown Columbia Art and Cultural District. Features of the district include:

- Merriweather Post Pavilion
- Merriweather Park at Symphony Woods (Chrysalis)
- Columbia Lakefront
- Central Branch of the Howard County Library System
- Downtown Columbia Pathway (Howard County General Hospital to Blandair Park)
- Metropolitan Promenade

DEMOGRAPHICS

Howard County (based on 2015 Census)

Total population – 313,414

Residents under the age of 9 – 40,730

Residents age 10 to 19 – 43,812

Residents age 20 to 49 – 123,953

Residents over the age of 50 – 104,919

Female Residents – 160,297

Columbia – 21044 Zip Code (based on 2015 Census)

Total population – 41,704

Residents under the age of 9 – 4,883

Residents age 10 to 19 – 5,169

Residents age 20 to 49 – 17,634

Residents over the age of 50 – 14,018

Female Residents – 21,996

Average Household Size – 2

Race

White – 23,846

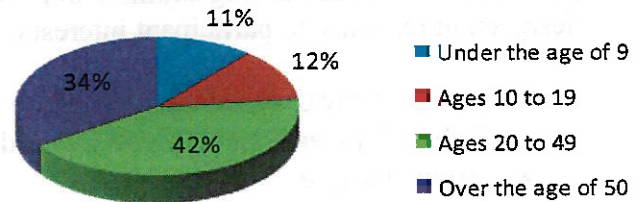
Black or African American – 10,608

American Indian – 131

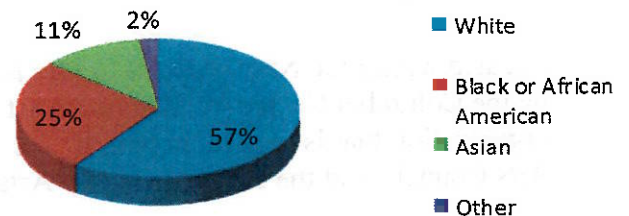
Asian – 4,450

Other – 818

Columbia - 21044 Gender



Columbia - 21044 Race



SWOT ANALYSIS



Strengths

- **Location** – The Center is in downtown Columbia, next to the Library and Merriweather Post Pavilion. Future development will include a new library, fire station and elementary school. This setting creates a cohesive design for patrons where they can access a variety of services.
- **Health & Wellness** – There is an increase in focus on health and wellness throughout the country. This location provides a dance and aerobics room, with outdoor space on the terrace for programming. Outdoor pathway connects the Hospital to the Center and on to Blandair Park.
- **LEED Certification** – The facility strives to receive a Silver LEED Rating to follow through with Department and County sustainability initiatives.
- **Reputation** – Howard County is one of only 172 agencies nationally accredited by the National Recreation and Parks Association. Previously, the Department earned the County the honor of being named one of only eight communities nationwide to receive “Good Sports Community of the Year” by Sports Illustrated based on its ability to promote values such as sportsmanship, fair play, skill development, helpful parent involvement and positive coaching methods.
- **Amenities Offered** – Facility features many great amenities that other County facilities do not provide, such as theatre space, exhibit galleries and an instructional cooking kitchen.
- **Partnerships with Other Departments** – The Center serves as a multi-generational gathering place. The partnership between Recreation & Parks and CCTA allows for a range of services and programs offered that enhance the quality of life for residents from preschool through older adults.
- **Rental Opportunities** – A variety of rental spaces are available for meetings, artistic events, and special occasions. Rental rates are very reasonable, and the Center staffs a Rental Coordinator to facilitate space usage.
- **Parking and Resources** – The Center has abundant options for parking, including an onsite garage. Overflow parking is available at other local garages and the site is walkable.

Weaknesses

- **Location** – The location is towards a stream area that in the past has been prone to flooding. New traffic patterns and construction create problems for users.
- **Name Recognition** – A specific name is required for this facility that addresses what is the function of the facility. Is it a cultural facility or an arts facility.
- **Visibility** – How folks will enter the facility or see the facility with the evolving construction and traffic flow may be problematic. This facility will also represent yet another art-focused amenity within the Downtown region, where many new groups have recently started.
- **Partnership** – Partnerships will be very important for this facility to operate. While partnerships are good they can also restrict potential programming or other efforts.

Opportunities

- **Community Support** – The facility, which residents supported for many years prior to its opening, creates a “wow” factor in the surrounding area and county.
- **Location** – The location of the facility and its County-wide focus.
- **Economy** – When the economy is doing well, people have more discretionary income to put towards leisure time pursuits.
- **Local Schools** – The center’s proximity to the local elementary and middle schools can be an opportunity to partner for services and programs.
- **Partnerships** – Constantly pursuing inter-generational programs, events, and services in partnership with CCTA and other art focused groups.

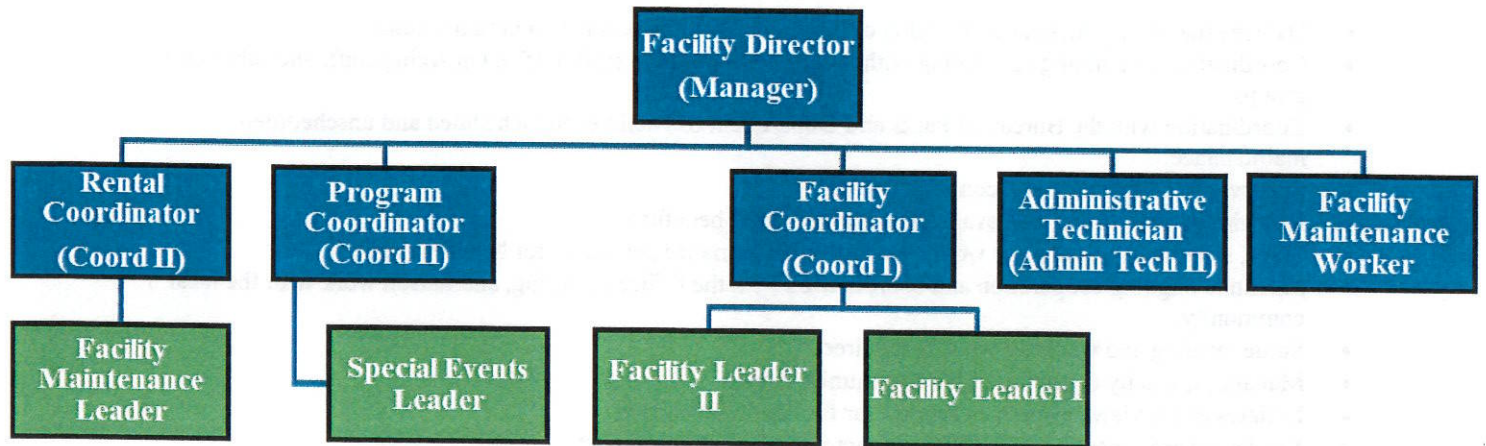
Threats

- **Competition** – There are other art program providers in the area. In recent years, a religious-affiliated community center has been seeking zoning approval nearby, which could compete for rental income.
- **Economy** – Center staff have noticed a trend of customers holding onto their money longer, therefore waiting as long as possible to register for programs and events. This can be an issue when minimums must be met for programs to run, or for properly planning space and supply accommodations. COVID-19 type of events is also a factor.
- **Funding** – Center will have a revenue goal that needs to be met to pay the Debt Service.
- **Name Recognition** – Not only does the facility need a proper name and to distinguish itself from other nearby art facilities, but if naming rights are sold, the choice must not be viewed negatively by public.
- **Location** – Some folks will not look at first to an art facility for potential rentals. New construction and building efforts (the new Library) will create competition for participation in programs, thereby threatening revenue generation.
- **Partnerships** – CCTA provides similar art focused events and programs to their clientele, which can compete with or limit the scope of what Recreation & Parks can offer.

STRATEGIC FOCUS 2025-30

NEW CULTURAL CENTER FOCUS	FY25	FY26	FY27	FY28	FY29
Work continually and cooperatively with CCTA and HCAC on shared policies, procedures and marketing of the facility.	X	X	X	X	X
Expand program and special event offerings in arts, music and cooking with our Recreation programming staff.		X		X	
Explore relationships/partnerships with non-profit groups, schools and local PTAs for programming/outreach with a focus on community art involvement.	X		X		X
Research and implement strategies to continue facility operations during health emergency situations, such as COVID-19	X			X	
Research and implement promotional strategies to increase facility rentals and center attendance.		X		X	
Review offerings and rates from competitors (Columbia Association, MNCPPC, HCC, Montgomery Co, etc.) and remain competitive.		X		X	
Maintain, replace and/or improve facility (furniture, equipment, supplies).				X	X

MANAGEMENT



JOB DESCRIPTIONS

Art Center Manager

POSITION SUMMARY

To manage, supervise and coordinate the programs and activities of the New Cultural Center facility within the Department of Recreation and Parks.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following: Other duties may be assigned.

- Oversee the management and operation of a regional, multifunctional community center.
- Coordination of building scheduling with Department program staff, Office On Aging staff, and other user groups.
- Coordination with the Bureau of Parks and Department of Facilities for scheduled and unscheduled maintenance.
- Supervision of full time and contingent staff.
- Recruits, selects, trains, and evaluates contingent and benefited staff.
- Plans, schedules, and assigns work. Conducts performance appraisals for benefited staff.
- Facilitate ongoing cooperation and coordination with the Office on Aging, and liaison work with the local community.
- Some evening and weekend work is required.
- Manages the daily operation of the community center.
- Initiates and reviews inspection reports for facility maintenance.
- Works towards ensuring the safety and security of patrons and staff.
- Completes, reviews and submits incident, injury, accident, or other related reports to the Recreation Services Division Superintendent.
- Manages maintenance and repair issues with fitness equipment with the appropriate contractor and communicates with Department program staff.
- Manages and coordinates operating budget. Completes fiscal and financial reports as required.
- Ensures staff compliance with Department and County policies for cost accounting, PDQ card, petty cash, and purchasing.
- Works with Department of Recreation and Parks Marketing Team, the Office On Aging, and the Public Information Office to develop marketing strategies for programs, events, and rentals.
- Coordinates and submits information for the Department's seasonal brochure. Prepares and submits Public Service Announcements.
- Coordinates all rentals and other agency use of the building. Resolves all schedule conflicts.
- Maintains an active, working knowledge of recreation and aging programs, trends, and needs.
- Responsible for identifying and applying good sustainability practices into all aspects of Department operations.

SUPERVISORY RESPONSIBILITIES

Directly supervises three to four supervisory and/or non-supervisory full time and 20+ contingent employees in the Department of Recreation and Parks. Manages 20+ service provider contracts on an annual basis. Carries out supervisory responsibilities in accordance with the organization's policies and applicable laws. Responsibilities include interviewing, hiring, and training employees; addressing complaints and resolving problems.

Assistant Art Center Manager (Program Coordinator)

POSITION SUMMARY

Assist with the management, coordination, and supervision of the New Cultural Center.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following: Other duties may be assigned.

Oversee the management and operation of a regional, multifunctional community center.

- Coordinate all building scheduling with Recreation & Parks program staff, Office On Aging staff, and other County agencies and internal user groups. Facilitate ongoing cooperation and coordination between agencies.
- Coordinate all rentals and use of the building by individual renters, community and nonprofit organizations, and other external user groups.
- Coordinate pavilion and skate park scheduling and rentals.
- Provide event planning assistance and preparation for all rentals and reservations, and program support for Recreation & Parks activities.
- Manage all security deposit and rental fee payments and refunds via cash, check, and credit card, and establish payment plans as needed.
- Implement detailed daily, monthly, and yearly planning to anticipate and avoid facility use issues. Resolve all schedule conflicts. Coordinate all rental and program reorganization in the event of inclement weather or emergency.
- Provide special project and on-site event management.
- Provide on-call assistance for evening, weekend, and holiday events, programs, and general facility operations.
- Oversee the general operation of the center in the absence of the Center Manager.
- Supervise assigned full-time and contingent staff.
- Recruit, select, train, and evaluate contingent staff.
- Plan, schedule, and assign work. Determine job priorities and assist with the coordination of staff assignments based on the needs of scheduled rentals, programs, meetings, and special events.
- Serve as a liaison with the local community. Actively meet with community groups and the general public to provide support and represent the needs and services of Recreation & Parks and the Center. Develop partnerships to achieve mutually beneficial goals and to enhance the North Laurel/Howard County community.
- Develop and implement marketing strategies for memberships, programs, events, and rentals.
- Coordinate and submit information for the Department's seasonal brochure. Create supplemental marketing materials such as brochures, banners, posters, fliers, postcards, newsletters, and promotional giveaways. Coordinate printing and distribution.
- Prepare and submit Public Service Announcements.
- Work towards ensuring the safety and security of patrons and staff.
- Complete, review and submit incident, injury, accident, or other related reports to the Center Manager and Recreation Services Division Superintendent.
- Coordinate with the Bureau of Parks and Department of Facilities for scheduled and unscheduled maintenance.
- Assist with maintenance and repair issues with fitness equipment with the appropriate contractor and communicate with Department program staff.
- Assist with the development and management of the operating budget. Complete fiscal and financial reports as required.
- Ensure staff compliance with Department and County policies for cost accounting, PDQ card, petty cash, and purchasing.
- Participate on Department of Recreation & Parks and inter-agency teams and committees.
- Some evening and weekend work is required.
- Maintain an active, working knowledge of recreation and aging programs, trends, and needs.

- Responsible for identifying and applying good sustainability practices into all aspects of Department operations.

SUPERVISORY RESPONSIBILITIES

Directly supervises 20+ contingent employees in the Department of Recreation and Parks. Assists with managing 20+ service provider contracts on an annual basis. Carries out supervisory responsibilities in accordance with the organization's policies and applicable laws. Responsibilities include interviewing, hiring, and training employees; addressing complaints and resolving problems.

Assistant Art Center Manager (Rental Coordinator)

POSITION SUMMARY

Assist with the management, coordination, and supervision of the New Cultural Center.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following: Other duties may be assigned.

Oversee the management and operation of a regional, multifunctional community center.

- Coordinate all building scheduling with Recreation & Parks program staff, Office On Aging staff, and other County agencies and internal user groups. Facilitate ongoing cooperation and coordination between agencies.
- Coordinate all rentals and use of the building by individual renters, community and nonprofit organizations, and other external user groups.
- Coordinate pavilion and skate park scheduling and rentals.
- Provide event planning assistance and preparation for all rentals and reservations, and program support for Recreation & Parks activities.
- Manage all security deposit and rental fee payments and refunds via cash, check, and credit card, and establish payment plans as needed.
- Implement detailed daily, monthly, and yearly planning to anticipate and avoid facility use issues. Resolve all schedule conflicts. Coordinate all rental and program reorganization in the event of inclement weather or emergency.
- Provide special project and on-site event management.
- Provide on-call assistance for evening, weekend, and holiday events, programs, and general facility operations.
- Oversee the general operation of the center in the absence of the Center Manager.
- Supervise assigned full-time and contingent staff.
- Recruit, select, train, and evaluate contingent staff.
- Plan, schedule, and assign work. Determine job priorities and assist with the coordination of staff assignments based on the needs of scheduled rentals, programs, meetings, and special events.
- Serve as a liaison with the local community. Actively meet with community groups and the general public to provide support and represent the needs and services of Recreation & Parks and the Center. Develop partnerships to achieve mutually beneficial goals and to enhance the North Laurel/Howard County community.
- Develop and implement marketing strategies for memberships, programs, events, and rentals.
- Coordinate and submit information for the Department's seasonal brochure. Create supplemental marketing materials such as brochures, banners, posters, fliers, postcards, newsletters, and promotional giveaways. Coordinate printing and distribution.
- Prepare and submit Public Service Announcements.
- Work towards ensuring the safety and security of patrons and staff.

- Complete, review and submit incident, injury, accident, or other related reports to the Center Manager and Recreation Services Division Superintendent.
- Coordinate with the Bureau of Parks and Department of Facilities for scheduled and unscheduled maintenance.
- Assist with maintenance and repair issues with fitness equipment with the appropriate contractor and communicate with Department program staff.
- Assist with the development and management of the operating budget. Complete fiscal and financial reports as required.
- Ensure staff compliance with Department and County policies for cost accounting, PDQ card, petty cash, and purchasing.
- Participate on Department of Recreation & Parks and inter-agency teams and committees.
- Some evening and weekend work is required.
- Maintain an active, working knowledge of recreation and aging programs, trends, and needs.
- Responsible for identifying and applying good sustainability practices into all aspects of Department operations.

SUPERVISORY RESPONSIBILITIES

Directly supervises 20+ contingent employees in the Department of Recreation and Parks. Assists with managing 20+ service provider contracts on an annual basis. Carries out supervisory responsibilities in accordance with the organization's policies and applicable laws. Responsibilities include interviewing, hiring, and training employees; addressing complaints and resolving problems.

Art Center Program Coordinator

POSITION SUMMARY

Assist the Center Manager and Assistant Center Managers with the general operation and supervision of the New Cultural Center.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following: Other duties may be assigned.

Oversee the management and operation of a regional, multifunctional community center and community park.

- Coordination of building scheduling with Department program staff, Office On Aging staff, and other user groups.
- Coordination with the Bureau of Parks and Department of Facilities for scheduled and unscheduled maintenance.
- Assist with the supervision of contingent staff, to include contingent staff scheduling and payroll.
- Recruits, selects, and trains contingent staff.
- Assist with planning, scheduling, and assigning work. Facilitate ongoing cooperation and coordination with the Office On Aging, Recreation & Parks staff, other County agencies and liaison work with the local community.
- Regular evening and weekend work is required.
- Assist with managing the daily operation of the community center and community park, to include coordination of facility access control keying and security and camera systems.
- Plans, directs and coordinates center programming and special events at the facility and park, to include special projects.
- Initiate inspection reports for facility maintenance as needed and submit work orders.
- Work towards ensuring the safety and security of patrons and staff.
- Complete, review and submit incident, injury, accident, or other related reports, to the Center Manager and Recreation Services Division Superintendent.
- Oversee preventative maintenance contracts and repair issues of fitness equipment.

- Inspects work done by contractors and developers to approve prior to payment.
- Ensure staff compliance with Department and County policies for cost accounting, PDQ card, petty cash, and purchasing.
- Coordinates, supervise and oversees all volunteer programs.
- Assist with developing marketing strategies for programs, events, and rentals.
- Assists supervisor with budget input, preparation, and fiscal oversight.
- Coordinate and submit information for the Department's seasonal brochure.
- Prepare and submit Public Service Announcements.
- Assist with the supervision of rentals and other agency use of the building.
- Maintain an active, working knowledge of recreation and aging programs, trends, and needs.
- Performs playground inspections and maintenance to the park playground. Utilizes playground certification to assist supervisors and park planners in determining playground safety. Audits, records and maintains a log for repairs and recommends replacements as needed.
- Oversees work tasks, inspects work in progress, approves completed jobs, and enforces safety regulations and procedures. Inspects work done by contractors. Trains staff on maintenance techniques and tool/equipment safety operation.
- Performs snow removal duties and assists during inclement weather conditions and county emergencies.
- Develops specification and purchasing documents for special projects, supplies/materials, tools, and equipment.
- Determines job priorities and sets long and short term goals to be accomplished, and assigns staff to jobs.
- Estimates supplies and materials for maintenance tasks and jobs. Develops supply requisitions for supervisors approval. Is responsible for keeping an inventory current for tools, supplies and materials, and chemicals.
- Responsible for identifying and applying good sustainability practices into all aspects of Department operations.

SUPERVISORY RESPONSIBILITIES

This job has no supervisory responsibilities. This employee does assist the Center Manager and Assistant Center Manager with monitoring the performance of contingent workers. Occasionally is involved with recruiting, interviewing, and training of contingent employees.

Customer Service Technician

POSITION SUMMARY:

Provide registration and customer service support to the New Cultural Center including customer service, data processing, reception, program statistics, financial reports and accounting functions.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following: Other duties may be assigned.

- Processes registrations via telephone, walk-in, Internet, fax and mail.
- Maintains accurate program information on the Registration Network and the data entry of the seasonal brochure.
- Processes refunds by method of payment credit cards, checks, and Refund Payment Claims.
- Reconciles and verifies daily deposits; compiles a cost analysis of registrant and brochure expense.
- Compiles data for seasonal reports.
- Provides customer service to both the internal and external clients.
- Works cooperatively with Office On Aging staff to achieve quality customer service.
- Maintains information and brochure displays and event signage.

Facility Maintenance Worker

POSITION SUMMARY:

Maintenance worker for the New Cultural Center. Responsible for assisting the Department with custodial work, meetings, trainings, functions (i.e. set-up and take-down). Provides a security presence and works on special projects involving building maintenance.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following: Other duties may be assigned.

- Check in with supervisor for daily duties and to check work log for special projects.
- Performs janitorial duties not covered under the janitorial contract (may operate buffers, carpet cleaners, safe use of chemical cleaners, hand tools, paint refinishing supplies)
- Sets up table/chair arrangements and props for meetings, trainings (may include projectors, overheads, easles, etc..)
- Provides a physical presence from beginning to end of all scheduled meetings/trainings.
- Assists North Laurel Community Center personnel with all needs.
- Must have the ability to act in a polite/professional manner with all staff & public.
- In charge of opening and securing the North Laurel Community Center building and complex, making sure all staff and the public enter and exit safely.
- Refuse removal interior/exterior of building, which is outside of the janitorial contract.
- During inclement weather this position keeps entry ways and walkways clear of snow and ice to maintain public safety.
- Works cooperatively with Office On Aging, Facilities, Health and Police staff to achieve quality customer service.
- Responsible for identifying and applying good sustainability practices into all aspects of Department operations.

FACILITY LEADER I

BRIEF DESCRIPTION: This position performs intermediate level recreation services work ensuring the safe and efficient operation of the Center. This position provides support to the Facility Leader II and to full-time staff of the Center. This position will assist in providing customer service and support for center operations.

DUTIES:

- Assists with Activenet membership and program registration
- Assists customers in completing room reservation request forms.
- Performs opening and closing duties as assigned and is responsible for keys and alarm codes
- Conducts regular center safety and maintenance checks
- Handles set up and take down of equipment and monitors the proper use of the equipment
- Answers a multi-line phone and directs calls to the appropriate coordinator; monitors an assigned email account
- Provides marketing and program promotion to all customers
- Provides administrative support including data processing, filing, completing facility forms and making phone calls as directed
- Monitors center participants for safety and proper use of equipment
- Maintains cleanliness of interior and exterior appearance of the center
- Communicates clearly and courteously with internal and external customers Reports accidents, injuries, incidences and property loss/damage Monitors center patrons and enforces center rules
- Wears the provided Recreation and Parks shirt and nametag
- Understands center operations run by other County Departments, where appropriate

- Handles money in exchanged of facility entrance, program registrations, membership sales, concessions, special event entries, and tournament fees; operates a cash register and cooks short order items.
- Handles any situations that may arise such as protests, official and instructor no-shows, rule questions, inclement weather, etc.
- Ability to serve as tournament, league and event staff and occasional substitute as a class instructor
- Performs other duties as assigned to ensure the smooth operations of the center

QUALIFICATIONS:

- Has basic knowledge of public relations and Recreation and Parks
- Possesses good communication and organizational skills
- Is flexible, reliable, responsible and enjoy working with the general public.
- Able to exchange money correctly
- Capable of lifting 40 pounds
- Knows Microsoft Office Suite
- Certified in First Aid, CPR and AED
- Certified in Concussion Safety and American Sport Education Program (ASEP) and capable of meeting the requirements for the Coaches Registry, where appropriate
- Is at least 18 years of age and possess a high school diploma or GED equivalency

RATE OF PAY: Contingent – Paraprofessional - \$10.00-13.00 / hour
Salary commensurate with experience

FACILITY LEADER II

BRIEF DESCRIPTION: This position performs advanced technical level recreation services work ensuring the safe and efficient operation of the Center. This position provides key support and customer service for early morning, night and weekend hours including the opening and closing of the center, processing registrations and customer service duties when full-time staff may not be present.

DUTIES:

- Provides customers with Activenet membership and program registration
- Handles Activenet room rental reservations and/or room reservation requests
- Responsibility of keys and alarm codes and opening and closing of the center
- Performs center safety and maintenance checks
- Coordinates set up and take down of equipment and monitors the proper use of the equipment
- Answers a multi – line phone and directs calls to the appropriate coordinator; monitors an assigned email account
- Provides marketing and program promotion to all customers
- Provides administrative support including data processing, filing, completing facility forms, making phone calls as directed and daily cash drops
- Assists in planning and directing the daily operation of the center
- Maintains cleanliness of interior and exterior appearance of the center
- Communicates clearly and courteously with internal and external customers
- Reports accidents, injuries, incidences and property loss/damage
- Maintains control of center patrons and enforces center rules
- Wears the provided Recreation and Parks shirt and nametag
- Knowledgeable of center operations by other County Departments
- Provides marketing, phone assistance and customer support for Center Operations
- Provides support to the other Facility Superiors

- Maintains traffic flow within the facility including exit monitoring and member access
- May be involved in concession assistances
- May be involved in handling emergency situations (i.e. protest, staff/contractor no shows, customer accident/incident, inclement weather)
- Ability to serve as tournament, league and event staff and occasional substitute as class instructor as needed
- Coordinates party packages, rentals and community events
- Performs other duties as needed to ensure the smooth operations of the center

QUALIFICATIONS:

- Has basic knowledge of public relations and Recreation and Parks
- Possesses good communication skills and organizational skills
- Is flexible, reliable, responsible and enjoy working with the general public
- Capable of lifting 40 pounds
- Is at least 21 yrs of age
- Able to exchange money correctly
- Possesses a high school diploma or GED equivalency
- Has two years of customer service required
- Knows Microsoft Office Suite
- Demonstrates awareness of safety and maintenance
- General knowledge of aquatics and food service with focus on risk monitoring, where appropriate
- Ability to complete food service provider training, where appropriate
- Certified in First Aid, CPR, and AED
- Certified in Concussion Safety, American Sport Education (ASEP) and Coaches Registry, where appropriate

RATE OF PAY: Contingent -- Paraprofessional - \$13.00 - \$15.00 per hour
Salary commensurate with experience

FACILITY MAINTENANCE CONTINGENT WORKER

BRIEF DESCRIPTION: Non- and semi-skilled work involving general park maintenance, construction labor, and plant/landscape care in park lands. Involves the use of various tools and equipment. Provides support for recreation and special event programs within Howard County facilities. Communicate County policies, rules and regulations, as needed, to the public.

DUTIES: Performs labor-level operations service work under regular supervision from a technical supervisor. Duties include, but are not limited to the following:

- Pick up loose trash and empty trash cans along pathways and pavilions. Empty and clean grills.
- Maintaining parkland and related facilities using rakes, shovels, brooms, hand tools, and small power tools such as string trimmers, hedge sheers, edgers, chainsaws, blowers, etc.
- Work includes performing construction and maintenance tasks, tree care and maintaining grounds by assisting with planting, pruning, brush cutting, mowing, spraying, watering, tree removal, mulching, weeding and chipping.
- Loads and unloads soil, sand, mulch, stone, debris and other material from trucks.
- May assist with turf maintenance tasks such as, fertilizing, topdressing, sod cutting, and seeding. Assist in the layout procedures for ball field dimensions.
- Assists with small construction projects such as bench and sign repair and installation and tie -wall construction.

- Snow removal.
- Properly relay field reports and updates to the public.
- Assist recreation programs and special events with set-up and tear down.
- Turn on sports field lights, monitor park activities and provide security.
- Maintain a nightly/daily journal of all duties assigned. Maintain communication with supervisor and public regarding issues relative to the safe operation of the park.
- Properly drag a ball diamond using various types of grooming equipment.
- Other duties as assigned

EXPERIENCE: Possess and provide proof of a valid Maryland Driver's License (Class C with less than two points within previous two years). Have an understanding of basis park operations and two years of experience working with the public in a variety of settings.

EDUCATION: High School Diploma or GED and one-year experience.

RATE OF PAY: \$15.00

SPECIAL EVENTS LEADER

BRIEF DESCRIPTION: Howard County offers a variety of special events for residents to enjoy throughout the year. The planned events are seasonal craft shows, cultural entertainment, special events, heritage events, and major festivals. These special events may be on a county-wide or area basis.

DUTIES:

- Assist with conducting special events, cultural entertainment, and major festivals.
- Set up and take down tables and displays
- Supervise event areas; trouble-shoot problems
- Check in participants
- Give information to the public
- Provide direct leadership during event.
- May include clerical work in preparation for the event.

SPECIAL QUALIFICATIONS/SKILLS:

- Ability to communicate effectively with the public and provide excellent customer service
- Work effectively with large crowds of people
- Ability to improvise and adjust work schedules
- Organize and plan special activities

EXPERIENCE: Previous experience as a recreation leader, especially in planning special events, and work with large crowds.

EDUCATION: High school; some college preferred.

RATE OF PAY: Contingent – Paraprofessional

\$18/hour

Salary commensurate with education and experience

PROGRAM PLAN

Overall, Recreation and Parks would manage the Activity spaces for all Center users, which will accommodate a diversity of programming from all parties. By operation year 3, an established pattern of usage will be apparent, allowing Recreation & Parks to better provide rental and programming opportunities. CCTA's program focus would be on Theatrical and Musical Arts. Recreation and Parks would focus on other artistic programming areas, in addition to other community focused programming.

Toby's Dinner Theatre offers shows throughout the week on nights, and matinees on weekends with an evening show to follow. CCTA offers programs and workshops, including a Youth Theatre performance series on Monday, Tuesday, Thursday and Fridays. They use space for their theatre program and they offer a Friday program specifically for Autism participants. CCTA summer camp programs utilize their Children's Theatre Space and classrooms.

This facility will require a strong rental program in addition to the programming it offers. Each activity room has a potential to generate revenue. Our facilities are valuable resources to the residents of Howard County and provide several complimentary uses to various agencies and/or Scout troops, while also providing rental discounts to non-profits. For reference, the North Laurel Community Center provided the most discounts of all centers.

See attached New Cultural Center Program Plan. The Program Plan provides the type of programming that would be offered at the Art Center and the potential revenue. This plan was developed through analysis of current program offerings at the Community Centers for Summer Camp and Fall 2019 seasons.

FINANCIAL PLAN

Revenue Projection

The facility has two main sources of revenues – rentals and programs. The goal of the facility is to generate approximately \$800,000 in revenue to pay their portion of the County's Debit Service on the Center.

Current projection reflects the facility's potential to generate \$216,000, gross revenue from rentals. These revenue figures utilize current rates in place at our community centers and establish new rates for the Black Box, Gallery and Terrace. Rates are established based on square footage and are per hour (minimum rental period is in parenthesis).

Space	Resident Rate	Non-Resident Rate	Non-Profit Rate	# of Rentals (min hour rental period)	Projected Revenue
Black Box 1	\$75	\$100	\$50	160 (4)	\$48,000
Classroom 1	\$40	\$50	\$30	375 (2)	\$30,000
Classroom 2	\$40	\$50	\$30	375 (2)	\$30,000
Classroom 3	\$40	\$50	\$30	125 (2)	\$10,000
Gallery	\$75	\$100	\$50	16 (4)	\$5,000
Dance Studio 1	\$50	\$60	\$40	52 (2)	\$5,200
Dance Studio 2	\$50	\$60	\$40	52 (2)	\$5,200
Classroom 1	\$40	\$50	\$30	313 (2)	\$25,000
Classroom 2	\$40	\$50	\$30	188 (2)	\$15,000
Classroom 3	\$40	\$50	\$30	188 (2)	\$15,000
Classroom 4	\$50	\$60	\$40	125 (2)	\$10,000
Classroom 5	\$50	\$60	\$40	125 (2)	\$10,000
Lobby	\$100	\$150	\$125	8 (4)	\$3,000
Terrace	\$300	\$375	\$275	4 (4)	\$5,000
Rental Program Total					\$216,400

The New Cultural Center Program Plan provides the type of programming that would be offered at the Art Center and the potential revenue. This plan was developed through analysis of current program offerings at the Community Centers for Summer Camp and Fall 2019 seasons. Fall and Winter seasons typically see relatively the same revenue generation and success rates. While Spring and Summer seasons see higher revenue generation. There was no adjustment made in this projection to the Spring season to reflect the potential for higher revenue generation.

Program Season	Program Success Rate	Revenue Projection
Summer	83%	\$263,000
Fall	68%	\$130,000
Winter	67%	\$130,000
Spring	54%	\$130,000
		\$653,000

Overall Recreation & Parks Projected Revenue at the New Cultural Center.

Program Area	Program Success Rate
Rental Program	\$216,000
Center Program Offerings	\$653,000
Total Revenue	\$869,000

Operating Budget

	BUDGET
FT Staff Salary	\$315,000
500190 CW Staff Salary (part time)	\$340,000
500000 TOTAL	\$655,000
510300 Printing	\$10,000
515900 Other Contractual Srvs	\$35,000
510400 Advertise Clip Svc	\$5,000
510000 TOTAL	\$50,000
520100 Office Supplies	\$5,000
521720 Household Supplies	\$40,000
521500 Food - Programs	\$5,000
5200000 TOTAL	\$50,000
GRAND TOTAL	\$755,000

New Cultural Center Proposed Marketing Plan

PURPOSE

This document outlines the Center's marketing program for Calendar Year 202_. The plan provides directions and includes:

- NCC marketing objectives and strategies
- A tactical action plan
- A review of specific responsibilities
- A list of available tools and resources for staff to use in carrying out the marketing plan

OBJECTIVES

Our focus at the New Cultural Center is to provide an excellent environment in which to develop one's interest in the arts - music, theater, art, dance and performance.

The objective of the Marketing program is to support that focus by:

- Creating a positive Center and Department presence in the surrounding community
- Effectively and efficiently informing County residents and others of the resources and opportunities the Center makes available
- Providing a means for prospects to access additional specific information regarding Center activities and events
- Driving registration for and participation in Center and Department programs

STRATEGIES

The marketing plan employs a number of strategic elements to meet the objectives:

- Developing an effective branding program that integrates all Center programs and services under one distinctive identity umbrella
- Creating and maintaining a more useful, informative and user-friendly Web presence
- Distributing attractive, well-organized seasonal Activity Supplemental to the surrounding community
- Distributing promotional fliers, leaflets and brochures promoting specific events and activities on an as-needed basis
- Posting to the Department's Facebook page
- Utilizing the Department's Flickr account
- Displaying banners in the park and facility.
- Employing media advertising for special events and other high operating margin programs
- Using ActiveNet to generate mailing lists and e-newsletters for targeted direct marketing campaigns
- Providing staff with appropriate branded shirts (polo, tee or union-specified) to wear at the Center

- Making use of park kiosks and center bulletin boards to display information about programs and upcoming events
- Distributing PSAs and News Releases either independently or through the County Public Information Office (PIO)
- Partnering with outside businesses and other organizations to sponsor or otherwise support Center and Department programs and events
- Continuing to utilize surveys and other data resources to monitor customer satisfaction
- Continuously seeking out and evaluating new marketing tools for reaching our various audiences and stakeholders

POSTIONING

The New Cultural Center offers residents outstanding value in a high-quality recreation and park system that allows all to pursue safe and enjoyable leisure activities in balance with the protection and conservation of natural resources.

PRIMARY INITIATIVES IN 202

In order to execute the NCC strategic direction, the following initiatives are being implemented:

1. **Improving NCC branding.** The Staff has embarked on a multipath approach to Department branding that includes the following:
 - A review of all existing stationery, signage, publications, and promotional items for branding implications.
 - Logo treatment guidelines, including design and usage standards, were implemented.
 - Creating and updating templates for NCC e-newsletter, brochures and flyers. The templates include the Department's new tagline ("To register: Call, Click or Come In"), the logo, and heading (logo and address). NCC staff work with Department marketing staff for design assistance as requested; and the marketing team reviews branding in all independently created materials prior to publication. This program presents a strong, unified public face for NCC and the Department.
2. **Enhancing the Center Website.** NCC staff populated the site with content (general reference data and information about center, programs, services and seasonal activities along with on-line registration services). Staff is now reviewing content and looks to add additional features.
3. **Encouraging customer focus.** We will continue to center our communications on the needs and interests of our customers and prospects. Past examples include the following.
 - Establishing a uniform information display template throughout all publications
 - Organizing the NCC web page to make them more informative and intuitive.
 - Maintaining information/alert board in the center lobby.
4. **Accessing marketing resources from Department Marketing Staff.** While the Marketing Group's primary responsibility is to generate marketing support with

Department-wide impact, they also offer advice and assistance to individual programmers and their specific projects. Such help includes the following:

- providing a marketing communications review of all customer-facing creative executions;
- designing leaflets, fliers, brochures, posters, and ads;
- preparing copy for promotional materials and other items;
- finding appropriate mailing lists and media vehicles for promotional campaigns;
- supplying design and content templates;
- editing and proofing text;
- trainings, in the form of group presentations, on the fundamentals of marketing communications; and
- standardizing Department forms.

5. **Increasing process efficiency/effectiveness.** Steps are being taken to streamline processes and reduce production time. Examples include the following:

- Creating a process for developing and producing marketing materials, which will increase accuracy and accountability;
- Utilizing the Social Media calendar to get alerts out on Facebook.

SPECIFIC TACTICS

Seasonal Activity Guide. Three times a year (Spring/Summer, Fall, and Winter), the Marketing Staff coordinates with the programming and registration staff to produce comprehensive program catalogs. In addition, HCRP publishes a Summer Camp Guide each February. This is the main content information venue for Recreation and Parks programs, including the Center.

Programming staff is responsible for providing content and program-related information. This material is relayed to Marketing Staff who then compile, edit, proofread, and lay out the material. After review at several stages by management and the programming staff, Marketing prints and distributes a quality document that includes program and registration information, participation requirements, Department information, testimonials, photos, employee recognition, and other items of interest or value to the reader. The Camp Guide and the three seasonal Activity Guides are delivered by mail or via local newspapers to all Howard County households. They are also distributed through libraries, community centers, and similar channels.

A PDF file of the current Guide is posted on the HCRP web pages.

As the Guides go to press, the content for Community Center programs and events is entered into ActiveNet registration software by the Center staff. This software is used to enter sales and track sales data. An ActiveNet connection on HCRP web pages also allows on-line registration.

Supplemental Activity Guides. NCC staff with the Marketing team's assistance develops fliers, tri-fold leaflets, and brochures that explain and promote specific programs that take place at the Center. NCC staff is responsible for content, which is taken directly from the HCRP Activity Brochure, and the distribution. The Marketing Staff is responsible for creating, reviewing and making sure it meets Department and County standards.

Direct Marketing. ActiveNet provides a valuable source of information about past participants/registrants, and this information can be used by programmers to reach an audience with tightly targeted direct mail and email. NCC staff also utilizes Constant Contact as a vehicle for promotions and surveys via email. The Marketing Staff is available to assist with these projects.

Paid Advertising. When fiscally appropriate, the Center may purchase media to promote events or other high operating margin programs. Examples include Holiday Mart. Advertising creative executions can be designed by PIO or in-house with involvement/review by the Marketing Staff.

Program specials/coupons/gift certificates. The community center offers discounts, coupons and gift certificates with their supervisors' approval. These can help reach new markets, jump-start the registration process, introduce a new program, or reward frequent customers.

Promotional items. Giveaways are distributed at fairs, booths, and special events. Programmers and staff may budget accordingly and order their own items with the approval of their supervisors. Frequently, outside sponsors will provide branded promotional merchandise at Department events in order to reach our mutual customers.

Participant and Staff Shirts. Participant shirts are considered a marketing expense. Special care is taken in the design and distribution of these shirts to assure that these "walking billboards" suitably promote the Department programs, services, and image. Staff shirts will be coordinated in design, color, and logo treatment.

Evaluations. Each season, a pre-determined number of programs are selected within the area for a thorough evaluation, with feedback from participants, parents, leaders, and officials. These are compiled in a summary and submitted quarterly. These are used in subsequent seasons to facilitate program/service improvements.

Focus Groups. These informal meetings are used as needed by staff. They have been very useful in creating volunteer groups to assist with Center operations. Usually a handful of participants are selected and (depending on budget) a meal or other feature is provided to guarantee attendance. These sessions are moderated by Center staff.

Web & Social Media Support. The Marketing Coordinator has been tasked with interacting with the County in the development of the County site, attending trainings, and being the webmaster for HCRP content, although NCC staff have been trained to upload material when needed. Additionally, NCC staff coordinate social media announcements (Facebook, Twitter, Pintrest) with the Marketing Coordinator for distribution.

Banners & Posters. Banners are generally hung from lampposts or public display fixtures for a short-term marketing impact at the park and center. County sign law provides guidance in banner placement and timing. Posters are prepared and distributed for a number of events. These may be display boards or printed items for multiple locations. A decision to use banners or posters is generally made by NCC staff and approved by their supervisors. The Marketing Staff is responsible for creation.

Graphic Standards. The Marketing Staff has produced a manual for HCRP logo treatment that has been posted on the P:Drive. They worked with PIO, ensuring that the new logo met all County standards. Additionally, NCC incorporates their specific branding standard. The standards apply to all NCC publications, promotional materials, and other graphic materials.

Park Kiosks. Center will have information bulletin boards located either in secure kiosks or in enclosed cases on building walls. These will be used to display information about the parks, promote coming center events, and provide other material of interest to park visitors.

Center Lobby TV Display (SCALA Board). The center's lobby is equipped with a television used for providing the public information on the center. The display can scroll through several images, which include promotion of Center programs, rentals, birthday packages, and upcoming events.

Public Service Announcements (PSAs) / News Releases. These are free and widely used by NCC staff. PIO maintains a list of local and state publications for distribution purposes. Staff prepare press releases using PIO guidelines and then sends them to the Department Marketing team for review and guidelines.

Partnerships. A continued focus of the Community Center is to forge strong partnerships with businesses and organizations that can assist us in achieving our mission. The Center benefits by being able to offer more thorough financial or in-kind support, and sponsors gain positive exposure for their organization through name recognition in publicity material and possible on-site presence. Frequently, the Center also teams up with other County agencies to promote a common interest or to reach a difficult target market.

Training. The Center supports the professional growth of its staff through frequent formal training sessions conducted by the Department Marketing Team or through another professional training opportunity.

Awards. The Center gains awareness and recognizes staff achievement by entering award competitions such as those sponsored by the County, Maryland Recreation & Parks Association (MRPA), National Recreation & Parks Association (NRPA), Learning Resources Network (LERN), and others.

Fairs. The Center may set up booths or displays at fairs and other events that relate to the Center's concerns or community events.

MARKETING STRUCTURE OVERVIEW

Responsibility for plan implementation is spread throughout the Center. All Center staff have marketing responsibilities – it is the task of each employee to forward ideas, observations, and suggestions to the Center Director and/or Department Marketing Staff or the relevant committee or administrator. This provides for continuous improvement in our marketing efforts.

Facility Director

- Facilitate ongoing cooperation and coordination with the CCTA, and liaison work with the local community.
- Manages and coordinates marketing budget. Completes fiscal and financial reports as required.
- Ensures staff compliance with Department and County policies for cost accounting, PDQ card, petty cash, and purchasing.
- Works with Department of Recreation and Parks Marketing Team, the CCTA, and the Public Information Office to develop marketing strategies for programs, events, and rentals.
- Coordinates and submits information for the Department's seasonal brochure. Prepares and submits Public Service Announcements.
- Maintains an active, working knowledge of recreation and aging programs, trends, and needs.
- Reviews and approves all created marketing materials before distribution.

Assistant Facility Director (Coordinator II)

- Assist with the coordination of building scheduling with Department Program staff, CCTA staff, and other user groups.
- Plans, schedules, and assigns work. Facilitate ongoing cooperation and coordination with the CCTA, and liaison work with the local community.
- Assists with the development and management of the marketing budget. Completes fiscal and financial reports as required.
- Ensures staff compliance with Department and County policies for cost accounting, PDQ card, petty cash, and purchasing.
- Works with Department of Recreation and Parks Marketing Team, the CCTA, and the Public Information Office to develop marketing strategies for programs, events, and rentals.
- Coordinates and submits information for the Department's seasonal brochure. Prepares and submits Public Service Announcements.
- Coordinates all rentals and other agency use of the building. Resolves all schedule conflicts.
- Maintains an active, working knowledge of recreation and aging programs, trends, and needs.
- Maintains the NCC webpage.
- Creates content, coordinates with the Department Marketing team on design, and distributes the Center's Seasonal Activity Supplemental Guide.
- Creates, coordinates with the Department Marketing team on design, and distributes the Center's various brochures for rentals and center membership fees.

Facility Program Coordinator

- Facilitate ongoing cooperation and coordination with the CCTA, and liaison work with the local community.
- Ensures staff compliance with Department and County policies for cost accounting, PDQ card, petty cash, and purchasing.
- Assists with developing marketing strategies for programs, events, and rentals.

- Assists with the coordination and submission of information for the Department's seasonal brochure. Prepares and submits Public Service Announcements for the Center.
- Maintains an active, working knowledge of recreation and aging programs, trends, and needs.
- Maintains information and brochure displays and event signage.

Facility Administrative Technician II

- Processes registrations via telephone, walk-in, Internet, fax and mail.
- Maintains accurate program information on the Registration Network and the data entry of the seasonal brochure.
- Provides customer service to both the internal and external clients.
- Maintains information and brochure displays and event signage.

BUDGET

Within the Center, there are three marketing budget components,

1. Advertisements,
2. Printing, and
3. Promotional Giveaways/Discounts/Food

The Center Director, with supervisor approval, develops the marketing budget for marketing activities that support overall awareness as determined by the Center. This includes strategic marketing planning and selected activities of the various Center staff.

Marketing Budget

510300	Printing: Supplementals, Brochures, Fliers	\$10,000
510400	Ads: Patuxent Publishing, High School Booster Clubs, etc.	\$5,000
515900	Contractual: misc. marketing needs	<u>\$2,000</u>
TOTAL 510000		\$17,000

521500	Food: Community Meetings, Focus Groups, Events	\$1000
521720	Supplies: Giveaways	<u>\$2,000</u>
TOTAL 520000		\$3,000

MARKETING TOTAL		\$20,000
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2020

The New Cultural Center: Program Proposal

Howard County Recreation and Parks

Updated:
February 4, 2020



Howard County
RECREATION & PARKS



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Overview: Event and Program Proposal

Fine Art

Lecture Series and Events:

- Artist; Arthurs; Musicians: Drink and Discussion series
 - Think and Drink/Sip and Ponder
- “Ted” style talks on the Arts and other topics
 - focus on local issues with local experts, we could call them “Howard Talks”.
- Interactive Lectures with Workshops:
 - Using multiple spaces: Theater for the talk, studios or other rooms for hands-on activities
 - Trash to Treasure: Recyclable and Sustainable Art
 - Inventors and Visionaries: how science and art are related; using technology to create art
 - Cosmic Crafts: science and space themed art
- Diversity series/Cultural exchange: Combine lecture with visual/performance
 - Global Narratives: Storytelling around the world
 - Myths, Masks, and Mayhem: Mythologies of the world
 - Painted Earth: focus on history and types of painting around the world
 - World Rhythms: History of percussion around the world
 - Dancing Destinations: Cultural dances around the world
- Special Events (Themed): Combine lecture with workshops, performances and gallery art shows/displays.
 - Examples:
 - Bring back Lunar New Year event featuring cultural performances such dance, storytelling and music, displays, and hands on take-home crafts.
 - Representation/Potential Partners: The Howard County Chinese School; Chinese Language School of Columbia; Baltimore International Academy
 - Follow same format as above for other Cultural or Holiday Events
 - “Parents and Family Night Out”
 - Provide performance or activity for parents and childcare onsite options
- Museum Lecture Series:
 - Multiple part series that includes lecture and trip to museum
 - Example: Current Exhibit at the Visionary Art Museum: Esther & The Dream of One Loving Human Family
 - Lecture: Teaching Through Art: Holocaust; Trip: Visionary Art Museum
- **Revenue Opportunity:** Registrant fee; Ticket Sales

Film Festival

- Student Film Showcase – partner with HCC or other local colleges
- 48 Hour Film Festival - <https://www.48hourfilm.com/home> - Both DC and Baltimore participate so, according to their rules, we are too close and would not qualify for their competition, but we could create our own.
 - Partner with Columbia Festival of the Arts
- Independent and local film makers from the Baltimore-Washington corridor
- Themed movie series: holiday or seasonal, etc.
- Documentary series: local history, arts, events, etc.
- **Revenue Opportunity/Sales:** Tickets; Competition entry fee
- **Notes:** requires paying for licensing to show and/or charge for public screenings

Art Showcases

- Tapestries for Tomorrow: Teen showcase
- “Art Auditions” – Showcase similar to the MRPA showcase but scheduled at night or on a weekend.
- Guided Open Art Studios
- Themed gallery art shows and contests: for example, “the environment”, “nature”, “science” “The future”, etc.
- **Revenue Opportunity:** Ticket sales; Showcase fee for vendors; Registration fee

Studio/MP Space

Classes or Private Lessons:

- Sewing
- Costume Creations
- Mask making
- Photography
- Painting
- Drawing
- Sculpting
- Jewelry making
- Craft-booking
- Acting / Comedy / Improv
- Singing
- Musical instruments – guitar, ukulele, drums, etc.
- Makerspace
- **Revenue Opportunity:** Registrant fee or Lesson fee

Music and Theater and Dance (Stage Use):

- Performance Showcase – see “Art Auditions” under showcases
- One-Act Play Festival – playwrights submit scripts, work with directors/actors to perform their plays
- “Express Yourself” Community Talent Show & Contest
 - one for adults; one for kids
 - Judge panel consists of county employees and/or local professional performers, members of arts organizations
- Touring dance/theater companies or music groups – rent out theater and/or sell tickets
- Glow event with DJ and Dancing
- New Year’s Dance Party
- Karaoke Café – DJ
- Decades themed dance parties: “Roaring Twenties”, “Fabulous Fifties”, “Psychedelic Sixties” “Swinging Seventies”, “Totally Tubular Eighties” – participants wear period clothing and DJ plays songs from the era, decorate accordingly. OR have a live band.
- Blacklight Theater - <http://adhk.org/about/>
- Expand No Boundaries Program

Open Mic Nights:

- Comedy
- Music
- Impov
- Dance
- Circus arts
- Revenue Opportunity: Ticket sales

Theater Classes:

- Improv
- Comedy
- Acting
- Singing / Choir
- Dance
- Classes can end season with a performance in the black box
- Revenue Opportunity: Registrant fee; Ticket sales

All ages/Kid friendly performances Examples:

- Circus Science with Greg May - <https://www.circusgreg.com/circus-science.html>
- Family Masquerade dance (with Costume Contest)
- Milkshake Rock Band Concert <http://www.milkshakemusic.com/no-flash.cfm>
- Puppet Shows - <http://blueskypuppets.com/>
- Touring companies:

- **Example:** Arts Power brings musicals and dramas directly to young people in grades K-9, their families, and their teachers in first-run regional theatres, cultural centers, university auditoriums, and schools throughout 49 states, District of Columbia, and Canada. <https://artspower.org/>
- **Seasonal / Holiday themed performances / variety show:**
 - Choir Holiday carols, Haunted Halloween Show, Baby New Year celebration
- **Musical Muses - Howard County Choir**
- **Revenue Opportunity:** Registrant fee; Ticket sales; Rental fee

Camps:

- **Drama Learning Center, 2-3-week camp with shows: August**
- **Schoolhouse Theater, 2-4-week camps with shows: July**
- **Revenue Opportunity:** Registrant fee

Equipment/Supply Needs

Theater:

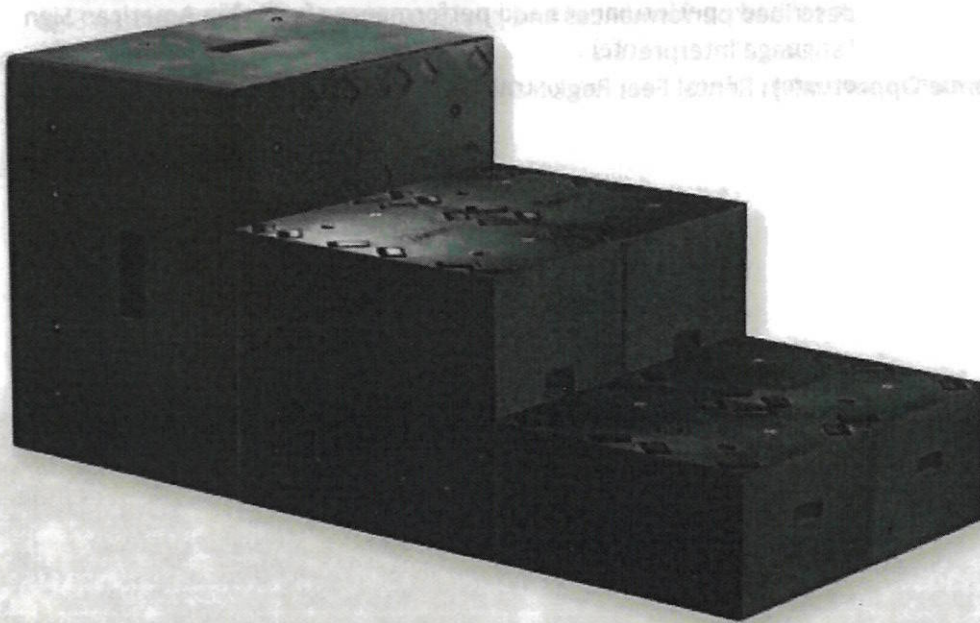
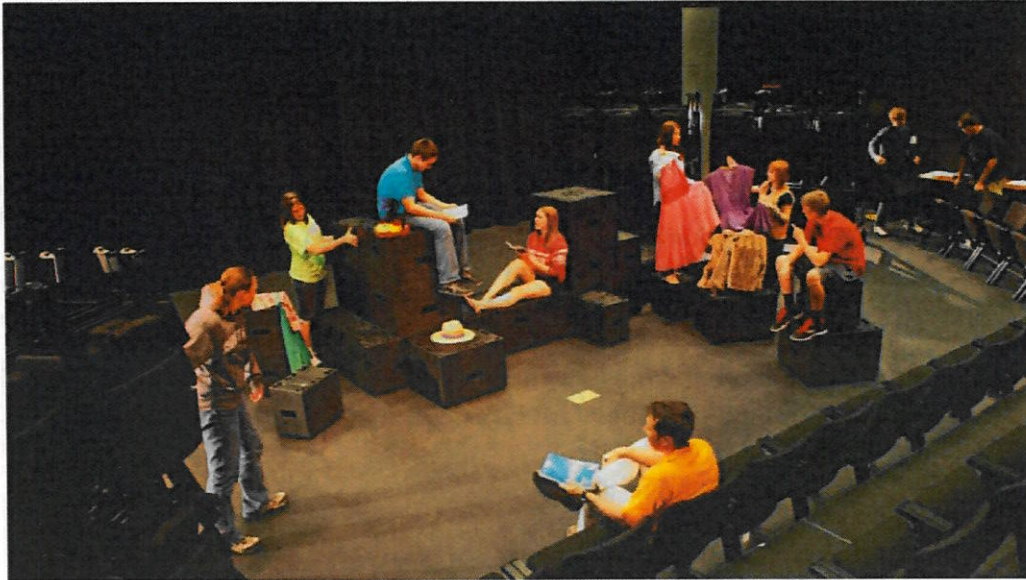
- **Retractable Movie screen**
 - Laptop & Projector for use in Theater for movies, videos, power point, with rolling cart
 - Professional stage lighting and sound system with standard and wireless mics, mic stands, and music stands
 - Disco Ball system
- **Dimmers on main lights in theater and in Gallery or any other multi-use space**
- **Multiple sewing machines for classrooms/studios**
 - Sewing classes and costume creation
- **Upright Piano and/or Electric Keyboard with speakers**
 - **Notes:** would allow us to run a choir program, singing class, or support a music performance. One for theater and one for gallery would be ideal.
- **Modular seating for black box**
 - **Recommendations:**
 - folding chairs or some other modular seating system; options to allow for maximum flexibility of space from an empty room to a full-service theater with audience
 - Make sure chairs are accessible and comfortable for all sizes and all abilities/disabilities.
- **Event tables and round cocktail tables for alternative audience and event set up**
- **Basic Furniture for Black Box:**
 - **Notes:** In addition to audience chairs, a theater needs furniture that can be used on stage for acting classes, workshops, & improv such as a couch, coffee table, end tables, chairs, dining table and/or desk. Furniture that has wheels is

advised/preferred so that it's easier to move. Also "stage boxes" can be used for these purposes as well (see pictures on page 7*)

- **Storage:**
 - **Notes:** proper storage of equipment and furniture is needed so that it can be easily moved out of the way when not needed or moved into the space when needed.
- **ADA:**
 - **Hearing Needs:**
 - American Sign Language interpreting-provided upon request
 - Shadow interpreted children's theater performances on selected dates
 - Assistive listening devices provided upon request.
 - **Visual Needs:**
 - Raised-letter and Braille signage
 - Provide audio-described for Black Box Theatre performances upon request.
 - Large print theatre programs.
 - **Accessible Performances:**
 - Provide theatrical performances for specific needs, including sensory friendly performances, shadow interpreted performances, audio described performances and performances featuring American Sign Language interpreters.
- **Revenue Opportunity:** Rental Fee; Registrant fee; Ticket sales



*Black Box Theater Examples



Program Description Examples

Licensed Childcare Program

Early Learning Center

Early Learning Centers provide a safe, nurturing, active and creative learning environment for each child. Throughout the program, children enjoy building the skills needed for kindergarten (social and emotional development, reading and math readiness and fine and gross motor skills). They also participate in hands-on activities, including arts and crafts, science, nature, music, drama, and cooking. There are instructional and self-directed activities throughout the day. All programs are successful participants in the Maryland EXCELS program. Staff is trained in continuing early childhood education classes yearly.

3-5 yrs 9:30am-3pm M-F \$660, month

3-5 yrs 8:30am-4:30pm M-F \$799, month

Preschool Programs

My First School

This program is designed to help children make a successful transition to an independent experience. They develop social skills while exploring the alphabet, games, music, movement, and art with a different themes.

2 yrs, 9 mos-3 yrs, 9 mos

10am-noon Tu,Th \$198

10am-noon M,W \$165

Preschool Adventures

Join the adventure! Enjoy an exciting, physically active and well-rounded experience. Enriching activities include story time, music, arts and crafts, along with sports-specific activities (including volleyball, baseball, soccer and other sports) in the gym.

2 yrs, 9 mos-5 yrs Classes: 10

Jan 6 9:30am-1pm M,W \$220

9:30am-1pm Tu,Th \$220

2 yrs, 9 mos-5 yrs Classes: 20

9:30am-1pm M-Th \$420

9:30am-1pm M-Th \$420

Preschool Programs: Fine Art

Abakadoodle Yummy Art (Parent/Child)

Get your spoon, paintbrush and chocolate syrup ready - we're going to create art! From cupcake design to mosaics with food to chocolate syrup painting. It's all about the wonderful and wacky world of food art!

2-3 yrs Classes: 6

9:45-10:45am W \$105

Abrakadoodle Art Twoosy Doodlers (Parent/Child)

Parents and kids, experiment with art materials while developing fine motor skills, hand-eye coordination, creativity, readiness skills, confidence, ability to play with others and imaginative thinking.

20-36 mos Classes: 6

9:30-10:15am Sa \$95

Abrakadoodle Art Mini Doodlers

Get creative! Learn and emulate drawings of artists with new themes and topics! Paint, learn wet-on-wet techniques, create large-scale artwork and explore a variety of materials to create original art.

3½-5 yrs Classes: 6

10:30-11:15am Sa \$95

Preschool Programs: Dance

Parent/Child Movement & Song

Encourage your child's imagination as they explore creative dance using stories, props and movement. Bare feet preferred. Fee includes one child and one parent/caregiver.

2-3 yrs Classes: 9

9:45-10:30am Tu \$105

10-10:45am Sa \$105

Ballet & Tap

This fun, creative class combines the fundamentals of ballet and tap. For the first half of each class, wear tap shoes and explore the basics the different rhythms and the basics of tap dancing to familiar tunes.

3-5 yrs Classes: 10

10:45-11:30pm M \$119

12:30-1:15pm Sa \$119



Creative Movement

This intro to dance incorporates the exploration of space, rhythm, body-awareness, time, shape and dynamics. Use of imagination is encouraged!

3-5 yrs Classes: 15

4:10-4:55pm F \$115

Ballerina Basics

Do you dream of being a ballerina? Ballerina Basics introduces pre-ballet movements, grace and self-control in a creative and nurturing environment. This is a beginner-level class.

3-6 yrs Classes: 9

9:45-10:30am Tu \$85

9:15-10am W \$85

10-10:45am F \$85

9:45-10:30am Sa \$85

11:30am-12:15pm Sa \$85

1-1:45pm Su \$85

Preschool Programs: Music & Theater Arts

Broadway Babies Drama

Learn singing, dancing, and acting skills as they work as part of a theatrical team. Class session culminates in a final performance for family and friends featuring props created by the students during craft time.

3-5 yrs Classes: 6

9-10am Sa \$99

10-11am Tu \$99

Music Together

Everyone has the potential to be musical. Discover the joy of making Music Together® with your family and friends. Your child will grow into a confident music-maker while tapping into all the developmental benefits of music education.

Infant-6 yrs \$65 Classes: 4

10:30-11:15am Th

9:30-10:15am F

10:15-11am Sa

11:15am-noon Su

Youth Programs: Dance

Dance Basics for Boys by Kinetics Dance Theatre

An approachable introduction to basic dance and tap skills designed for boys. Learn basic ballet steps, build loco motor skills and learn to develop rhythmic patterns using imagery and themes such as animals, superheroes, outer space and more!

4-6 yrs Classes: 9 or 8

10:30-11:15am Sa \$89

4:30-5:15pm M \$79

Beginning Princess Ballet: Rhythm & Steps

Dance with scarves to the music of your favorite princesses. Class combines basic ballet steps with the imagination of creative movement and helps young dancers establish basic skills in locomotion, imagination and music appreciation.

5-7 yrs Classes: 8

5:15-6pm F \$85

5:15-6pm Tu \$85

All That Jazz & Tap

Boys and girls, discover tempo, balance, strength, and style through beginning tap and jazz dance. Groove to the music while learning about rhythm.

6-8 yrs Classes: 9

1-2pm Su \$99

Back Beats with Nysia Carter

This fast-paced, high-energy, hip-hop class emphasizes body isolation movements, intricate rhythms and individual expression.

7-12 yrs Classes: 10

3:30-4:30pm Sa \$115

Youth Programs: Music & Theater

Creative Songwriting

Can you read and hear music written on paper first, just like Mozart did? Speak, read and write in the language of music by generating, exploring and developing ideas into original compositions.

6-11 yrs Classes: 4

7-7:55pm M \$130

Guitar Beginners

Can you read and hear music written on paper first, just like Mozart did? Learn music as a Universal Language: speaking, reading and writing in music will help you to play Guitar, improvise melodies and add chords.

6-11 yrs Classes: 4

6-6:55pm M \$130

6-6:55pm Tu \$130

Vocal Starz

Breath control and vocal & tone production are developed with exercises & explored through song, games, and improv.

6-11 yrs Classes: 4

5-5:55pm M \$130

Homeschool Musical

Learn and improve singing, dancing and acting skills working as part of a theatrical team

Grades 1-8 Classes: 16 \$55 materials fee

1-3:30pm Th \$255

Youth Programs: Schools Out Programs

Winter Break: Drama

Winter Break Drama Workshops: *Star Wars* Jedi Training Camp with Drama Learning Center
Enjoy new drama-themed fun, arts, and crafts.

9am-4pm M,Th,F,M \$250

9am-4pm M \$75

9am-4pm F \$75

9am-4pm Th \$75

9am-4pm M \$75

Winter Break: LEGO®

Winter Wonderland with LEGO®

Apply engineering, architecture, creativity and fun to create a magical Winter Wonderland!
Build motorized contraptions like snowmobiles, gondolas and more!

Grades 1-4 Days: 1

9am-4pm M \$75

Winter Break: Science

NEW! TECH: Winter Break Programs

Grades K-3 Engineering Lab! Dec 23, 26, 27 Days: 1, 2 or 3

Want to be an engineer? Like to design and build projects? Then come learn about forces and Newton's Laws of Motion.

9am-3:30pm M,Th,F

Grades K-3 Robotics 101! Dec 30 & 31 Days: 1 or 2

Learn to program advanced robots! Discover Dexter Industry's newest robot.

9am-3:30pm M,Tu

Grades 3-5 Want to be a Veterinarian? Dec 23, 26, 27 Days: 1, 2 or 3

Do you love animals and want to learn more about them? How their bodies work and how to take care of them? Come learn how to perform dog CPR, perform a biopsy, and conduct a basic dissection.

9am-3:30pm M,Th,F

Grades 3-5 Engineering w/ Nintendo Switch Dec 30, 31 Days: 1 or 2

Come program the Nintendo Switch and its Toy Cons! Your imagination is the limit to what you can do.

9am-3:30pm M,Tu

School's Out: Art and Drama

School's Out Workshop

Engage your imagination in a new way! Our format allows you to learn fine art techniques while encouraging creative thinking in a relaxed environment.

Grades K-5 Days: 1

Jan 20 8:30am-5:30pm M \$105

Feb 17 8:30am-5:30pm M \$105

Jan 27 8:30am-5:30pm M \$105

School's Out: Drama

School's Out Drama Workshop

Why sit at home in front of the TV when you're off from school? Join us for a day of drama-themed fun with arts & crafts also! Sibling fee is \$25 for each additional sibling, available only by phone.

Grades K-6 Days: 1

Jan 20 9am-4pm M \$75

Apr 13 9am-4pm M \$75

Jan 27 9am-4pm Tu \$75

Apr 28 9am-4pm Tu \$75

Feb 17 9am-4pm M \$75

School's Out: LEGO®

LEGO® School's Out Workshops

School is out and we're open for play! Topics vary and include the popular LEGO® themes of Extreme Gaming, Movie Mix-up, Brick Zoology and Building is Awesome- Emmet's Wild Adventure! Activities take place indoors.

5-11 yrs Roger Carter Comm Ctr Days: 1

Pocket Brick Monsters 8:30am-5pm M \$95

Brick Royale 8:30am-5pm M \$95

Heroes vs. Villains 8:30am-5pm M \$95

STEM + JEDI with LEGO®

Gear up for a full-day LEGO® workshop packed with hands-on and minds-on STEM fun!

6-10 yrs Days: 1

Jan 27 9am-4pm M \$75

NEW! School's Out Winter Science Warmup

Come warm up with some fun science in this Day Off School Program. Create snow globes and lava lamps and learn how they work!

Grades K-3 Days: 1

Jan 27 9am-3:30pm M \$99

NEW! Video Game Design with Minecraft (School's Out)

Learn to build and design mods and games! Create Sheep City or Spartan Warrior. See how long your character can survive the waves of zombies!

Grades 3-5 Days: 1

Jan 27 9am-3:30pm M \$99

NEW! Newton's Apprentice

Come spend the day learning about one of science's greatest minds. Build catapults, balloon cars and more!

Grades 3-5 Days: 1

Apr 13 9am-3:30pm M \$99

NEW! Robot Adventures with Dash & Dot

Come create your own robot! Dash and Dot are lovable little blue robots that make noises, put on a light show, and listen to your commands!

Grades K-3 Days: 1

9am-3:30pm M \$99

NEW! 3D Printing

Learn how to design a 3D print, how it works and print 3D creations! There is so much to know and learn about this quickly developing technology.

Grades 3-5 Days: 1

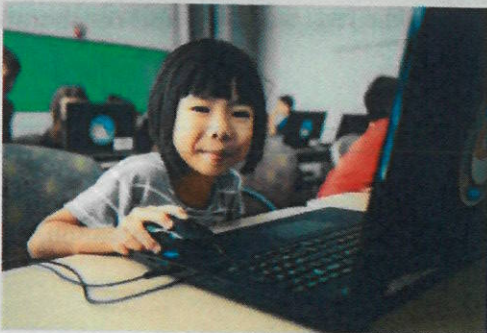
Apr 28 9am-3:30pm Tu \$99

NEW! Earth's Natural Phenomena!

Come explore naturally occurring phenomena! Learn about earthquakes by creating edible tectonic plates.

Grades K-3 Days: 1

Apr 28 9am-3:30pm Tu \$99



Teen Programs: Fine Art

Drawing Techniques

Strengthen your drawing skills as you focus on different media including graphite, charcoal, colored pencils, pastels and watercolor pencils.

11-17 yrs Classes: 5

10:30am-noon Sa \$75

Painting for Teens

Work in acrylics to learn or master color mixing, brush work and how to “build” a painting rich with texture and color.

11-17 yrs Classes: 5

10:30am-noon Sa \$75

Teen Programs: Dance

Hip Hop Dance

During this high-energy class, focus on choreography, perfect your skills and learn hip-hop, popping and breakdancing techniques.

11-17 yrs Classes: 10

5-6pm Sa \$119

Teen Programs: Music and Theater Arts

Creative Songwriting

Can you read and hear music written on paper first, just like Mozart did? Speak, read and write in the language of music by generating, exploring and developing ideas into original compositions.

11-15 yrs Classes: 4

6-6:55pm M \$130

Vocal Starz

Voice is our first musical instrument! The approach of learning music as a language starts a foundation for vocal technique. Share your love of singing in a fun, engaging and collaborative environment.

11-15 yrs Classes: 4 \$15 materials fee

6-6:55pm M \$130

Intro to Acting

Enjoy an intro to the concepts crucial to the theatrical arts: self-awareness, observation, improvisation, creative imagination, and story-telling..

11-17 yrs Classes: 4

2-4pm Su \$69

Homeschool Musical

Grades 1-8 Classes: 16 \$55 materials fee

1-3:30pm Th \$255

Production Class

The story of an extraordinary girl who, armed with a vivid imagination and a sharp mind, dares to take a stand and change her own destiny.

Grades 6-8 Classes: 16 \$55 materials fee

5-7:30pm Tu \$305

1:30-4pm Sa \$305

5-7:30pm W \$305

Teen Programs: Personal Development & Enrichment

Leadership

Howard County Teen Clubs

Join a diverse group of teens to represent the youth of Howard County and promote programs and events across the county.

Grades 6-11 Free

4-5:30pm 1st Friday of month

Modeling/Fashion

Model Call

Young men and women, participate in an audition to perform in the 7th annual Fashion Show. This runway show promotes your style.

Days: 1

1-2pm Sa Free

Teen Programs: Writing

Creative Writing for Teens

Explore creative writing through poetry, fiction, and non-fiction. Compose short stories, autobiographical works, and poems.

11-16 yrs Classes: 4

2-4pm Su \$60

Teen Programs: Teen POP-UP Classes

Colorful Calligraphy Cards & Sharpie Art

Create beautiful cards using the ancient art of calligraphy. Add a splash of color with trending sharpie art to enhance your card.

11-17 yrs Classes: 1

6-8pm F \$25

Henna Painting

Learn the basics of mehndi using henna (which is the dye prepared from the henna plant). Class features instruction and hands on activities.

11-17 yrs Classes: 1

6-8pm F \$25

YouTube Channel Tips & Tricks

Interested in learning how to increase your followers or want to make your channel stand out?

Learn different techniques at this fun, quick class.

11-17 yrs Classes: 1

6-8pm F \$25

Teen Programs: Science & Technology

Robotics & Visual Coding with LEGO® EV3

Configure sensors that track motion, light, and touch to create the ultimate robot!

10-14 yrs Classes: 6

10-11:15am Sa \$149

Coding in Minecraft with LUA

Program robots to complete tasks such as build, mine, and craft items and structures.

Grades 6-8 Classes: 6

7:30-8:30pm Tu \$149

Adult & Active Aging Programs: Fine Art

Art Lectures

Connections Between Fashion & Fine Art

At the London Mayfair collection, some of the hottest items to purchase were Louis Vuitton bags printed with Old Masters paintings like the Mona Lisa. This course explores historic connections between styles in art and fashion.

Classes: 1

10am-noon Sa \$29

The New Business of Art

When the spotlight is on the dollar signs next to the art instead of the work itself, what happens to the quality of the art? Course explores the factors that led to this condition in the current art market and aspects that might redirect the art market in the future.

Classes: 1

10am-noon Sa \$29

Drawing & Painting

Just Drawing

This is a simple foundations course with step-by-step demos, visual aids and discussions to improve eye-hand coordination and visual skills.

Classes: 7

RP0212.601 Gary J Arthur Comm Ct Jan 16 10am-noon Th \$135

Paint and Sip

Join us for an unforgettable evening of friends, fun, beer, wine and painting in Ellicott City! We provide everything you need for a great night out!

21 yrs + Pinot's Palette Classes: 1

7-9pm Th \$40

Studio Art

Have you ever said, "I could paint that?" Let's find out if you can! We will create paintings without subject matter in acrylic or oil paints. We will study color, texture, composition and brush technique.

Classes: 3

9:30am-11:30am Sa \$70

Creative Coffee Corner

Become a Daily Doodler! Discover your inner childhood artist in a casual morning setting. Join this group for coffee, conversation and creativity. In this mixed media drawing class, learn how to draw, doodle and creatively letter while starting an art journal.

Classes: 3

9-11am W \$59

Mini Monoprinting Class

Join this short course to learn how to make some quick and easy mono-prints using Gelli Roll and Styrofoam plates.

Classes: 2

9am-noon Sa \$79

Beginning Watercolor and Special Techniques

Examine and create a color wheel and learn about color terms like value and chroma by painting value studies, blended and graded washes, and glazes. Create simple paintings from real life observation and personal photographs.

Classes: 7

10am-noon Th \$135

Artful Journaling Club

Express yourself! In this weekly club, create journal pages that combine creative writing and decorative art using a variety of media.

55 yrs + Classes: 12

9:30am-noon Th \$20

Basic Zentangle Workshop

Looking for a way to focus your thoughts, unwind from stress, or explore your creative side? Come learn the basics of Zentangle's creative and relaxing method of art.

55 yrs + Classes: 4

10am-noon Tu \$35

Pastel Painting For Beginners

Learn techniques and execution of pastel painting with demonstrations. You are welcome to work independently while receiving instructor input. Materials list will be emailed.

55 yrs + Classes: 2

6-8pm Tu \$49

Pastel Painting Workshop

Learn pastel painting techniques. This workshop is beneficial for those interested in Pastel Painting for Beginners.

55 yrs + Classes: 1

6-8pm Tu \$45

Watercolor Basics Very Beginner

This mini-course has been created as a prerequisite for Watercolors with Carol Zika. Learn the basic techniques of painting with transparent watercolors.

55 yrs + Classes: 5

1-3:30pm Th \$75



You Can Draw & Paint

Let your artistic expression soar in this fun and supportive open studio atmosphere. Bring watercolors, acrylics, oils, pastels or other materials. Explore your creativity.

55 yrs + Classes: 10

9:15-11:45am F \$140

Knit & Crochet

Knit 1 and Beyond

Experience the joy of knitting! Learn to cast on, knit and purl stitches, cast off, adjust tension, correct mistakes and start your first scarf using the garter and stockinette stitch patterns.

Classes: 3

7-9pm W \$47

Crochet 1 and Beyond

Learn stitches, crochet in the square and the round, pattern reading for beginners and beyond.

Classes: 3

7-9pm Th \$47

Photography

Digital Photography Basics

You have a new digital camera and have some questions about the various settings available to you. This 2-session class covers several basic features common to most cameras.

21 yrs + Classes: 2

7-9pm Tu \$49

7-9pm Th \$49

Digital Photography 101

With today's digital camera, anyone can take great pictures! Come learn by focusing on the fundamentals.

55 yrs + Classes: 6

9:30-11:30am Tu \$95

Digital Photography 102

Comfortable with your camera? Ready to take your photography to the next level? Then this is the class for you! Come pick up where *Digital Photography 101* left off.

55 yrs + Classes: 6

9:30-11:30am Tu \$95

Bullet Journaling Workshop

Join this workshop to learn a new hobby by making an analog personal organizational notebook. Make daily, weekly, and monthly plan layouts, as well as creative graphic organizers for your personal interests.

Classes: 1

9am-noon Sa \$55

Writing

NEW! Characters are People

Ever wanted to write a short story or even a novel but don't know how to get started? Through a series of writing assignments, learn who your characters are so you can begin that novel or short story.

Classes: 5

6:30-8:30pm M \$125

Adult & Active Aging Programs: Dance

Ballroom Dance Basics

This beginner Social Dance class introduces you to Swing dance styles, a sampling of classic Foxtrot, and perhaps a sampling of Cha Cha. Learn to step in sync with Big Band songs, Oldies, Motown, Rock-n-Roll, R&B, and others.

Classes: 8

8:25-9:25pm W \$149

Intro to Social Ballroom Dance

This "Social Dance Survival" class equips you with dance routines adaptable to a variety of dance musical styles commonly played at weddings and parties, including smooth jazz, foxtrot, slower big band, romantic songs, and traditional waltz.

Classes: 8

7:10-8:10pm W \$149

Bollywood Dance

Trained in Indian classical dance, Jaya Mathur introduces you to this energetic dance style that originated in Indian films. Techniques include hand, feet and body movements and an overall sense of rhythm.

Classes: 6

7:30-8:30pm Tu \$65

Beginning Line Dance

Want to exercise your body and brain? Line dance is a low-impact form of aerobic exercise that is done by All ages. If you know your left from your right and can count to four, then you too can enjoy the benefits of dance.

Classes: 8

7:15-8:15pm Tu \$75

Line Dance Improvers

Ever wonder why the people on the dance floor are smiling? Because they are having fun! Come enjoy the opportunity to challenge your line dancing skills while adding new dances to your repertoire.

Classes: 8

8:30-9:30pm Tu \$75

Learn to Swing Dance

Meet new people and get moving as you learn to jump, jive and swing! Open to all singles and couples of all dancing levels. Have a fun time, hear some great music and get in some exercise!

55 yrs + Classes: 6

7-8:30pm Th \$89

Social Square Dancing

You can dance without worrying if you're on the wrong foot. Grab your partner and join our accredited square dance caller to show off your best do-si-do!

55 yrs + Classes: 6

7:30-9pm Tu \$89

Adult & Active Aging Programs: Music & Theater Arts

Creative Songwriting

Can you read and hear music written on paper first, just like Mozart did? Speak, read and write in the language of music by generating, exploring and developing ideas into original compositions.

Classes: 4

5-5:55pm M \$130

Vocal Starz

Voice is our first musical instrument! The approach of learning music as a language will start a great music foundation for vocal technique.

Classes: 4

7-7:55pm M \$130

7-7:55pm Tu \$130

Adult & Active Aging Programs: Lifelong Learning

Speaker Series

Behind the Scenes at an Opera Production

Learn what goes on to get ready for an opera production. Hear from professional opera singers and learn what goes into preparing for a show from the first round of auditions to closing night.

55 yrs +

1-3pm Th \$20

Create Your Vision Board

A healthy lifestyle involves a nutrient-dense diet, regular exercise and stress-management. A positive mindset and the ability to manifest your aspirations are critical to your wellbeing.

55 yrs +

6-8pm Th \$20

Adult & Active Aging Programs: Fitness

Barre Above

Enjoy a cutting-edge, safe and progressive method of barre training that lengthens and strengthens your muscles and improves your flexibility and posture.

18 yrs + Classes: 12

6-6:55pm Tu \$84

18 yrs + Classes: 11

11am-noon F \$77

Cardio Dance

A fun choreographed dance class that goes from warm-up steps to heart pounding dances, giving you an aerobic workout that helps to sculpt your body and makes you feel good about yourself.

18 yrs + Classes: 10

11:30am-12:15pm W or F \$60

18 yrs + Classes: 19

11:30am-12:15pm W,F \$114

Fit Jam: Cardio Party

Join this cardio party and dance the night away to the hottest hits from around the globe. Learn the basic steps from salsa, Cumbia, hip-hop and many more dance styles.

18 yrs + Classes: 10

5:45-6:45pm M \$99

18 yrs + Classes: 11

5:45-6:45pm Th \$110

LaBlast Dance Fitness

This is a partner-free, ballroom-based dance fitness (full-body) workout created by world-renowned dancer and fitness expert Louis van Amstel (from *Dancing with the Stars*).

18 yrs + Classes: 11

7:30-8:30pm Th \$77

18 yrs + Classes: 11

9:15-10:15am Tu \$77

Zumba

Zumba takes the "work" out of "workout" by mixing low-intensity and high-intensity moves for an interval-style, calorie-burning dance fitness party.

18 yrs + Classes: 9

5:30-6:30pm M \$63

18 yrs + Classes: 11

5:30-6:30pm W \$77

18 yrs + Classes: 12

6:30-7:30pm Tu \$78

18 yrs + Classes: 10

9-10am Su \$65

Health & Wellness/Relaxation

Child Yoga and Dance

Dancer, yoga instructor and children's author Gina Bates Brown combines dance and yoga to strengthen, stretch, and introduce mindfulness to children.

2-3 yrs Parent/Child Classes: 9

9:45-10:30am Sa \$108

4-6 yrs Classes: 9

4:45-5:30pm F \$108

Pilates

Pilates is the ultimate mind-body exercise program. This class can be modified and use of toys is optional. Exercises incorporate multiple repetitions, mixed tempos, added equipment and reformer-like movements.

18 yrs + Classes: 18

9:15-10am Tu,Th \$99

Revive, Relax & Renew Yoga

Even if you can't twist into a pretzel, you can enjoy yoga. Classes are an active, physical workout and a relaxing, meditative work-in.

18 yrs +

Classes: 9 7-8pm M \$86

Classes: 10 5:45-6:45pm W \$95

Sunday Afternoon Yoga

Ease your way from the weekend to the work week with yoga. Come refresh your body and calm your mind.

18 yrs + Classes: 9

2-3pm Su \$86

Yoga

No experience required for this class that incorporates gentle, transformational movements and/or flowing movements to move from one pose to the next.

18 yrs +

Classes: 12 Jan 14 7:30-8:30pm Tu \$78

Yogalates

A fusion of the ancient discipline of yoga with the modern Pilates techniques, the exercises mix both disciplines to develop core strength, tone muscles, increase flexibility and reduce stress.

18 yrs + Classes: 9

8:30-9:30pm Tu \$108

Yoga Fusion

Yoga Fusion is a 45 minute class that includes the blending of yoga sequences that focus on settling the breath and other mind and body movements to enhance balance, flexibility and strength.

18 yrs +

Classes: 10 4:45-5:30pm M \$80

Classes: 11 4:45-5:30pm Th \$88

Foundations of Yoga

This class will explore yoga as a means of fitness and overall well-being.

55 yrs + Classes: 6

10:15-11:15am M \$55

Gentle Yoga/Yoga 1

This yoga class is suitable for both new and continuing students preferring a less vigorous version of a Yoga 1 class.

55 yrs + Classes: 6

6-7pm Tu \$49

55 yrs + Classes: 6

10:15-11:15am Th \$49

UnBarred

UnBarred movements are inspired by ballet, yoga, Pilates, and functional movements.

55 yrs + Classes: 6

11:30am-12:30pm W \$69

YOGACISE for Active Adults

Stretch and strengthen your body! Increase flexibility and balance while developing strength.

55 yrs + Classes: 6

9-10am W \$49

Yoga for Osteoporosis

Practice basic yoga poses and learn simple and safe weight-bearing and muscle strengthening exercises. This class focuses on safe ways to practice yoga to build bone health. Bring a mat, 1-2 lb weights.

55 yrs + Classes: 6

11:45am-12:45pm Th \$55

Summer Camps

Camp Overview:

- **Weeks:** 8-10
 - Depends on the HCPSS Calendar
- **Days:** 4-5 (M-Th; M-F)
- **Time Ranges:**
 - Half Day (9 AM-Noon; 1 PM-4 PM)
 - Full Day (9 AM-4 PM)
 - Extended Care (8 AM-9 AM; 4-5:30 PM)

Camp Program Areas:

- **Chess**
- **Crafts & Fine Arts**
 - Preschool & Youth
 - Tweens & Teens
- **Culture**
- **Dance**
- **Hair, Makeup & Nail Design**
- **LEGO®**
- **Magic and Circus**
- **Music & Theater Arts**
 - Music
 - Keyboard/Piano/Guitar
 - Vocals
 - Theater Arts
- **Preschool**
 - Art & Theater Camps
 - Enrichment Camps
 - Science, Tech & Engineering
- **Science, Tech & Engineering**



The New Downton Cultural Center: Program Proposal

Howard County Recreation and Parks Program & Camps Fiscal Overview

Fiscal Overview

Fall 2019

Activity Category	Income	Activity Category	Income
Crafts and Fine Arts	\$ 43,372	Lifelong Learning	\$ 3,178
Dance	\$ 46,174	Music & Theater Arts	\$ 12,027
Enrichment	\$ 64,236	Science & Technology	\$ 10,209
Fitness	\$ 33,746	Therapeutic Recreation	\$ 17,313
Health & Wellness	\$ 18,819	Early Learning Center	\$ 35,870
		Total Income: Fall 2019	\$ 284,944
		Total Revenue: Fall 2019	\$ 133,977

Summer Camp Income Overview

Camp 2019

Activity Category	Income	Activity Category	Income
Crafts & Fine Arts	\$ 159,485	Music & Theater Arts	\$ 40,645
Dance	\$ 17,607	Science and Technology	\$ 168,220
Enrichment	\$ 204,068	Total Income: Camp 2019	\$ 590,025
		Total Revenue: Camp 2019	\$ 263,010

Crafts and Fine Arts

Fall 2019 Income

Activity Name	Category	Enrolled	Fee	Income
Advanced Sewing with Min Cheung	Adult	5	59	\$ 295
Beginning to Intermediate Watercolor Painting	Adult	16	135	\$ 2,160
Crochet 1 and Beyond with Anna Tai	Adult	5	47	\$ 235
Drawing for Beginner, Intermediate, Advanced	Adult	7	70	\$ 490
Just Drawing with Zina Poliszuk	Adult	7	135	\$ 945
Knit 1 and Beyond with Anna Tai	Adult	3	47	\$ 141
Little Landscapes with Acrylic with Jenn Lavanish	Adult	5	79	\$ 395
NEW! Beginner Sewing with Min Cheung	Adult	7	59	\$ 413
Paint and Sip with Pinot's Palette	Adult	2	40	\$ 80
Pattern Pumpkin Workshop with Jenn Todd Lavanish	Adult	5	55	\$ 275
Ready, Set, Paint! Watercolor with Brenda Kidera	Adult	20	59	\$ 1,180
Watercolor Holiday Cards with Brenda Kidera	Adult	16	140	\$ 2,240
Watercolor: Flowers & Cut Glass w/ Brenda Kidera	Adult	21	194	\$ 4,074
"Glass for the Holidays" Workshop	Adults 50+	12	30	\$ 360
Artful Journaling	Adults 50+	15	20	\$ 300
Basic Zentangle Workshop with Arlene Mindus, CZT	Adults 50+	9	40	\$ 360
Basic Zentangle Workshop with Arlene Mindus, CZT	Adults 50+	8	40	\$ 320
Digital Photography 101	Adults 50+	9	95	\$ 855
Drawing & Painting with Zina	Adults 50+	14	120	\$ 1,680
Drawing & Painting with Zina	Adults 50+	14	120	\$ 1,680
Fused Glass Workshop	Adults 50+	9	30	\$ 270
Holiday Photography Workshop	Adults 50+	5	35	\$ 175
Holiday Stained Glass Workshop	Adults 50+	5	89	\$ 445
Shooting with a Smartphone	Adults 50+	10	55	\$ 550
Stained Glass Workshop: Geometric Square	Adults 50+	8	89	\$ 712
Stained Glass Workshop: Geometric Square	Adults 50+	5	89	\$ 445
Watercolors with Carol Zika	Adults 50+	23	156	\$ 3,588
You Can Draw & Paint with Carol Zika	Adults 50+	25	156	\$ 3,900
Abakadoodle Art Mini Doodlers	Pre-K	6	95	\$ 570
Abakadoodle Art Twoosy Doodlers (Parent/Child)	Pre-K	5	95	\$ 475
Anime & Manga: Styles of Classic Mangaka	Teen	11	69	\$ 759
Character Design Class	Teen	6	75	\$ 450
Comics Unleashed	Teen	12	75	\$ 900
Drawing Techniques	Teen	7	75	\$ 525
School's Out Workshop with KidzArt!	Youth	22	105	\$ 2,310
School's Out Workshop with KidzArt!	Youth	16	105	\$ 1,680
School's Out Workshop with KidzArt!	Youth	16	105	\$ 1,680
School's Out Workshop with KidzArt!	Youth	22	105	\$ 2,310
School's Out Workshop with KidzArt!	Youth	22	105	\$ 2,310
School's Out Workshop with KidzArt!	Youth	8	105	\$ 840
				\$ 43,372

Dance

Fall 2019 Income

Activity Name	Category	Enrolled	Fee	Income
Adult Beginner Ballet with Cecilia Ituarte	Adult	14	\$ 80	\$ 1,120
Adult Modern Dance	Adult	9	\$ 110	\$ 990
Ballroom Dance Basics with Jim & Lucy	Adult	8	\$ 149	\$ 1,192
Beginner Line Dance with Mike and Annette Dey	Adult	52	\$ 75	\$ 3,900
Beginning Adult Ballet	Adult	10	\$ 110	\$ 1,100
Beginning Adult Tap	Adult	12	\$ 110	\$ 1,320
Bollywood Dance with Jaya Mathur	Adult	24	\$ 65	\$ 1,560
Contemporary Modern Dance 1 for Beginners	Adult	6	\$ 80	\$ 480
Contemporary Modern Dance 2 for Advanced Beginners	Adult	10	\$ 80	\$ 800
Hip Hop with CJ Cunningham	Adult	7	\$ 110	\$ 770
Intro to Social Ballroom Dance with Jim & Lucy	Adult	8	\$ 149	\$ 1,192
Introduction to Belly Dance	Adult	9	\$ 55	\$ 495
Line Dance Improvers with Mike and Annette Dey	Adult	8	\$ 75	\$ 600
Pop-Cardio with Misako	Adult	4	\$ 80	\$ 320
Beginning Ballet for Active Adults	Adults 50+	11	\$ 115	\$ 1,265
Beginning Ballet for Active Adults	Adults 50+	7	\$ 105	\$ 735
Dance on Broadway — or Feel Like You Can!	Adults 50+	9	\$ 105	\$ 945
Dance on Broadway — or Feel Like You Can!	Adults 50+	10	\$ 105	\$ 1,050
Learn to Swing Dance	Adults 50+	6	\$ 89	\$ 534
Senior Tap Classics	Adults 50+	12	\$ 115	\$ 1,380
What's Cooking at the Manor	Adults 50+	13	\$ 35	\$ 455
Ballerina Basics by Kinetics Dance Theatre	Pre-K	13	\$ 105	\$ 1,365
Ballerina Basics by Kinetics Dance Theatre	Pre-K	11	\$ 105	\$ 1,155
Ballerina Basics by Kinetics Dance Theatre	Pre-K	13	\$ 105	\$ 1,365
Ballet & Tap by Dance Connections, Inc.	Pre-K	6	\$ 145	\$ 870
Ballet & Tap by Dance Connections, Inc.	Pre-K	10	\$ 145	\$ 1,450
Ballet & Tap by Dance Connections, Inc.	Pre-K	10	\$ 145	\$ 1,450
Ballet & Tap by Dance Connections, Inc.	Pre-K	10	\$ 145	\$ 1,450
Creative Dance by Kinetics Dance Theatre	Pre-K	12	\$ 105	\$ 1,260
Creative Dance by Kinetics Dance Theatre	Pre-K	6	\$ 105	\$ 630
Creative Dance by Kinetics Dance Theatre	Pre-K	9	\$ 105	\$ 945
Creative Dance by Kinetics Dance Theatre	Pre-K	7	\$ 95	\$ 665
Creative Movement by Cindee Velle Ballet	Pre-K	15	\$ 79	\$ 1,185
Parent/Child Movement & Song by Kinetics	Pre-K	4	\$ 105	\$ 420
Tinker Bell's Ballet by Dance Connections, Inc.	Pre-K	12	\$ 145	\$ 1,740
Hip Hop Dance with Nysia Carter	Teen	12	\$ 139	\$ 1,668
All That Jazz & Tap by Kinetics Dance Theatre	Youth	6	\$ 119	\$ 714
Back Beats with Nysia Carter	Youth	10	\$ 105	\$ 1,050
Ballet/Jazz After School by Cindee Velle Ballet	Youth	11	\$ 115	\$ 1,265
Beginning Princess Ballet: Rhythm & Steps	Youth	11	\$ 99	\$ 1,089
Dance Basics for Boys by Kinetics Dance Theatre	Youth	7	\$ 105	\$ 735
Dance Basics for Boys by Kinetics Dance Theatre	Youth	6	\$ 105	\$ 630
Princess Ballet by Dance Connections, Inc.	Youth	6	\$ 145	\$ 870
				\$ 46,174

Enrichment

Fall 2019 Income

Activity Name	Category	Enrolled	Fee	Income
Kindergarten Jump Start	Pre-K	3	\$ 240	\$ 720
Kindergarten Jump Start	Pre-K	4	\$ 240	\$ 960
Kindergarten Jump Start	Pre-K	5	\$ 240	\$ 1,200
Kindergarten Jump Start	Pre-K	6	\$ 240	\$ 1,440
Kindergarten Jump Start	Pre-K	6	\$ 430	\$ 2,580
Kindergarten Jump Start	Pre-K	7	\$ 430	\$ 3,010
Marshmallow Math	Pre-K	8	\$ 165	\$ 1,320
My First School	Pre-K	6	\$ 198	\$ 1,188
My First School	Pre-K	8	\$ 198	\$ 1,584
My First School	Pre-K	11	\$ 198	\$ 2,178
My First School	Pre-K	11	\$ 198	\$ 2,178
My First School	Pre-K	11	\$ 198	\$ 2,178
My First School	Pre-K	12	\$ 198	\$ 2,376
Preschool Adventures	Pre-K	9	\$ 240	\$ 2,160
Preschool Adventures	Pre-K	10	\$ 240	\$ 2,400
Preschool Adventures	Pre-K	8	\$ 240	\$ 1,920
Preschool Adventures	Pre-K	8	\$ 240	\$ 1,920
Preschool Adventures	Pre-K	10	\$ 430	\$ 4,300
Step into School	Pre-K	12	\$ 430	\$ 5,160
Step into School	Pre-K	9	\$ 210	\$ 1,890
Step into School	Pre-K	6	\$ 210	\$ 1,260
Step into School	Pre-K	8	\$ 210	\$ 1,680
Tots Discovery	Pre-K	11	\$ 210	\$ 2,310
Tots Discovery	Pre-K	7	\$ 198	\$ 1,386
Tots Discovery	Pre-K	10	\$ 198	\$ 1,980
Tots Discovery	Pre-K	9	\$ 198	\$ 1,782
Tots Discovery	Pre-K	9	\$ 198	\$ 1,782
Tots Discovery	Pre-K	10	\$ 198	\$ 1,980
Tots Discovery	Pre-K	10	\$ 198	\$ 1,980
Tots Discovery Jr.	Pre-K	10	\$ 189	\$ 1,890
Tots Discovery Jr.	Pre-K	11	\$ 189	\$ 2,079
Howard County Teen Clubs - RCCC	Teen	16	\$ -	\$ -
Howard County Teen Clubs- NLCC	Teen	11	\$ -	\$ -
Teen POP-UP Class: Henna Painting	Teen	11	\$ 25	\$ 275
Manners 101	Youth	9	\$ 30	\$ 270
Manners to Grow On	Youth	6	\$ 20	\$ 120
School's Out: For the Union! After care	Youth	7	\$ 10	\$ 70
School's Out: Wigwams to Viaducts	Youth	13	\$ 50	\$ 650
School's Out: Wigwams to Viaducts Aftercare	Youth	8	\$ 10	\$ 80
				\$ 64,236

Fitness

Fall 2019 Income

Activity Name	Category	Enrolled	Fee	Income
Barre Above w/ Jordan Miller, SCW	Adult	24	\$ 84	\$ 2,016
Fun Fitness with Sandra Duerr, AFAA, NASM	Adult	5	\$ 72	\$ 360
LaBlast Dance Fitness	Adult	11	\$ 77	\$ 847
Step & Sculpt 75 Minute Workout w/ Marianne Larkin	Adult	12	\$ 78	\$ 936
Step & Sculpt I with Marianne Larkin, AAAI	Adult	6	\$ 60	\$ 360
Step & Sculpt I with Marianne Larkin, AAAI	Adult	7	\$ 120	\$ 840
Zumba	Adult	18	\$ 84	\$ 1,512
Zumba	Adult	12	\$ 77	\$ 924
Zumba	Adult	11	\$ 72	\$ 792
Zumba	Adult	11	\$ 72	\$ 792
Zumba by Anita Biswal	Adult	17	\$ 39	\$ 663
Zumba by Anita Biswal	Adult	16	\$ 39	\$ 624
Zumba with Temi Roberts	Adult	9	\$ 53	\$ 477
Balance, Strength & Fitness w/ Lori Nowicki	Adults 50+	8	\$ 85	\$ 680
Exercise with Ease	Adults 50+	14	\$ 75	\$ 1,050
Exercise with Ease with Kathy Whelan, RYT-200	Adults 50+	25	\$ 75	\$ 1,875
Fitness for Life with Lori Nowicki, ACE, AFPA	Adults 50+	24	\$ 142	\$ 3,408
Fitness for Life with Lori Nowicki, ACE, AFPA	Adults 50+	26	\$ 154	\$ 4,004
Fitness for Life with Lori Nowicki, ACE, AFPA	Adults 50+	28	\$ 154	\$ 4,312
Fitness for Life with Lori Nowicki, ACE, AFPA	Adults 50+	25	\$ 70	\$ 1,750
Gentle Yoga/Yoga 1 with Kathy Whelan	Adults 50+	16	\$ 55	\$ 880
Gentle Yoga/Yoga 1 with Kathy Whelan	Adults 50+	15	\$ 55	\$ 825
Night at the Barre with Margaret Wolf, ACE	Adults 50+	6	\$ 49	\$ 294
YOGACISE with Kathy Whelan, RYT-200	Adults 50+	9	\$ 55	\$ 495
YOGACISE with Kathy Whelan, RYT-200	Adults 50+	12	\$ 55	\$ 660
Funfit® Tots (Parent/Child)	Pre-K	12	\$ 79	\$ 948
Funfit® Tots (Parent/Child)	Pre-K	2	\$ 79	\$ 158
Funfit® Tots (Parent/Child)	Pre-K	6	\$ 79	\$ 474
Funfit® Tots (Parent/Child)	Pre-K	10	\$ 79	\$ 790
				\$ 33,746

Health & Wellness

Fall 2019 Income

Activity Name	Category	Enrolled	Fee	Income
Hatha Yoga for Flexibility & Relaxation	Adult	8	\$ 120	\$ 960
Introduction to Pilates with Christine Williams	Adult	10	\$ 96	\$ 960
Pilates w/ Lori Nowicki, AAI, AFPA	Adult	14	\$ 125	\$ 1,750
Revive, Relax & Renew Yoga w/ Mary Garratt	Adult	30	\$ 114	\$ 3,420
Revive, Relax & Renew Yoga w/ Mary Garratt	Adult	30	\$ 114	\$ 3,420
Sunday Afternoon Yoga with Mary Garratt	Adult	20	\$ 114	\$ 2,280
Tai Chi - Advanced	Adult	14	\$ 101	\$ 1,414
Tai Chi - Beginner	Adult	15	\$ 70	\$ 1,050
Tai Chi - Beginner	Adult	17	\$ 101	\$ 1,717
Yogalates with EC Goode	Adult	8	\$ 132	\$ 1,056
Parent/Child Dance and Yoga	Pre-K	6	\$ 132	\$ 792
				\$ 18,819

Lifelong Learning

Fall 2019 Income

Activity Name	Category	Enrolled	Fee	Income
Financial Fitness for Women with Fran Makino	Adult	6	\$ 45	\$ 270
Hablemos Español with Cecilia Redmond	Adult	7	\$ 55	\$ 385
How to Travel Inexpensively with Ken Greco	Adult	7	\$ 75	\$ 525
Leading Your Joyful & Engaged Family	Adult	7	\$ 75	\$ 525
Basics of Mindful Meditation	Adults 50+	7	\$ 39	\$ 273
Everyone Can Be A Opera Buff and Why You Should Want to	Adults 50+	12	\$ 20	\$ 240
Everyone Can Be an Opera Buff / Why You Should To	Adults 50+	5	\$ 20	\$ 100
Great Opera Composers	Adults 50+	15	\$ 20	\$ 300
Storytelling Through Opera	Adults 50+	15	\$ 20	\$ 300
War and Art: World War I	Adults 50+	6	\$ 20	\$ 120
War and Art: World War II	Adults 50+	7	\$ 20	\$ 140
				\$ 3,178

Music & Theater Arts

Fall 2019 Income

Activity Name	Category	Enrolled	Fee	Income
Intro to the Ukulele with Thomas Davey	Adult	11	\$ 95	\$ 1,045
Broadway Babies Drama by DLC: Arendelle Adventures	Pre-K	4	\$ 99	\$ 396
Broadway Babies Drama by DLC: Arendelle Adventures	Pre-K	9	\$ 99	\$ 891
Music ABCs & Keyboarding at Olenka School of Music	Pre-K	2	\$ 80	\$ 160
Music Together with Olenka School of Music	Pre-K	23	\$ 65	\$ 1,495
Beginning Acting: Tales of the Snow Queen by DLC	Youth	1	\$ 220	\$ 220
Beginning Acting: Tales of the Snow Queen by DLC	Youth	3	\$ 220	\$ 660
Greatest Showman Drama Showcase After School	Youth	15	\$ 75	\$ 1,125
Guitar Beginners at Olenka School of Music	Youth	1	\$ 130	\$ 130
School's Out Drama Workshop Spider Man & Superhero	Youth	25	\$ 75	\$ 1,875
School's Out Drama Workshop-DLC-Frozen Fest	Youth	11	\$ 75	\$ 825
School's Out Drama Workshop-DLC-Frozen Fever	Youth	3	\$ 75	\$ 225
School's Out Drama Workshop-DLC-The Lion King	Youth	22	\$ 75	\$ 1,650
School's Out Drama Workshop-DLC-Toy Story	Youth	16	\$ 75	\$ 1,200
Vocal Starz with Olenka School of Music	Youth	1	\$ 130	\$ 130
				\$ 12,027

Science & Technology

Fall 2019 Income

Activity Name	Category	Enrolled	Fee	Income
Schools Out TECH Scientific-After Care	Youth	13	\$ 18	\$ 234
Schools Out TECH Scientific-After Care	Youth	11	\$ 18	\$ 198
Schools Out TECH Scientific-After Care	Youth	9	\$ 18	\$ 162
Schools Out TECH Scientific-After Care	Youth	4	\$ 18	\$ 72
Schools Out TECH Scientific-After Care	Youth	2	\$ 18	\$ 36
Schools Out TECH Scientific-Before Care	Youth	9	\$ 12	\$ 108
Schools Out TECH Scientific-Before Care	Youth	6	\$ 12	\$ 72
Schools Out TECH Scientific-Before Care	Youth	5	\$ 12	\$ 60
Schools Out TECH Scientific-Before Care	Youth	4	\$ 12	\$ 48
Schools Out TECH Scientific-Before Care	Youth	1	\$ 12	\$ 12
Schools Out TECH Scientific-Before Care	Youth	8	\$ 99	\$ 792
Schools Out TECH Scientific-Gigglebot w/h Microbit	Youth	22	\$ 99	\$ 2,178
Schools Out TECH Scientific-Gotta Catch 'Em All:	Youth	17	\$ 99	\$ 1,683
Schools Out TECH Scientific-Robot Adventures	Youth	25	\$ 99	\$ 2,475
Schools Out TECH Scientific-STEM Challenge	Youth	21	\$ 99	\$ 2,079
Schools Out TECH Scientific-The Mighty Five				\$ 10,209

Therapeutic Recreation **Fall 2019 Income**

Activity Name	Category	Enrolled	Fee	Income
Expressions of Art	Adult	8	\$ 102	\$ 816
Friday Night Bingo	Adult	15	\$ 25	\$ 375
No Boundaries	Adult	20	\$ 375	\$ 7,500
No Boundaries	Adult	20	\$ 375	\$ 7,500
Expressions of Art	Teen	11	\$ 102	\$ 1,122
				\$ 17,313

Early Learning Center
Fall 2019 Income

Activity Name	Category	Enrolled	Income
RP2992	ELC Roger Carter	73	\$35,869.60

Camps

Summer 2019 Income

Activity Name	Camp Category	Enrolled	Fee	Income
Abakadoodle: Abakadoodle Anime	Crafts & Fine Arts	21	\$ 160	\$ 3,360
Abakadoodle: Paws, Claws and Hooves	Crafts & Fine Arts	20	\$ 130	\$ 2,600
Abakadoodle: The Artsy Crafty WOW Camp	Crafts & Fine Arts	20	\$ 130	\$ 2,600
Abakadoodle: Travel the World	Crafts & Fine Arts	7	\$ 130	\$ 910
Abakadoodle: We're Dreaming of the Future Car	Crafts & Fine Arts	12	\$ 130	\$ 1,560
Abakadoodle: World Adventures in 3D	Crafts & Fine Arts	7	\$ 130	\$ 910
KidzArt Extended Day Options	Crafts & Fine Arts	11	\$ 110	\$ 1,210
KidzArt Extended Day Options	Crafts & Fine Arts	13	\$ 110	\$ 1,430
KidzArt Extended Day Options	Crafts & Fine Arts	5	\$ 110	\$ 550
KidzArt Extended Day Options	Crafts & Fine Arts	4	\$ 110	\$ 440
KidzArt Extended Day Options	Crafts & Fine Arts	16	\$ 110	\$ 1,760
KidzArt Extended Day Options	Crafts & Fine Arts	8	\$ 110	\$ 880
KidzArt Extended Day Options	Crafts & Fine Arts	9	\$ 110	\$ 990
KidzArt Extended Day Options	Crafts & Fine Arts	10	\$ 110	\$ 1,100
KidzArt Extended Day Options	Crafts & Fine Arts	9	\$ 110	\$ 990
KidzArt Extended Day Options	Crafts & Fine Arts	4	\$ 110	\$ 440
KidzArt Extended Day Options	Crafts & Fine Arts	10	\$ 110	\$ 1,100
KidzArt: Around the World Full Day	Crafts & Fine Arts	19	\$ 295	\$ 5,605
KidzArt: Around the World Full Day	Crafts & Fine Arts	20	\$ 295	\$ 5,900
KidzArt: Around the World Full Day	Crafts & Fine Arts	20	\$ 295	\$ 5,900
KidzArt: Around the World Half Day	Crafts & Fine Arts	5	\$ 165	\$ 825
KidzArt: Around the World Half Day	Crafts & Fine Arts	6	\$ 165	\$ 990
KidzArt: Around the World Half Day	Crafts & Fine Arts	6	\$ 165	\$ 990
KidzArt: Caribbean Adventure Full Day	Crafts & Fine Arts	20	\$ 295	\$ 5,900
KidzArt: Caribbean Adventure Full Day	Crafts & Fine Arts	20	\$ 295	\$ 5,900
KidzArt: Caribbean Adventure Full Day	Crafts & Fine Arts	20	\$ 240	\$ 4,800
KidzArt: Caribbean Adventure Half Day	Crafts & Fine Arts	6	\$ 165	\$ 990
KidzArt: Caribbean Adventure Half Day	Crafts & Fine Arts	6	\$ 165	\$ 990
KidzArt: Caribbean Adventure Half Day	Crafts & Fine Arts	5	\$ 165	\$ 825
KidzArt: Just 4 Girls! w/ WKD Karate 4 Girls	Crafts & Fine Arts	26	\$ 295	\$ 7,670
KidzArt: Neon Glow Full Day	Crafts & Fine Arts	27	\$ 295	\$ 7,965
KidzArt: Neon Glow Full Day	Crafts & Fine Arts	22	\$ 295	\$ 6,490
KidzArt: Neon Glow Full Day	Crafts & Fine Arts	19	\$ 295	\$ 5,605
KidzArt: Neon Glow Half Day	Crafts & Fine Arts	6	\$ 165	\$ 990
KidzArt: Neon Glow Half Day	Crafts & Fine Arts	7	\$ 165	\$ 1,155
KidzArt: Secret Agent Spy Full Day	Crafts & Fine Arts	22	\$ 295	\$ 6,490
KidzArt: Secret Agent Spy Half Day	Crafts & Fine Arts	6	\$ 165	\$ 990
KidzArt: STEAM: Exploring the Science of Art Full	Crafts & Fine Arts	21	\$ 295	\$ 6,195
KidzArt: STEAM: Exploring the Science of Art Half	Crafts & Fine Arts	5	\$ 165	\$ 825
Pump It Up - Animal Planet	Crafts & Fine Arts	50	\$ 240	\$ 12,000
Pump It Up - Hip 2 B Square-Minecraft Week	Crafts & Fine Arts	50	\$ 240	\$ 12,000
Pump It Up - Imagineers	Crafts & Fine Arts	50	\$ 240	\$ 12,000

Pump It Up - Over the Rainbow	Crafts & Fine Arts	49	\$ 240	\$ 11,760
TeenZArt: Around the World	Crafts & Fine Arts	1	\$ 180	\$ 180
TeenZArt: Around the World	Crafts & Fine Arts	6	\$ 315	\$ 1,890
TeenZArt: Just 4 Girls! with WKD Karate 4 Girls	Crafts & Fine Arts	9	\$ 315	\$ 2,835
				\$ 159,485

Activity Name	Camp Category	Enrolled	Fee	Income
Dance Around the World with Sandra Duerr	Dance	6	\$ 139	\$ 834
Moana & Friends with Sandra Duerr	Dance	14	\$ 185	\$ 2,590
Leadership Through Hip Hop Dance	Dance	7	\$ 219	\$ 1,533
Leadership Through Hip Hop Dance	Dance	8	\$ 219	\$ 1,752
Leadership Through Hip Hop Dance	Dance	2	\$ 219	\$ 438
Leadership Through Hip Hop Dance	Dance	8	\$ 219	\$ 1,752
Leadership Through Hip Hop Dance	Dance	8	\$ 219	\$ 1,752
Leadership Through Hip Hop Dance	Dance	10	\$ 219	\$ 2,190
Leadership Through Hip Hop Dance	Dance	9	\$ 139	\$ 1,251
Barble's World of Dance with Sandra Duerr	Dance	19	\$ 185	\$ 3,515
Moana & Friends with Sandra Duerr				\$ 17,607

Activity Name	Camp Category	Enrolled	Fee	Income
Animal Adventures from A to Z	Enrichment	11	\$ 89	\$ 979
Big Top Buddies	Enrichment	9	\$ 359	\$ 3,231
Big Top Buddies	Enrichment	6	\$ 259	\$ 1,554
Camp Plus	Enrichment	1	\$ 79	\$ 79
Camp Plus	Enrichment	5	\$ 79	\$ 395
Chess Camp Full Day	Enrichment	16	\$ 349	\$ 5,584
Chess Camp Full Day	Enrichment	16	\$ 349	\$ 5,584
Chess Camp Full Day	Enrichment	13	\$ 349	\$ 4,537
Chess Camp Full Day	Enrichment	4	\$ 349	\$ 1,396
Chess Camp Full Day	Enrichment	16	\$ 349	\$ 5,584
Chess Camp Full Day	Enrichment	17	\$ 349	\$ 5,933
Chess Camp Full Day	Enrichment	9	\$ 209	\$ 1,881
Chess Camp Half Day AM	Enrichment	10	\$ 209	\$ 2,090
Chess Camp Half Day AM	Enrichment	4	\$ 209	\$ 836
Chess Camp Half Day AM	Enrichment	2	\$ 209	\$ 418
Chess Camp Half Day AM	Enrichment	10	\$ 209	\$ 2,090
Chess Camp Half Day AM	Enrichment	10	\$ 209	\$ 2,090
Chess Camp Half Day AM	Enrichment	7	\$ 209	\$ 1,463
Chess Camp Half Day PM	Enrichment	5	\$ 209	\$ 1,045
Chess Camp Half Day PM	Enrichment	1	\$ 209	\$ 209
Chess Camp Half Day PM	Enrichment	10	\$ 209	\$ 2,090
Chess Camp Half Day PM	Enrichment	8	\$ 209	\$ 1,672
Chess Camp Half Day PM	Enrichment	12	\$ 359	\$ 4,308
Circus Camp Stars	Enrichment	9	\$ 259	\$ 2,331
Circus Camp Stars	Enrichment	5	\$ 349	\$ 1,745
Creative Magic Camp	Enrichment	9	\$ 249	\$ 2,241
Creative Magic Camp	Enrichment	12	\$ 349	\$ 4,188
Creative Magic Camp	Enrichment	11	\$ 249	\$ 2,739

Creative Magic Camp	Enrichment	35	\$ 349	\$ 12,215
Creative Magic Camp	Enrichment	7	\$ 249	\$ 1,743
Creative Magic Camp	Enrichment	20	\$ 349	\$ 6,980
Creative Magic Camp	Enrichment	11	\$ 249	\$ 2,739
Gateway to China @ NLCC	Enrichment	10	\$ 245	\$ 2,450
Gateway to China @ NLCC	Enrichment	8	\$ 245	\$ 1,960
Gateway to China @ NLCC	Enrichment	12	\$ 245	\$ 2,940
Gateway to China @ NLCC	Enrichment	12	\$ 245	\$ 2,940
Gateway to China @ NLCC	Enrichment	13	\$ 245	\$ 3,185
Gateway to China @ NLCC	Enrichment	13	\$ 245	\$ 3,185
Gateway to China @ RCCC	Enrichment	12	\$ 245	\$ 2,940
Gateway to China @ RCCC	Enrichment	12	\$ 199	\$ 2,388
Gateway to China @ RCCC	Enrichment	13	\$ 245	\$ 3,185
Gateway to China @ RCCC	Enrichment	12	\$ 245	\$ 2,940
Gateway to China @ RCCC	Enrichment	12	\$ 245	\$ 2,940
Gateway to China @ RCCC	Enrichment	12	\$ 245	\$ 2,940
GEMS: Girls EmpowHERment Camp	Enrichment	12	\$ 245	\$ 2,940
GEMS: Girls EmpowHERment Camp	Enrichment	22	\$ 229	\$ 5,038
Little Scientist Camp	Enrichment	13	\$ 309	\$ 4,017
Mighty Mathematicians Camp	Enrichment	15	\$ 159	\$ 2,385
Modern Manners Day Camp 4-7	Enrichment	15	\$ 159	\$ 2,385
Modern Manners Day Camp ages 8-12	Enrichment	15	\$ 225	\$ 3,375
My First School Summertime Adventures	Enrichment	17	\$ 225	\$ 3,825
My First School Summertime Adventures	Enrichment	12	\$ 175	\$ 2,100
My First School Summertime Adventures	Enrichment	10	\$ 175	\$ 1,750
New! TECH Scientific: WEDO Little Lego Robotics	Enrichment	9	\$ 175	\$ 1,575
NEW! TECH Scientific: LEGO Robotic NXT Robot R	Enrichment	5	\$ 179	\$ 895
Play-Well Tek: Adventure in STEM With LEGO	Enrichment	12	\$ 179	\$ 2,148
Play-Well Tek: Harry Potter Engineering with LEGO	Enrichment	18	\$ 179	\$ 3,222
Play-Well Tek: Ninjaneering with LEGO	Enrichment	11	\$ 179	\$ 1,969
Play-Well Tek: Ninjaneering with LEGO	Enrichment	13	\$ 179	\$ 2,327
Play-Well Tek: STEM Exploration with LEGO®	Enrichment	8	\$ 179	\$ 1,432
Play-Well Tek: STEM Explorations with LEGO	Enrichment	7	\$ 179	\$ 1,253
Preschool Adventures Mini Camp	Enrichment	13	\$ 179	\$ 2,327
STEAM Arts Camp	Enrichment	14	\$ 240	\$ 3,360
TECH Scientific: Lego EV3 Sea World Missions	Enrichment	17	\$ 289	\$ 4,913
TECH Scientific: LEGO Robotic EV3- Bot Olympiad	Enrichment	8	\$ 179	\$ 1,432
TECH Scientific: LEGO Robotic EV3- Envirobots	Enrichment	12	\$ 179	\$ 2,148
TECH Scientific: LEGO® Little Engineers Camp	Enrichment	6	\$ 179	\$ 1,074
TECH Scientific: LEGO® Tech Machines Camp	Enrichment	19	\$ 179	\$ 3,401
TECH Scientific: WEDO Lego Meets Scratch	Enrichment	12	\$ 179	\$ 2,148
TECH Scientific: Lego Robotic EV3 Search & Rescue	Enrichment	14	\$ 179	\$ 2,506
TECH Scientific: LEGO Robotics - Doctors & Surgeons	Enrichment	10	\$ 179	\$ 1,790
Turner! Dean of Magic Magician Camp	Enrichment	11	\$ 179	\$ 1,969
Turner! Dean of Magic Magician Camp	Enrichment	8	\$ 265	\$ 2,120
	Enrichment	18	\$ 349	\$ 6,282
\$ 204,068				

Activity Name	Camp Category	Enrolled	Fee	Income
Beginning Guitar Camp	Music & Theater Arts	4	\$ 179	\$ 716
Learn Now Music: Ultimate Music Camp	Music & Theater Arts	7	\$ 289	\$ 2,023
Learn Now Music: Ultimate Music Camp	Music & Theater Arts	4	\$ 289	\$ 1,156
Premiere Performers w/ DLC: Sweeney Todd Sch	Music & Theater Arts	3	\$ 775	\$ 2,325
STA: Elementary Camps Disney's The Jungle Book	Music & Theater Arts	11	\$ 450	\$ 4,950
STA: Set it Up	Music & Theater Arts	3	\$ 225	\$ 675
STA: Theater Tots - A Little Bit County	Music & Theater Arts	8	\$ 225	\$ 1,800
STA: Theater Tots - The Gingerbread Man	Music & Theater Arts	8	\$ 225	\$ 1,800
STA: Tween Camps Fame, Jr.	Music & Theater Arts	14	\$ 450	\$ 6,300
STEM Academy: Aqua Havens	Music & Theater Arts	32	\$ 315	\$ 10,080
STEM Academy: Monsters, Megalodons and Mys	Music & Theater Arts	28	\$ 315	\$ 8,820
				\$ 40,645

Activity Name	Camp Category	Enrolled	Fee	Income
Club SciKidz: Camp Paleo	Science and Technology	7	\$ 395	\$ 2,765
Club SciKidz: Camp Paleo	Science and Technology	4	\$ 475	\$ 1,900
Bricks4Kidz LEGO Camp: Mining & Crafting AM	Science and Technology	24	\$ 155	\$ 3,720
Bricks4Kidz LEGO Camp: Ninja Training PM	Science and Technology	21	\$ 155	\$ 3,255
C3 Cyber Club: Minecraft Animation Camp	Science and Technology	11	\$ 259	\$ 2,849
C3 Cyber Club: Minecraft Animation Camp	Science and Technology	3	\$ 259	\$ 777
C3 Cyber Club: Minecraft Camp	Science and Technology	11	\$ 379	\$ 4,169
C3 Cyber Club: Minecraft Camp	Science and Technology	12	\$ 379	\$ 4,548
C3 Cyber Club: Minecraft Modding	Science and Technology	9	\$ 259	\$ 2,331
C3 Cyber Club: Minecraft Modding	Science and Technology	6	\$ 259	\$ 1,554
Bricks4Kidz LEGO Space Adventure & Galaxy Far A	Science and Technology	10	\$ 155	\$ 1,550
Bricks4Kidz LEGO Super Hero Academy Camp	Science and Technology	19	\$ 155	\$ 2,945
Bricks4Kidz LEGO Camp: Super Hero Academy AM	Science and Technology	12	\$ 155	\$ 1,860
Bricks4Kidz LEGO: Lights, Camera, Movie Mix-up	Science and Technology	9	\$ 155	\$ 1,395
Bricks4Kidz LEGO: Robotics, Coding & More PM	Science and Technology	21	\$ 155	\$ 3,255
Bricks4Kidz: Building is Awesome Emmet's Adv. A	Science and Technology	23	\$ 155	\$ 3,565
Club SciKidz: Special Effects	Science and Technology	9	\$ 395	\$ 3,555
Club SciKidz: Special Effects	Science and Technology	9	\$ 475	\$ 4,275
Bricks4Kidz LEGO Camp: Amusement Parks	Science and Technology	23	\$ 155	\$ 3,565
Bricks4Kidz LEGO Mining & Crafting 1	Science and Technology	12	\$ 155	\$ 1,860
Silver Knights Coding: Orange Crush	Science and Technology	9	\$ 459	\$ 4,131
Club SciKidz: Emergency Medicine	Science and Technology	9	\$ 395	\$ 3,555
Club SciKidz: Emergency Medicine	Science and Technology	4	\$ 475	\$ 1,900
Club SciKidz: Star Wars Maker	Science and Technology	10	\$ 395	\$ 3,950
Club SciKidz: Star Wars Maker	Science and Technology	4	\$ 475	\$ 1,900
Bricks4Kidz LEGO: Extreme Gaming Adventure PM	Science and Technology	21	\$ 155	\$ 3,255
Bricks4Kidz LEGO: Wizards v. Fantastic Beasts AM	Science and Technology	18	\$ 155	\$ 2,790
Bricks4Kidz LEGO Jurassic Bricks Camp	Science and Technology	29	\$ 155	\$ 4,495
Bricks4Kidz LEGO Space Adventure & Galaxy Far A	Science and Technology	27	\$ 155	\$ 4,185
Silver Knights Coding: Gifted Green	Science and Technology	7	\$ 459	\$ 3,213
Silver Knights Coding: Gifted Green	Science and Technology	5	\$ 285	\$ 1,425
Club SciKidz: Extraordinary Engineers	Science and Technology	8	\$ 395	\$ 3,160

Club SciKidz: Extraordinary Engineers	Science and Technology	7	\$ 475	\$ 3,325
Club SciKidz: Young Scientist	Science and Technology	15	\$ 395	\$ 5,925
Club SciKidz: Young Scientist	Science and Technology	9	\$ 475	\$ 4,275
Bricks4Kidz LEGO Brick Architects PM	Science and Technology	23	\$ 155	\$ 3,565
Bricks4Kidz LEGO: Amusement Park Design AM	Science and Technology	25	\$ 155	\$ 3,875
JRC Bricks4Kidz Amusement Park Design AM	Science and Technology	1	\$ 25	\$ 25
JRC Bricks4Kidz Brick Architects	Science and Technology	1	\$ 25	\$ 25
Club SciKidz: Little Marine Biologist	Science and Technology	11	\$ 395	\$ 4,345
Bricks4Kidz LEGO Mining & Crafting 1	Science and Technology	31	\$ 155	\$ 4,805
Bricks4Kidz LEGO Super Hero Academy Camp	Science and Technology	32	\$ 155	\$ 4,960
Club SciKidz: Lil Space Explorer	Science and Technology	9	\$ 395	\$ 3,555
Club SciKidz: Lil Space Explorer	Science and Technology	10	\$ 475	\$ 4,750
Club SciKidz: Chemistry Concoctions	Science and Technology	15	\$ 395	\$ 5,925
Club SciKidz: Chemistry Concoctions	Science and Technology	15	\$ 475	\$ 7,125
Club SciKidz: Little Marine Biologist	Science and Technology	15	\$ 475	\$ 7,125
Silver Knights Coding: Playful Purple	Science and Technology	7	\$ 459	\$ 3,213
Bricks4Kidz -Late Pickup Fee	Science and Technology	2	\$ 155	\$ 310
Bricks4Kidz LEGO Brick Pirate adventure AM	Science and Technology	24	\$ 155	\$ 3,720
Bricks4Kidz LEGO Camp: Mining & Crafting PM	Science and Technology	24	\$ 155	\$ 3,720
				\$ 168,220
Total Camp Income				\$ 590,025

Item 3

Columbia Center for the Theatrical Arts Business Plan



**BUSINESS AND OPERATIONAL PLAN FOR
COLUMBIA CENTER FOR THEATRICAL ARTS
IN THE NEW CULTURAL CENTER**



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INTRODUCTION

Before us is the opportunity to create a first class arts and cultural center in Howard County creating an artistic anchor for the future “Downtown Columbia.”

Toby’s Dinner Theatre and the Columbia Center for Theatrical Arts (CCTA) have proudly and strongly represented the arts and arts education here in Howard County for well over 40 years. The realization of The New Cultural Center will provide a much-needed modern, new facility for Toby’s Dinner Theatre and a permanent home for CCTA presenting opportunity for enormous growth.

HISTORY

COLUMBIA CENTER FOR THEATRICAL ARTS

The Columbia Center for Theatrical Arts (CCTA) is a 501 (c)(3) nonprofit organization founded in 1972 by Toby Orenstein at the invitation of visionary developer Jim Rouse. For over 48 years CCTA has educated through the arts by following their mission statement “to create theatrical experiences that inspire thought, action, creativity, and change.”

CCTA is dedicated to making these experiences available and accessible to as many members of the community as possible with an emphasis on teaching and nurturing our children regardless of gender, race, religion, ability, age, or socioeconomic status. Through the multitude of theatrical arts classes, enjoyable and educational summer camp programs, community outreach, attention to students with special needs and The Young Columbians touring ensemble, CCTA offers programming for everyone.

The driving force behind the Columbia Center for Theatrical Arts (CCTA) has been artistic director and founder, Toby Orenstein. Early on, a teaching experience in Harlem had a major impact on Toby’s life. One of twelve teachers selected to work with the “All Day Neighborhood School Project”, Toby helped Eleanor Roosevelt realize her dream—to motivate and stimulate disaffected, underprivileged inner-city youth to learn in a different way—in other words, help make a connection between the student and the subject using new and “different” techniques. It was here that they discovered teaching through creative dramatics intellectually stimulates children!

According to Toby, “Education is not just about curriculum, but about an approach, creating a safe, caring, fun, interactive stage to experience the subject at hand. Children grow and learn when they are nurtured and loved.” Although Toby’s time in this program was short-lived, it changed her forever. This commitment to person and process—not the product—is what guides her to this very day. If you can reach a child at a young age—while their mental and physical skills are still developing—you can steer them away from anti-social behaviors, help them develop coping skills, and help build higher self-esteem, transforming their lives and enriching the community.

TOBY'S DINNER THEATRE

From its first performance of the musical GODSPELL in 1979, Toby's Dinner Theatre has entertained audiences of all ages with over 200 productions, receiving universal praise from critics and audiences alike and receiving well over 100 Helen Hayes Award nominations.

Toby's Dinner Theatre has been a highly successful and very well respected 280 seat theatre presenting award winning dinner and musical theatre productions 8 performances a week, 52 weeks a year, strongly representing the theatrical arts in Howard County. Presenting quality entertainment at an accessible price point, Toby's services approximately 100,000 guests annually with approximately 80% coming from the entire state of Maryland. The balance come from nearby states and student tour and travel groups who add Toby's to their itinerary when coming from all over the country, many getting their first theatrical experience in Howard County at Toby's Dinner Theatre.

This unique venue, with amazing performances 'in-the-round,' provides each guest with a dynamic interactive experience and a great view, with no seat more than 30 feet from the stage. A theatre in-the-round is a space in which the stage is always in the center with the audience arranged on all sides. Theatre-in-the-round brings the actor into the same space as the audience allowing for strong and direct engagement with the audience. Additionally, Toby's is one of the few regional dinner theatres featuring a live orchestra.

Toby's is known for its 25-item salad bar, three meat carving station, a plentiful buffet uniquely selected by our chef for each show, desserts and a make-your-own ice cream sundae bar. With our full service bar you can enjoy a cocktail, beer, wine or Toby's signature show drink, served in a take home souvenir glass. Topping off the experience is free on-site parking.

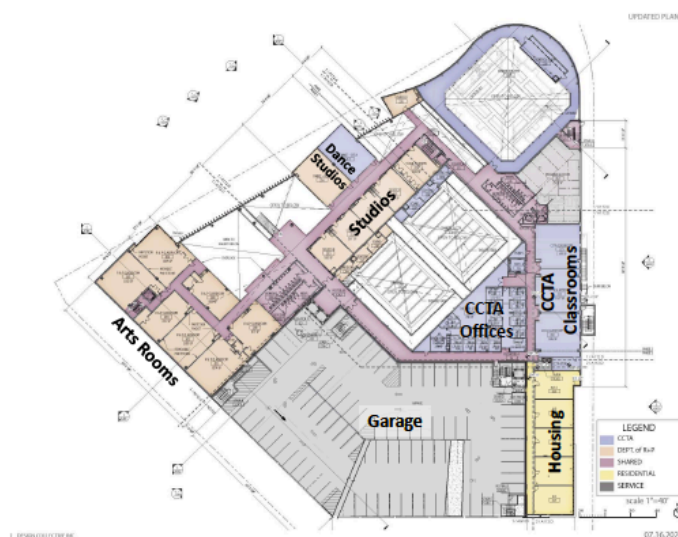
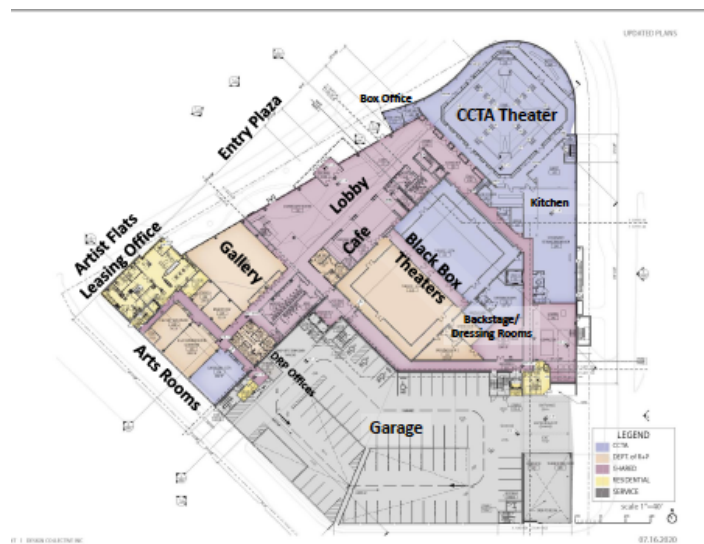
Toby's Dinner Theatre continues to thrive artistically and economically with a strong subscription base and consistently sold out performances while providing various employment opportunities for 400+ employees annually and offering a wide variety of productions each season at a price point that accommodates the entire community and sustains the business.

NEW CULTURAL CENTER PROGRAMMING INFORMATION

THE “NEW” CCTA

At the present time, CCTA is a 501 (c)(3) nonprofit organization and Toby’s Dinner Theatre is a for profit organization. Once construction of the “New Cultural Center” begins, Toby’s Dinner Theatre will operate as a 501 (c)(3) nonprofit organization that current business owners will have gifted to CCTA.

Upon completion of the “New Cultural Center,” CCTA will consist of a new, modern 300+ seat Toby’s Dinner Theatre with a dedicated kitchen, a 300 seat black box children’s theatre, a 1200 square foot dance studio, four 1200 square foot classrooms and a café, all under the stewardship of the CCTA Board of Directors.



TOBY'S DINNER THEATRE

In the New Cultural Center, Toby's Dinner Theatre will continue to present Broadway style musical theatre productions, with a top of the line buffet dinner in addition to a new served meal option offering upscale dinner choices and a full bar service. The expanded dining features include a modern dedicated kitchen, two private buffet rooms, 4 salad and dessert bars, 2 make your own sundae bars and the opportunity for upscale appetizer and dessert sales presenting opportunities for additional revenue. It will also feature on-site, enclosed free parking.

The expanded theatre features include a stage floor with traps and lifts, new state of the art sound and lighting system with overhead catwalk access, private lighting and sound booths, upgraded dressing rooms, a green room and warm up room, onsite laundry and wardrobe accommodations and offices for technical and artistic personnel.

Audiences will also enjoy more spacious seating, plenty of additional restroom facilities and over three times more handicap accessible seating locations.

Toby's Dinner Theatre will continue to produce 6 large-scale musical productions annually presenting approximately 360 performances with an average of 300 audience members per performance. Theatrical Seasons will continue to include a variety of productions for the entire community. Recent seasons have included Kinky Boots, The Hunchback of Notre Dame, Dreamgirls, Mamma Mia!, The Bodyguard, Disney's Beauty and the Beast, Disney's The Little Mermaid, A Christmas Story, Shrek, Monty Python's Spamalot, Godspell and Elf – the Musical.

Toby's will continue to maintain its existing off-site location that includes a scenic/lighting shop, scenic and properties storage and a wardrobe warehouse that houses original costumes from numerous Broadway productions with a valuation of over \$2 million.



COLUMBIA CENTER FOR THEATRICAL ARTS

Upon completion of the New Cultural Center, programming for CCTA will increase 10 fold. With a lack of available space, CCTA had limited programming opportunities but in the New Cultural Center, CCTA will have a dedicated black box children's theatre allowing youth performance programming to increase from 80 performances annually to 400+ annually. A private dance studio allows CCTA to offer dance curriculum, offering classes in all dance techniques. Four classrooms allows CCTA to offer additional semesters and yearly based classes, workshops, double summer camp programming and provide a home to our programs for persons with special needs.

BLACK BOX CHILDRENS THEATRE

Broadway style musical theatre productions geared for younger audiences with a focus on core values

- 10 productions annually
- 400 performances annually
- Average of 250 audience members per performance
- Weekday performances for public and school system
- Weekend performances for the public

Scheduling will include: entertaining family favorites like Charlotte's Web, educational and important shows like The Diary of Anne Frank and MVP – The Jackie Robinson Story and original shows with a focus on anti bullying, injustices, teamwork and personal strength.

DANCE STUDIO

A 1,200 square foot dance studio with a focus on core dance elements for musical theatre dance training/technique

- 4 semesters annually
- Average of 5 classes per day
- Average of 8 students per class

Classes include/not limited to:

Beginner and Advanced Ballet

Beginner and Advanced Tap

Beginner and Advanced Jazz

Beginner and Advanced Musical Theatre Dance – Youth & Adult

On Broadway – Iconic Broadway Dance

College Prep – Dance/Movement focus

Dance styles for the mover/non-dancer

Wellness for the stage – focus on physical/mental health

4 THEATRE CLASSROOMS

1,200 square foot classrooms to accommodate numerous artistic ventures

- 4 semesters annually
- Year round, semester and weekly sessions
- Average of 5 classes per day
- Average of 15 students per class

CCTA Classes include/not limited to:

Actors Toolbox Workshops – covering all aspects of theatre – Youth/Adult

Dialect Class

Wig/Make Up Design

Costume Design

Scenic/Projection Design

Lighting Design

Puppetry Performance – Youth/Adult classes – scenes from shows w/ puppets

Object Puppetry – Youth/Adult

Pantomime - Youth/Adult

Clowning - Youth/Adult

Original Playwriting for Children's Theatre – Teen/Adult

Creative Writing – Young Adults/Adult

Play Reading/Analysis – Adults

Scene Study – All Ages

From Scene to Song - Musical Theatre Acting Workshop - Young Adult/Adult

Play/Musical Creation - Dealing with current issues– Middle/High School

Audition workshop - All elements of auditioning– Teens/Adults

Audition Prep for the non singer – Teen/Adult

Acting for the singer –Teen/Adults

College Prep - Group/Private Classes

Monologue workshop - Teen/Adult

Creative Drama – K – 2 and 3 – 5 and Young Adults (bringing stories to life)

Improvisation/Theatre games – Grades 3 – 5, Middle/High School

Building a Character - Middle/High School

Acting for TV/Film – Young Adults/ Adults

From Script to Stage – Teen/Adult

Improvisation classes – Teen/Adult

Musical Theatre Intensive – 2 ½ hour class for Middle and High School students

Musical Theatre Performance – Children/Teens/Adults – after school/weekends

Broadway thru the Decades – The History of Broadway

Choral Singing - Teen/Adult

Private classes offered in acting, voice, dance - All

SUMMER CAMP PROGRAMMING

CCTA currently produces one session of each program listed below. With the realization of the New Cultural Center, these programs will be able to double or triple in programming.

Tots Camp

Students learn the values of friendship and togetherness through fun beginner theatre games and movement.

Ages: 3-5 Duration: One Week; 10 AM – 12 PM

Capacity 10 Children Per Class

Rooms needed: Dance Studio/Classroom

Number of Sessions: 2 Sessions (Freedom to offer more based on demand)

Youth Camps:

Students learn the basics of theatrical arts in a fun, inclusive manner resulting in the production of a full scale musical.

Ages: 6-12 Duration: 2 Weeks; 9 AM – 3 PM

Capacity: 60 Children Max (Based on current format)

*Camp has an inclusion element for children with special needs

Number of Sessions: 3 – total of 180 students

Broadway Intensive Camps

Students expand on the basics of theatre in a fun, inclusive manner resulting in the production of a full scale musical.

Ages: 12 - 18 Duration: Three Weeks; 10 AM – 3PM

Capacity - 60 kids max

Rooms needed: Dance Studio/Classroom/Black Box

Number of Sessions: 2 Sessions (Freedom to offer more based on demand)

Total 120 students



Special Needs Outreach Camps

Through mentorship, students participate in all aspects of theatre – music, acting and movement - resulting in an original end of session performance or small-scale musical production

Ages: 6 – 16 Duration: One Week; 10 AM – 12 PM; 12:30 – 2:30

Capacity: 10 Children Per Class

Rooms needed: One Classroom

Number of Sessions: 2 running concurrently; 3 weeks of classes total; Total of 6 possible camps



THE YOUNG COLUMBIANS

Founded in 1975, The Young Columbians continue to thrive giving students the opportunity to work in a professional theatrical environment. Students learn all aspects of musical theatre in a college preparatory atmosphere, with plenty of individual instruction and live performance experience.

The junior and senior Young Columbians are an audition based, select group of talented youth from all over Maryland. In addition to classes in all aspects of theatre, The Young Columbians are also a travel group, performing a variety of shows for audiences of all ages. Celebrate America, Celebrate Broadway and Celebrate the Holiday's are a few of the shows past Young Columbians have had the great honor of performing at The White House Ellipse for the National Tree Lighting Event, Wolf Trap, Washington DC Temple, Toby's Dinner Theatre, Smith Theatre, Merriweather Post Pavilion, and the Columbia Lake Front.

- Middle and High School students
- 2 groups meeting weekly, September – May
- One class per week - 60 student capacity



CAFÉ

Located in the main lobby, in close proximity to the art gallery, CCTA will operate a Café that will offer snacks, light fare and non alcoholic beverages.

Themed as the “Sunday in the Park Café” inspired by the French painter Georges Seurat's painting “A *Sunday Afternoon on the Island of La Grande Jatte*,” the décor will feature memorabilia and items from the Broadway production of Stephen Sondheim’s musical of the same name, a favorite of Toby Orenstein.



The Café will be open to accommodate:

- guests who are attending classes
- parents waiting for students in classes
- lunch before a youth theatre performance
- snacks at intermission of a youth theatre performances
- coffee/a quick service meal for residents in the housing component

The Café will be staffed by CCTA and operated from Toby’s Dinner Theatre’s new, modern kitchen facility

OPERATING INFORMATION

TOBY'S DINNER THEATRE

Toby's Dinner Theatre will continue operating as it has been, very successfully, for over 40 years, continuing to adapt and grow as required. The new modern facility will maintain it's current managerial staff, overseen by the CCTA Board of Directors.

Toby's Dinner Theatre currently operates with:

Artistic Director	Associate Producer
Financial Administrator	Associate Artistic Director
General Manager	Assistant General Manager
Kitchen Manager	Assistant Kitchen Manager
Director of Group Sales/Marketing	Group Sales Coordinator
Box Office Manager	Assistant Box Office Manager
Production Stage Manager	Assistant Stage Manager
Technical Director	Assistant Technical Director
Beverage Manager	Assistant Beverage Manager

In addition to numerous kitchen staff, box office staff, actors, technicians, etc...

Additional Staff for theatre operation/education will be through partnerships with local High Schools and Colleges, creating intern opportunities in all theatrical aspects of the operation. A volunteer program will also be created for theatrical hosts and ushers.

COLUMBIA CENTER FOR THEATRICAL ARTS (CCTA)

With a home of it's own and dedicated spaces, CCTA will finally be able to grow programs that are currently in need of expansion and develop programs that have not been able to be fully realized. The highly successful summer programming will be able to double and in some cases, triple, accommodating those who have not been able to participate due to availability.

CCTA operates with:

Executive Director	Financial Director
Deputy Director/ Programs and Education Director	
Administrative Assistant/ Marketing Coordinator	
Technical Director	Technical Assistant
Outreach Director	Camp Director

In addition to numerous teachers, technicians, assistants and mentors.

COLUMBIA CENTER OF THEATRICAL ARTS (CCTA) BOARD OF DIRECTORS

CCTA is governed by a 12 member Board of Directors each with a history, education or passion for arts and arts education.

The current CCTA board consists of:

Chairman Vice Chairman
10 additional members

Honorary Board Member:

Edward Norton, Professional Actor & CCTA Alumni

CCTA Board Members are selected on the basis of:

- Commitment to CCTA's Mission and Goals
- Willingness to assist CCTA in the attainment of those goals
- Availability to participate in CCTA activities
- Interest in the theatre arts
- Knowledge of the arts community
- A profound commitment to arts education for every child

Upon merger with Toby's Dinner Theatre, new and additional board members will be added based on diversity, inclusion, securing financial support, new programming and marketing concepts

Item 4

Columbia Center for the Theatrical Arts
Financial Projections

CCTA Financial Projections

CCTA (excluding Toby's Dinner Theater)

3 Years after Occupancy

Contributions & Grants	\$1,000,000.00
Program Service Revenues	\$4,063,900.00
Other Revenue	\$80,000.00
	\$5,143,900.00

Salaries	\$1,470,150.00
Occupancy	\$450,000.00
Depreciation	\$500,000.00
Advertising & Promotion	\$250,000.00
Fundraising	\$150,000.00
Travel	\$50,000.00
Repairs & Maintenance	\$80,000.00
Insurance	\$100,000.00
Office Expense	\$200,000.00
Royalties	\$52,800.00
Sets, Props & Costumes	\$56,000.00
Utilities	\$60,000.00
Information Technology	\$100,000.00
Legal& Accounting	\$80,000.00
Total Expenses	\$3,598,950.00

Revenue less Expenses	\$1,544,950.00
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Assumes all program schedules are needed

Item 5

Columbia Center for the Theatrical Arts
Market Study



building creativity

report

to: Robert W. DeSantis, Orchard Development Corporation
from: Duncan Webb, Webb Mgmt
regarding: New Cultural Center Business Planning
date: October 28, 2020

1. Executive Summary

Webb Mgmt has been hired to evaluate the ability of Toby's Dinner Theatre and the Columbia Center for Theatrical Arts (CCTA) to succeed in the proposed new cultural center.

That evaluation includes a review of market characteristics, a summary of the prospects for dinner theatre and youth theatre programs, an assessment of competition for these programs and facilities in the market area, suggestions on the impacts of COVID-19 on the sector, and comments on the financial projections and prospects for Toby's and CCTA in the project.

The market assessment updates the work we did on our original feasibility study for the project in 2015. It confirms that the market is growing and has many of the characteristics of active arts markets, most importantly high levels of educational attainment. Market Potential Indices for Howard County also suggest high propensities to participate, as does the geo-demographic analysis of the area showing so many high-propensity "clusters" in Howard County.

Our survey of dinner theatre confirms that though this form of entertainment is much less pervasive than it was thirty years ago, there are still a number of successful operations nationally that confirm the economic viability of dinner theatre. In addition, we confirmed that Toby's is in a strong competitive position regionally. There are several programs offering similar entertainment and a set of other producing professional theatre companies nearby, but Toby's is able to maintain a strong competitive position based on their well-earned reputation for quality, value and good service.

We completed a second survey on the state of youth theatre programs nationally, confirming that this is an area of continuing growth. In addition, these programs are improving in terms of the quality of instruction and the impact on broader educational and community goals. Here again we looked at regional

Webb Mgmt
501 Fifth Ave • Ste 1202
New York • NY 10017
212 929 5040
info@webbmgmt.org
webbmgmt.org

competition for CCTA, describing a number of other regional programs. But again we were able to identify a competitive advantage for CCTA on the basis of the quality of teaching and the strong track record of the organization.

The final element of competition relates to the potential for a new black box theater to drive rental income. Here again we see a strong opportunity given the lack of quality and available spaces in the market area.

This report also describes the deep and potentially enduring impacts of COVID-19 on the cultural sector, including the challenges of getting audiences back into theaters and the disruption of the touring sector. Though these impacts will be felt by Toby's and CCTA, we believe that the two organizations are in a strong position to rebuild given the ability to mount cost-effective shows and to deliver educational programs in an innovative fashion.

Finally, we assessed the financial projections offered by Toby's and CCTA around the project and described the associated risks. We have taken the position that CCTA program growth assumptions may be too aggressive, but that CCTA has strong prospects for long-term sustainability given the upsides of program growth, annual fundraising and rental income, and that Toby's can continue to be a profitable enterprise if managed at the same high level as it is today.

Given the above, we would suggest that the combination of Toby's Dinner Theatre and CCTA should be considered as a viable component of the Cultural Center concept. Though projections of program income for CCTA may be high, we believe that the consistent profitability of Toby's plus the potential for CCTA growth, new annual fundraising and rental income all suggest that the combination of these two groups can make their lease payments.

We would also suggest that ongoing success will depend on new facilities being designed and operated in ways that will allow it to evolve with changes in the market. In addition, it is very important that the teaching methods brought to CCTA by Toby Orenstein are codified and taught to other teachers such that this successful approach can be widely adopted and remain a key point of distinction for CCTA in an increasingly competitive market.

We also believe that the combination of Toby's and CCTA must be carefully planned and executed, with the strengths of each organization maintained in the combined form. And finally we stress the importance of building and strengthening the CCTA board and staff to prepare for the day when the Orensteins step back from the organization.

2. Introduction and Methodology

Webb Mgmt has been hired to assess the potential for the proposed Cultural Center project to succeed on an operating basis. More specifically, the challenge is to provide information to help decision-makers determine if and how Toby's

Dinner Theatre and the associated (potentially combined) Columbia Center for Theatrical Arts (CCTA) are likely to fare in the new facilities and thus be able to make the associated lease payments.

building creativity

To complete this assignment, we updated research first completed in the area in 2015 related to competitive facilities and programs. We purchased and analyzed market data for the defined market area, and then assessed projections for the project as provided to us by project sponsors. Finally, we conducted some broader research on the prospects for the programs envisioned for new facilities and added our own insights on the possible impacts of COVID-19 on the project.

3. Local & Regional Market Characteristics

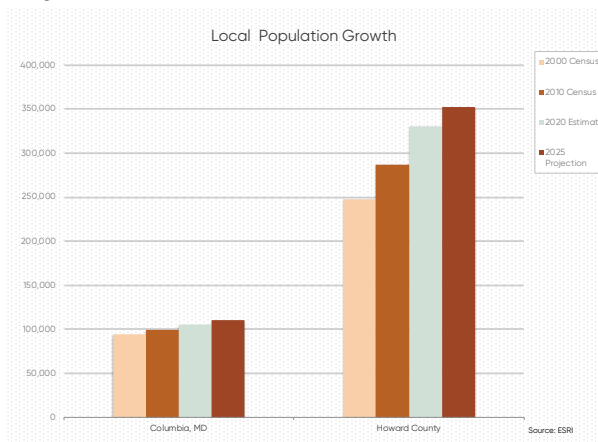
Data purchased from ESRI Business Analytics suggests the following about the market for Toby's Dinner Theatre and CCTA programs:

It is Growing Steadily:

Figure 1 illustrates that the County population experienced rapid growth since 2000 and expects to surpass 350,000 residents by 2025.

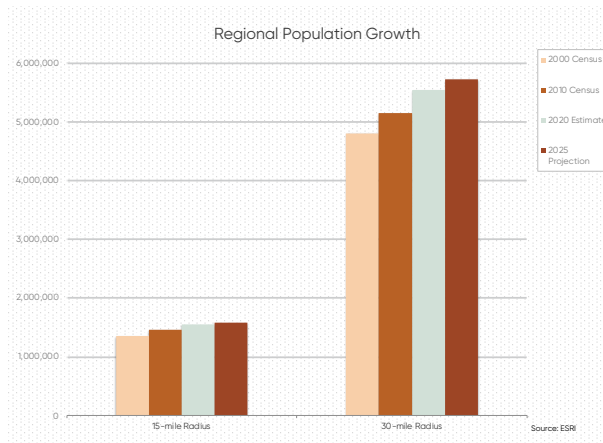
The population in Columbia itself has grown at an average annual rate of 5% since 2000.

Figure 1



The population in the 15-mile radius surrounding the site surpassed 1.5 million residents in 2020 and anticipates a 3% growth in the next 5 years (Figure 2). The 30-mile radius experienced similar growth to Howard County, growing from 5.1 million in 2010 to 5.7 million in 2025.

Figure 2



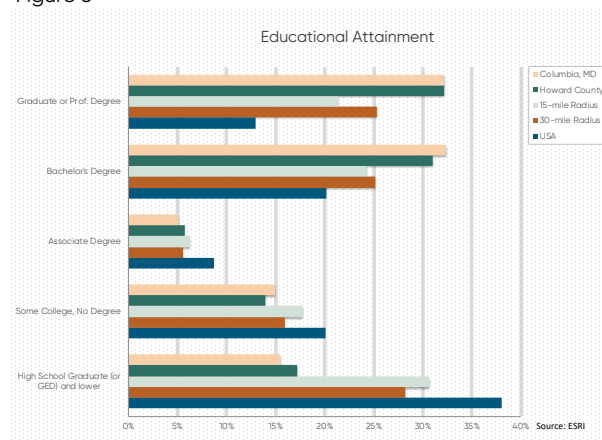
There Are High Levels of Educational Attainment:

Levels of educational attainment are high in Columbia and the surrounding market segments. While roughly 65 percent of Columbia residents have a Bachelor's Degree or higher, the 15- and 30-mile markets have between 45 and 50 percent.

In Howard County, 17 percent of resident's highest level of education is a high school diploma (or GED), 21 percent lower than the national average.

According to the National Endowment for the Art's Survey of Public Participation in the Arts (SPPA), educational attainment is the best predictor of arts attendance. The higher the level of education in a community, the greater likelihood to attend an arts event.

Figure 3

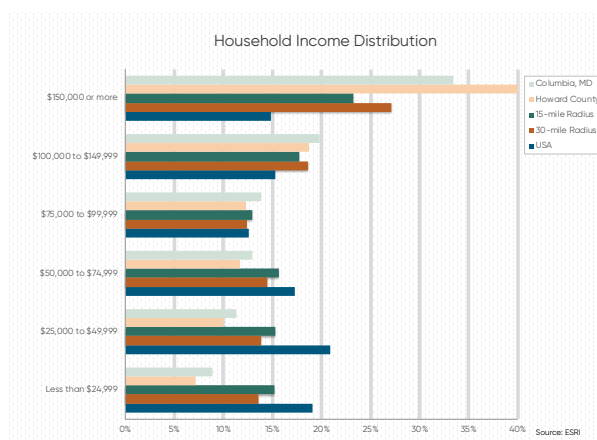


An Affluent Market:

In Howard County, 59 percent of the population earns \$100,000 or more, while 41 and 46 percent of households in the 15- and 30-mile radius earn over \$100,000, respectively. Nationally, 30 percent of the population falls into this income bracket.

Per Figure 4, there is a high concentration of wealth in each market segment. Locally, 33 percent of households in

Figure 4



Columbia and 40 percent of households in Howard County earn over \$150,000; the 15-mile radius sits at 23 percent, and the 30-mile radius at 27 percent.

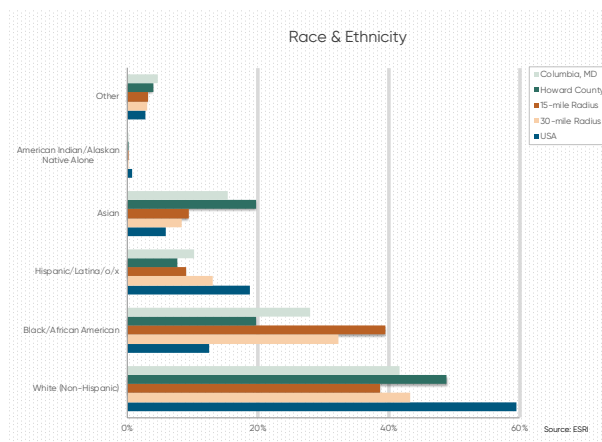
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In both market segments, Median Household Income (MHI) is projected to increase over the next five years. In Howard County, MHI is \$118,638 in 2020 and is projected to reach \$127,126 by 2025. Within the 30-mile radius, MHI is \$89,682 in 2020 and is projected to reach \$96,514 by 2025.

Racial & Ethnic Diversity:

Columbia and the surrounding market areas are diverse. In fact, each market area has a higher percentage of Asian and Black/African American residents than the national average. In Howard County, for instance, 49 percent of the population identifies as White (Non-Hispanic) and 20 percent as Asian. Regionally, the 15-mile radius has the largest African American population, 40 percent, and the 30-mile radius has the second largest, 32 percent.

Figure 5



Strong Market Potential:

ESRI's 2020 Market Potential data measures the likely demand for a product or service in an area. The database includes an expected number of consumers and a Market Potential Index (MPI) for each product or service. An MPI compares the demand for a specific product or service in an area with the national demand for that product or service. The MPI values at the US level are 100 (seen in Figure 6),

representing overall demand. A value of more than 100 represents higher demand, and a value of less than 100 represents lower demand.

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Figure 6

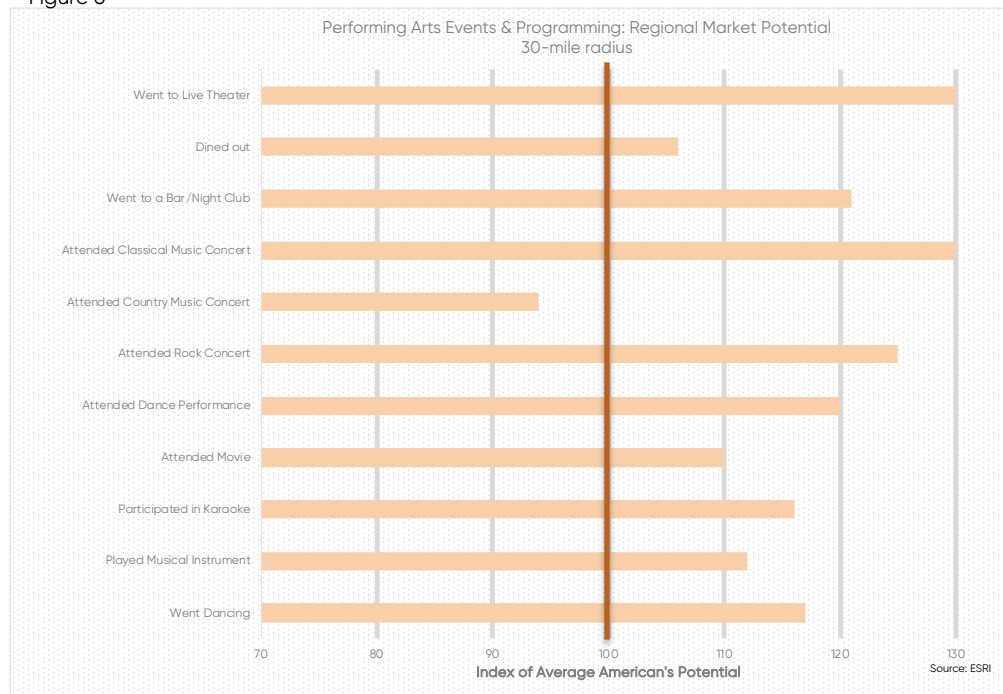
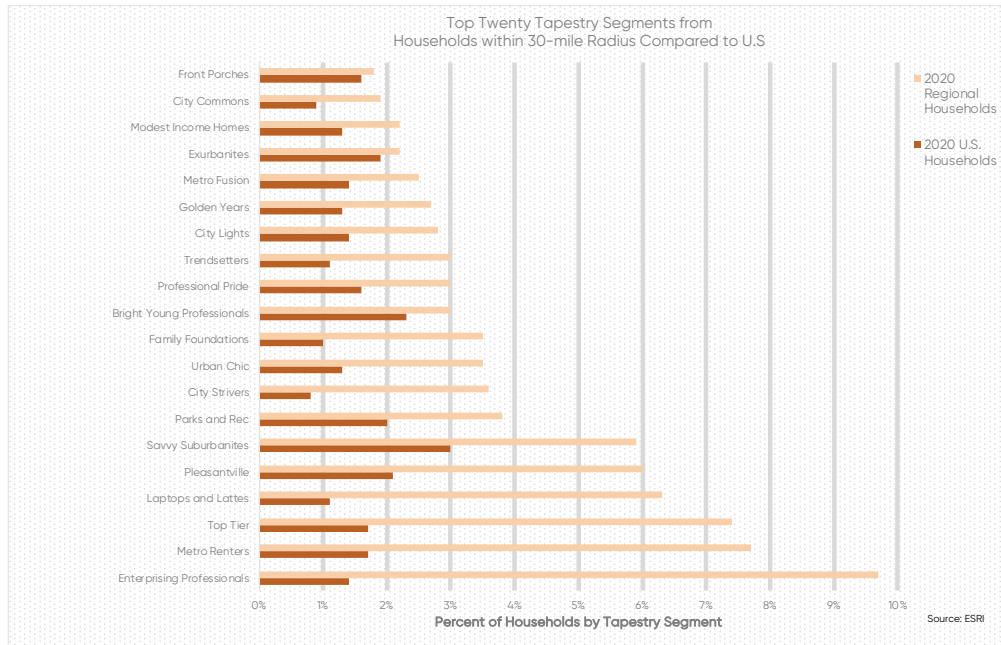


Figure 6 shows propensity to attend for a range of activities. Residents in the 30-mile radius are 30 percent more likely to attend live theater, 6 percent more likely to dine out and 21 percent more likely to go to a bar or night club. Each of these market potential figures are encouraging and point to a strong market for audiences interested in theatrical productions and educational programs.

High Propensity Clusters:

ESRI's Tapestry Segmentation provides a detailed description of America's neighborhoods by dividing residential areas into 67 distinctive segments based on their socioeconomic and demographic composition. Figure 7 shows the 20 most prevalent tapestry segments within the 30-mile radius. Together, these 20 segments capture 83 percent of the total market.

Figure 7



Following are brief descriptions of each of the five most prevalent segments within the market area:

- *Enterprising Professionals:* Residents are well educated and climbing the ladder in STEM (science, technology, engineering, and mathematics) occupations. The market is fast-growing, located in lower density neighborhoods of large metro areas. Enterprising Professionals residents are diverse, with Asians making up over one-fifth of the population. Leisure activities include trips to museums, the beach and gambling.
- *Metro Renters:* Residents in this highly mobile and educated market live alone or with a roommate in older apartment buildings and condos located in the urban core of the city. This is one of the fastest growing segments; the popularity of urban life continues to increase for consumers in their late twenties and thirties. Metro Renters are more interested in recreational, leisure activities, such as yoga, Pilates and downhill skiing.
- *Top Tier:* Residents of the wealthiest Tapestry market, Top Tier, earn more than three times the US household income. Residents fill their weekends and evenings with opera, classical music concerts, charity dinners, and shopping. These highly educated professionals have reached their corporate career goals.
- *Laptops and Lattes:* Residents are predominantly single, well-educated professionals in business, finance, legal, computer, and entertainment occupations. They are affluent and partial to city living—and its amenities. This segment participates in leisure activities including painting, reading books, hiking, as well as going to bars/clubs, the beach, movies, art galleries, museums, the theater, opera and rock concerts.

- *Pleasantville*: Situated principally in older suburban areas in the Northeast, these slightly older couples move less than any other market. Many couples have already transitioned to empty nesters; many are still home to adult children too. This segment enjoys outdoor gardening, going to the beach, visiting theme parks, frequenting museums and attending rock concerts.

These profiles suggest a community that is wealthy, well educated, interested in the performing arts and participating in creative activities. Furthermore, these tapestry segments suggest there is an array of residents at different life stages, from young professionals to early retirees, suggesting a strong market for arts education offerings, like youth theater programs, now and in the future.

Market Conclusions:

Analysis of the local and regional demographic characteristics in the market suggests the following about the market's propensity to attend dinner theatre productions and participate in youth educational programming:

- An appealing area to live, Howard County and the surrounding region is populous and growing.
- A highly-educated population, with each market having above-average number of individuals with a Bachelor's degree or above. According to the National Endowment for the Arts Survey of Public Participation in the Arts, educational attainment is one of the best predictors of arts attendance and making/learning. The higher the level of education in a community, the greater likelihood to attend an arts event or engage in arts education.
- ESRI's Market Potential Index indicates that the 30-mile radius is 30 percent more likely to attend live theater and 6 percent more likely to dine out. Together, these index scores suggest that the market is highly likely to attend dinner theatre.
- The market potential for participatory arts is also high, with individuals 16, 12 and 17 percent more likely to take part in karaoke, musical instruments and dancing, respectively. This strong desire to participate in performing arts activities, plus the high potential to attend live theater, are positive indicators that suggest the market's interest in youth theater education programming.
- Tapestry Segmentation suggests an area that is affluent, diverse, well-educated and likely interested in attending performing arts events and enjoying a night on the town. Two of the most prominent segments in the market, 'Enterprising Professionals' and 'Top Tier,' are made up of affluent, arts-oriented families.

4. Survey of Dinner Theatres

Rising to prominence in the 1960's, dinner theatre has become a popular form of live entertainment. Since its heyday in the 1980's, the number of theatres has declined, however those that are still running are developing high quality

productions and offering theatergoers an excellent dinner and show experience. Here is a brief review of other examples around the country and their keys to success.

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The Barn Dinner Theatre, Greensboro, NC & Nashville, TN

The Barn is the oldest operating dinner theatre in America. Open since 1964, they offer guests Broadway-style shows with a dinner buffet of Southern classics. Originally one of 27 dinner theatres opened in the 1960's by a New York producer, only the Greensboro and Nashville locations still exist. Offering both matinee and evening performances, prices range from \$46 to \$56 per person. In 2019, The Barn expanded their premium seating, offering theatergoers more private tables for two people, catering to audiences interested in attending the show as a date. As a theatre-in-the-round, the 252 seats can accommodate groups, private parties and other larger gatherings.

The Dutch Apple Dinner Theatre & Broadway Palm Dinner Theatre, Lancaster, PA & Fort Myers, FL

The Dutch Apple and Broadway Palm Dinner Theatres are a family-run business that have been in operation for over 25 years. Recently celebrating its 33rd year, The Dutch Apple welcomes over 150,000 guests per year in their 328-seat facility. Staging 8-10 productions per year, the Lancaster dinner theatre sets ticket prices at \$60, going up to \$69 per person. The Dutch Apple also offers 'Show Only' tickets for \$45.

Broadway Palm is now celebrating its 27th Season. The theatre entertains over 170,000 guests annually in a facility that includes the 450-seat dinner theatre, a 100-seat black-box theatre for Off-Broadway productions, a 120-seat dining room and a 30-seat meeting/event space just off of the main lobby. Ticket prices start at \$70 for matinee productions and go up to \$80 for Friday and Saturday evening productions. Like the Dutch Apple, the Broadway Palm offers a 'Show Only' ticket for \$55. In addition to their Main Stage, Off Broadway and Children's Theater productions, a 5-part concert series brings musical acts to the Broadway Palm.

The Fireside Theatre, Fort Atkinson, WI

Since 1964, The Fireside Dinner Theatre has been the premiere entertainment destination in the Midwest for musicals featuring Broadway performers, fine dining and boutique shops. Owned and operated as a multi-generation family business, The Fireside has successfully grown their business by appealing to the group tour market. Rated as one of North America's Top 100 Events by the American Bus Association, The Fireside is known throughout Wisconsin as one of the best entertainment destinations for motor coach tours.

With six stage productions and a concert series featuring tribute bands, the 650-seat theatre-in-the-round boasts state-of-the-art sound and lighting, a hydraulic lift system in the stage and complete handicap accessibility. The theatre is the only Actor's Equity dinner theatre in Wisconsin. In addition to the

theatre, The Fireside has a 1,000-seat restaurant, three permanent gift shops and another seasonal shop, each offering guests a variety of unique gifts and collectibles. Tickets are sold on an individual basis or as a subscription, with 2 to 7 show premier and flex packages available.

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Beef & Boards Dinner Theatre, Indianapolis, IN

Once part of a chain of dinner theatres, the Indianapolis Beef & Boards is the sole remaining dinner theatre in the area. Opened in 1973, each season includes Broadway shows, plays and acclaimed children's theatre productions by the resident company. Privately owned and operated, the 438-seat theatre stages a matinee and evening performance every Tuesday through Sunday, with over 155,000 theatergoers attending per year. The stage productions are cast by both equity and non-equity actors.

Dividing the theatre into three sections, ticket prices range from \$47 to \$72 per person. For any box seat or a table for two, an additional \$14 to \$30 is added to the ticket price. All ticket prices include a buffet dinner, plus non-alcoholic beverages. A full-service bar and gourmet desserts are available at an additional cost. Beef & Boards sells a VIP Membership that offers theatergoers the opportunity to buy-one-get-one free ticket for up to seven shows per season. This membership model provides guests 2 tickets for the price of 1 for all of their productions.

5. Competition for Toby's Dinner Theatre

Locally, the most prominent competitive dinner theatre is the Summer Dinner Theatre of Montgomery College, which is presented at the College's Robert E. Parilla Performing Arts Center. 2020 marked the program's 43rd anniversary, and dates have been set to resume in 2021. Two productions are presented over four weeks during the summer. Ticket prices include a full buffet, dessert, coffee, lemonade, and hot and iced tea. There is an additional charge for soft drinks and alcoholic beverages.

Regionally, there are a few dinner theatre offerings. Do or Die Mysteries Productions is a murder mystery trunk show, which is presented at various venues throughout the Maryland/DC/Baltimore corridor. Competitive venues where the murder mystery is presented include Hella's Restaurant, Sunrise Restaurant and Confetti's Event Center. We consider all three venues to be of lower quality because they are non-performance spaces, and lacking in basic sound and lighting equipment, backstage amenities and overall theatrical functionality.

The Dinner Detective Murder Mystery Dinner Show is another regional option that takes place at the Radisson Hotel in Downtown Baltimore. Again, the venue is lacking in theatrical functionality, however, customer amenities and overall atmosphere help bolster the overall quality rating. Coming soon to the regional landscape is The Monarque, Baltimore's French brasserie and dinner theatre,

which is slated to open this fall. The 135-seat restaurant will showcase performers, including actors, in a fine dining setting.

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With proposed new facilities, Toby's will be propelled to a higher quality level and capacity than has proven to succeed for the group over these many years. From a competitive position, Toby's will have more seats and a greater market profile than the Monarque, and also the permanence not enjoyed by the summer program at the Parilla Center.

If we think a bit more broadly, Toby's Dinner Theatre does also compete with other producing theatre companies in the region. Some of the local competition includes:

Rep Stage, Columbia, MD

Rep Stage is the 25-year old Equity theatre in residence at Howard Community College. The company produces a mixture of four contemporary American classics and new works each season. Recognized as a professional Washington, DC metropolitan area theatre company by Theatre Washington, Rep Stage is the recipient of several Helen Hayes awards and nominations. The company is a member of the Greater Baltimore Cultural Alliance and Theatre Communications Group. Ticket prices to Rep Stage performances range from \$15 for Thursday night tickets to \$40 for general admission. For \$120, theatregoers can subscribe to a Season Flex Pass of four tickets that can be redeemed through any combination throughout the season. Performances take place in the Studio Theatre at Howard Community College.

Red Branch Theatre Company, Columbia, MD

Red Branch Theatre Company, the sister theatre company of Drama Learning Center (DLC), delivers affordable and socially-conscious musical theatre experiences to audiences of all ages. The company produces a combination of four contemporary and family-friendly shows each season. Tickets for their 2019 Christmas show were \$14 in advance and \$18 at the door. Performances take place at DLC. In addition to producing and presenting live theatre, the company also serves as an incubator for emerging, professional talent through its Generative Apprentice Program (GAP). Through GAP, apprentices are offered specialized training in performance, arts education, arts administration and stage management over a ten-month period. Apprentices devote 25 hours to the company each week, and receive compensation for teaching theater classes at DLC as well as for performance and production contracts.

Silhouette Stages, Columbia, MD

Silhouette Stages is Columbia's beloved community theatre company. Staying true to their original vision of producing small-cast musicals, the company presents three shows each season and has amassed a loyal following of theatregoers. The company is highly regarded locally and regionally, having been honored as one of the "Top 5" community theaters in Maryland, awarded the Ruby Griffith Award for Best Achievement in a Musical, and consistently featured on the

"Top 5" list of MD Theatre Guide. The company is largely volunteer-run and resides at the Slayton House Theatre in the Wilde Lake Village Center.

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Toby's Dinner Theatre is distinct from these other theatre producing companies, in large part, due to Toby's 40+ year tenure as a theatre professional and status as the "Matriarch" of the performing arts in the local market. Moreover, the company's presentation schedule of eight shows a week far surpasses that of the limited runs of the other companies in the market. Toby's is also distinct in that it has sustained the operation of its facility without the support of outside users, whereas Silhouette Stages, Red Branch Theatre Company and Rep Stage share their facilities on a regular basis.

6. The State of Youth Theatre Education Programs

Researchers, educators and advocates have long expressed the value of the arts on youth development and academic success, and most Americans agree. In a 2015 nationwide public opinion survey, issued by Americans for the Arts, 88% of respondents agreed that the arts are part of a well-rounded K-12 education. 83% of respondents stated that receiving arts education *outside* of school is important. Theatre, specifically, has been touted as a proven method of teaching children how to improvise, manage anxiety, express difficult emotions, practice empathy, and work as a team.

Given these measurable benefits, youth theatre education programs are exceeding in popularity. Data from Theatre Communications Group's 2016 Education Survey of 96 theatres showed that:

- Workshops/classes at school, workshops/classes at the theatre and teen classes were among the top ten education programs offered by theatres;
- The average number of students (K-12) served by participating theatres increased 10% between 2015 and 2016;
- The majority of theatres reported serving students ages 12-18, followed closely by students ages 5-11; and
- The average number of full-time education staff for theatre education programming increased 30% over a 5-year span; teaching artists staff increased by 21%.

In terms of financial performance, there has been an upward trend in revenue collection from theatre education/outreach programs. Between 2014 and 2018, earned income from theatre education/outreach programs for not-for-profit theatres experienced a compounded growth of 13.2%; contributed individual income grew 17.4%; and foundational support grew 18.4%.

Experts agree that the key to increasing demand for arts education is enhancing the quality of education programming and expanding access to arts learning opportunities. These objectives are often achieved through coordinated efforts, public/private partnerships where local and regional entities share resources that

enable the greatest quality of arts education to be made available to as many community members as possible.

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7. Competition for Columbia Center for Theatrical Arts

Here we provide a description of some of the other youth theatre education programs active in the market area:

Slayton House Theatre Camp of the Arts, Columbia, MD

Slayton House Theatre Camp of the Arts is a summer theatre camp offered at Slayton House Theatre. The camp is presented as a partnership between Silhouette Stages community theater, Musical Theatrix, which appears to no longer be in business and the Maryland Department of Health. The camp is divided into two sessions geared towards children in grades one through eight, and a Broadway edition geared towards pre-teens and teens.

Drama Learning Center, Columbia, MD

Drama Learning Center (DLC) has been a youth theatre education provider for over 30 years. DLC is committed to “helping students of all ages discover the magic of the stage while realizing the confidence within themselves.” Programs include imagination-based acting and production classes for students ages 3 and older; the Teaching Young Artists Professional Training Program, which includes two audition-based theatre companies, a summer musical theatre intensive and a college, audition-prep program; in-school workshops and residencies; day and seasonal camps that coincide with Howard County’s school schedule; and private lessons for students of elementary school age through adults. DLC is housed in an 8,000-sq. ft. facility that houses a 120-seat theatre, two rehearsal studios, a private lesson studio and a scenic shop. The facility, along with costumes, props and set pieces, are available for rental. DLC also sells themed birthday parties that occur onsite.

Schoolhouse Theater Arts, Inc. at Trinity Episcopal Church, Elkridge, MD

Schoolhouse Theater Arts, Inc. (STA) is owned and operated by three Howard County and Prince George’s County school teachers. In 2001, the group of education professionals decided to start their own children’s theater company through which to provide live theatre performance and education opportunities to children of all ages. STA offers after school and evening programs in conjunction with parent teacher associations. The associations are offered a fundraising mechanism in return for hosting an STA program at their school. During the summer, STA offers one and two week camps in Howard County and Ocean City that are geared towards beginner and intermediate level students. Recently, STA developed mini-sessions, available throughout the year, that will take place at Trinity Episcopal Church in Elkridge. STA is also home to a resident theatre company, the Schoolhouse Traveling Actors, which is comprised of students who are recommended or audition for membership. The group performs throughout Maryland and at national performing arts festivals.

Olney Theatre Center, Olney, MD

Olney Theatre Center (OTC) is located slightly outside of the market area surrounding CCTA, however, their theatre education program is worth analyzing. OTC originated in 1938, and was referred to as the “The South’s First Professional Summer Theatre” in early playbills. Today, OTC presents, produces and tours high-quality theatre year-round. In addition to a strong commitment to delivering impactful theater, OTC believes that “arts education plays an essential role in our nation’s cultural health.” Each member of the company is a trained teaching artist. As such, OTC manages a robust arts education program for children and teens, as well as adults. After school classes are offered seasonally, and have been converted online for the time being. Summer offerings include a comprehensive theatre arts program for students in grades four through six, a musical theatre intensive for students in grades seven through nine and a one-act play festival for students ages 13-19, which is managed, in part, by a council of teens. Through partnerships with local schools, OTC provides theatre improvisation and performance instruction to fourth and fifth grade students, and arts residencies and workshops. OTC also partners with the Olney Library system to provide free theatre instruction to children ages four to six. In light of the pandemic, the library outreach program has provided grab and go bags with arts supplies for families to create safely at home.

CCTA stands out among these other theatre education programs in the market as an award-winning theatre education program that is led by an award-winning educator and arts professional. Specifically, The Young Columbians is distinct in that youth are taught at a collegiate level. Members of The Senior Young Columbians receive individualized instruction and perform live at nationally-recognized venues, including The White House Ellipse. Junior Columbians receive comparable, technical training and professional-level performance opportunities. This season, The Young Columbians will be offered the unique opportunity to create a new musical project with live mentorship from Broadway professionals.

8. Competition for a new Black Box Theater

The last competitive issue is how and whether a new black-box theater in the complex will be able to compete for rental business in the area.

The idea for such a space came out of our original report for Howard County on the project back in 2015. In that report, we recommended a 250 to 300-seat high functioning flexible theatre. Back then, our research suggested high demand for cultural space due to the limited availability of existing facilities. Specifically, 27 respondents in a user demand survey cited the need for meeting and event facilities that can accommodate meetings, lectures, and special events. Their needs amounted to more than 2,500 days of use.

As in 2015, there exists only two black box theaters in the local market today: The Studio Theatre at the Peter and Elizabeth Horowitz Visual & Performing Arts

Center at Howard Community College (HCC), with a seating capacity of 250 persons and the Black Box Theatre at the Howard County Center for the Arts, with a seating capacity of 98 persons.

Both theatres are of average quality, with the Studio Theatre at HCC slightly surpassing the Black Box Theatre at the Howard County Center for the Arts in terms of features and amenities.

In terms of availability, the Studio Theatre at HCC is not available for use by external organizations, and The Black Box Theatre at the Howard County Center for the Arts is primarily reserved for the Center's resident artists and arts organizations and has low availability for external users.

On that basis, we believe there is a strong market opportunity for a state-of-the-art, flexible black box theater with a seating capacity higher than one hundred seats to seek rental activity and income in order to help sustain operations.

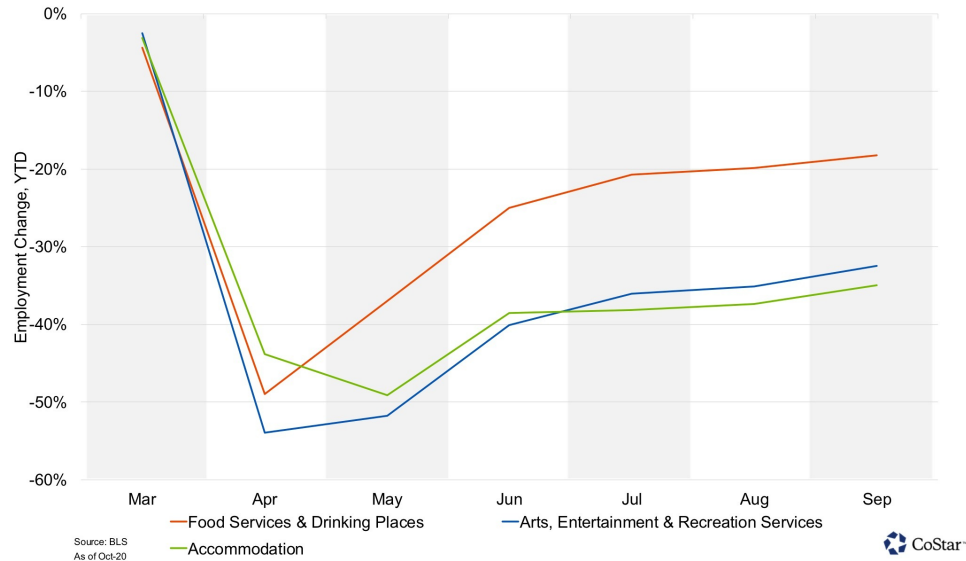
9. Prospects for Live Arts and Education in a Post-Covid-19 World

COVID-19 is having a profound impact on the live arts and entertainment sector. Let's review some of the short and mid-term impacts now being observed, and then discuss what these might mean for the longer term.

First of all, the Brookings Institution just published a report authored by Richard Florida on the impacts of the pandemic on creative industries. The report says:

"We estimate losses of 2.7 million jobs and more than \$150 billion in sales of goods and services for creative industries nationwide, representing nearly a third of all jobs in those industries and 9% of annual sales. The fine and performing arts industries will be hit hardest, suffering estimated losses of almost 1.4 million jobs and \$42.5 billion in sales. These estimated losses represent 50% of all jobs in those industries and more than a quarter of all lost sales nationwide."

Most Impacted Industries Remain Down Significantly



This graph comes from a report published by CoStar Economy (10/5/20) that shows a massive drop in employment and a very slow recovery into this Fall.

Broadway has been particularly affected by the pandemic. September 28 marked the 200th day of the Broadway shutdown. And Dr. Fauci says audiences will not be safe in large theaters until mid to late 2021. Several Broadway shows have already closed, others will close prior to the re-opening of theaters. Some are planning for March re-opening but news of further extension of the closure is expected soon. August or September is more likely.

The economics of Broadway make it nearly impossible to re-open at reduced capacities, and negotiations with labor unions are ongoing. Some shows are creating "bubbles" and filming versions for streaming. At least one show will open in London this fall at reduced capacity instead of NYC.

Touring shows came off the road and a few closed. Many are paused, waiting for better conditions. Safety protocols have not yet been established for professional touring theatre, a gargantuan task given variances in venues and markets.

Some promoters are focusing on developing lower-cost shows that are viable in venues with distanced seating. Other venues are considering more local work as they wait for national tours. The result is a gap in product availability and lack of new product that is likely to affect smaller venues in smaller markets.

We are inclined to believe that it will take at least two years to rebuild live performance and have full theaters. And we believe that venues and companies must approach the challenge incrementally, focusing on how to make venues

safe, building appropriate and dynamic protocols for safe events, and then marketing aggressively to audiences with a credible message of safety. To that end, a strong communications plan is vital.

We are also encouraging artists, groups and venues to deliver online shows, events and programs, investing in the technology to do so now and out into the future. This will be important over the next two years of getting people back into venues, but also for the long term as people accept and become comfortable with more forms of online creative content.

The combination of stronger education and outreach programs and a strong online presence will also provide the basis for organizations and venues to seek financial support from individuals and foundations. The positive effects of youth theatre education programs remain relevant now and will continue to be relevant in the future. As such, communicating the successes of current (online) and future youth theatre education programs to potential donors will result in a competitive advantage over groups and venues that have gone quiet through the pandemic.

For the long-term, we are considering several possibilities. First of all, the pandemic and recession will cause a number of organizations to fail and cease operations. This we view as a necessary outcome, as the growth of nonprofit arts organizations over the past three decades has made the competition for audiences, artists and funding very intense. Hopefully the groups with the best product, as well as the strongest balance sheets and the most loyal audience base, will be the ones to prevail.

We would also venture to say that groups with a strong arts education component are in a much stronger position to weather the storm, as they are not dependent on the ability to gather large groups. There is a strong demand for youth development that is offered via safe teaching methods, and funders are generally inclined to support these programs, especially those with a strong focus on diversity, inclusion and equity.

We also believe that streaming is here to stay. Technologies are advancing rapidly to make it simple to participate, improve the quality of the experience and deliver an appropriate financial return to the producers. And we will soon see “blended” events, with a combination of live audiences and streaming participants. Venues can and should be equipped with the technology to stream any event in harmony with the live performance.

Overall, we would take the position that Toby’s and CCTA are in a better position than many to survive the pandemic and move forward. Like all other groups, there will be a significant challenge in getting audiences back to the venue. This will be an issue for the dinner theatre, requiring an adjustment in the business model so that shows can generate positive net revenues without having to sell out.

Toby's also has the benefit of self-produced shows and will be able to offer quality dramatic and touring theatre before much of that touring product gets back on the road. In addition, the educational programs of CCTA will soon be growing again, and also be in favor with local and regional funders. Finally, we would suggest that there is growing demand for and acceptance of streaming programs and shows that Toby's and CCTA can continue to develop as a supplemental means of program delivery and earned income into the future.

10. Review of Financial Assumptions, Projections and Risk

Finally, we have been provided with various elements of the Toby's/CCTA business plan for new facilities. We would offer several comments based on our assessment of the four key risk factors around the project.

CCTA Program Growth

The first key risk factor for the project is if and how the CCTA program can grow and maintain its market in new facilities.

The most aggressive assumption we've seen in the CCTA planning is that program revenues are projected to reach \$4 million in the third year of operation in new facilities, as compared to program revenues of \$320,000 in fiscal 2019. This is an ambitious number, and there is only limited back-up information to support that projection. Project sponsors suggest that dramatic program growth is inevitable as and when CCTA arrives in proper facilities that allow for the delivery of new and expanded programs for Columbia and Howard County.

As a point of reference, here are program service income numbers taken from 990's of other regional and national education groups:

- Adventure Theatre in Glen Echo MD has a total budget of \$2.4M, including \$1.7M in program revenue.
- Imagination Stage in Bethesda MD has a total budget of \$5M, including program revenue of \$2.7M.
- Encore Stage & Studio Inc. in Arlington, VA has a total operating budget of \$820,000, including program revenue of \$690,000.
- The Children's Theatre of Cincinnati has a total operating budget of \$4M, including total program revenue of \$1.7M.

The overall target of \$4 million in program revenue may not be unreasonable as a longer-term target. The issue is how long it will take CCTA to achieve that level of revenue. There are certainly many contributing factors, but we would suggest a more conservative rate of growth might be more appropriate. That would suggest a program revenue target of between \$2 and \$3 million by the third year of operations.

CCTA Operating Sustainability

The second related issue is the extent to which CCTA can be financially sustainable for the long run, supporting annual occupancy costs of \$450,000 in the base year of operations.

Though we've suggested that the program revenue target is initially high, it appears to us that other revenue components are low, particularly as it relates to fundraising. We would suggest that the organization could drive additional revenues through the development of staff and board resources to take advantage of the substantial fundraising capacity associated with CCTA, starting with its huge base of alumnae and then extending to all of the regional agencies, foundations, corporations and individuals who see the value in their work.

Toby's Continuing Profitability

Toby's Dinner Theatre is profitable and has likely been so for many years. There was a recent decline in profitability due apparently to an oversale of discounted subscriptions, but this problem has been remedied and there is some confidence of the organization's ability to re-grow those numbers.

The more important question is whether and how Toby's can be profitable for the long term. In that regard, we would suggest:

- Dinner theatre still works as a form of live entertainment. Though the number of dinner theatres has fallen dramatically since its heyday some thirty years ago, there are a number of successful venues and operators around the country that continue to believe in the financial viability of what they offer.
- The Toby's brand and reputation are very strong. There is a large subscriber base at a time when subscription programs are failing in many other venues. There are many repeat customers who pass the Toby's experience from generation to generation. And there is a significant crossover of theatre artists and fans from the educational organization to the dinner theatre.
- The success of Toby's and other comparable venues is all about offering a quality product for a good price. This presents substantial ongoing challenges to management – being able to pick the right shows for the market, offering high quality food & beverage options, and maintaining a high level of customer service.
- The third related issue is that this is a very hands-on business that requires substantial skill and commitment. Engaging artists to provide quality and consistent shows night after night. Building a culture of quality and service within the organization, and dealing with the ever-increasing challenges of maintaining safe spaces for public assembly.
- The success of Toby's to date is very much a function of the hard work of Hal and Toby Orenstein. The challenge going forward will be to build and

strengthen the culture of these two organizations such that they can grow and prosper in the many years ahead. This has already begun with the work of Associate Producer Mark Minnik, who has been providing much of the artistic leadership of the organization over the past several years. And there is an understanding of the importance of building the board for CCTA to provide strong ongoing leadership.

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Given the above, we would suggest that the combination of Toby's Dinner Theatre and CCTA should be considered as a viable component of the Cultural Center concept. Though projections of program income for CCTA may be high, we believe that the consistent profitability of Toby's plus the potential for CCTA growth, new annual fundraising and ancillary income all suggest that the combination of these two groups can make their lease payments.

We would also suggest that ongoing success will depend on pursuit of the following goals:

- Toby's must be designed and operated in ways that will allow it to evolve with changes in the market. This should include physical plans that allow for alternative forms over time rather than only having the theatre-in-the-round shape. It also includes building in the contractual flexibility to adjust food and beverage opportunities as and if the market moves away from the current offerings. And it should also mean the openness to developing other partnerships to reduce the costs of mounting productions and/or finding alternative revenue streams from production and/or rentals.
- It is very important that the teaching methods brought to CCTA by Toby Orenstein are codified and taught to other teachers such that this successful approach can be widely adopted and remain a key point of distinction for CCTA in an increasingly competitive market.
- The integration of Toby's and CCTA will be a critical step moving forward. The combination must be carefully planned and executed, with the strengths of each organization maintained in the combined form.
- Finally, the CCTA board and staff must be strengthened to prepare for the day when the Orensteins step back from the organization. Teaching must be codified, staff skills must be enhanced, and a strong and independent board must emerge to provide the leadership necessary to drive the organization forward. The Purchase and Sale Agreement includes provisions for County representation on the board, but there should also be recruitment of private sector leaders to provide strength and stability moving forward.

Item 6
Downtown Columbia
Tax Increment Waterfall

**Downtown Columbia Development District
Incremental Property Tax Waterfall**

Incremental Property Tax Revenues



"First Available Set Aside"

General Obligation Bond Debt Service for School	2017 Downtown Columbia TIF Bond Debt Service and administrative costs
-------------------------------------------------------	--------------------------------------------------------------------------------



Offset of Special Tax if Due



"Second Available Set Aside"

Intended for Debt Service for Downtown
Columbia public facilities capped per Exhibit
E of the Trust Indenture (must be
appropriated for this purpose)



Annual surplus may be appropriated for any
County purpose

Item 7
Downtown Columbia
2nd Set-Aside Fund

Downtown Columbia - Second Set/Aside Projections Post-COVID (Updated on 11/18/2020)
Howard County, Maryland

Uses 3% interest rate for Arts Center ONLY, sets Arts Center at \$47.652M and delays Traffic by 1 year

	Fire Station	Library	Arts Center	Traffic Improvements	Transit Center	Schools	Total
Principal Amount	\$20,000,000	\$40,000,000	\$47,652,000	\$95,118,135	\$12,289,263	\$34,600,000	\$249,659,398
	FY2028	FY2025	FY2022	FY2032	FY2032	FY2030	
2018							\$0
							\$0
2019							\$0
							\$0
2020							\$0
							\$0
2021							\$0
							\$0
2022			\$1,592,868				\$1,592,868
			\$1,592,868				\$1,592,868
2023			\$1,592,868				\$1,592,868
			\$1,592,868				\$1,592,868
2024			\$1,592,868				\$1,592,868
			\$1,592,868				\$1,592,868
2025		\$1,527,095	\$1,592,868				\$3,119,963
		\$1,527,095	\$1,592,868				\$3,119,963
2026		\$1,527,095	\$1,592,868				\$3,119,963
		\$1,527,095	\$1,592,868				\$3,119,963
2027		\$1,527,095	\$1,592,868				\$3,119,963
		\$1,527,095	\$1,592,868				\$3,119,963
2028	\$763,548	\$1,527,095	\$1,592,868				\$3,883,511
	\$763,548	\$1,527,095	\$1,592,868				\$3,883,511
2029	\$763,548	\$1,527,095	\$1,592,868				\$3,883,511
	\$763,548	\$1,527,095	\$1,592,868				\$3,883,511
2030	\$763,548	\$1,527,095	\$1,592,868			\$1,320,937	\$5,204,448
	\$763,548	\$1,527,095	\$1,592,868			\$1,320,937	\$5,204,448
2031	\$763,548	\$1,527,095	\$1,592,868			\$1,320,937	\$5,204,448
	\$763,548	\$1,527,095	\$1,592,868			\$1,320,937	\$5,204,448
2032	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
2033	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
2034	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
2035	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
2036	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
2037	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
2038	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
2039	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
2040	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
2041	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
	\$763,548	\$1,527,095	\$1,592,868	\$3,631,361	\$469,172	\$1,320,937	\$9,304,981
2042	\$763,548	\$1,527,095		\$3,631,361	\$469,172	\$1,320,937	\$7,712,113
	\$763,548	\$1,527,095		\$3,631,361	\$469,172	\$1,320,937	\$7,712,113
2043	\$763,548	\$1,527,095	\$10,926,084	\$3,631,361	\$469,172	\$1,320,937	\$18,638,197
	\$763,548	\$1,527,095		\$3,631,361	\$469,172	\$1,320,937	\$7,712,113
2044	\$763,548	\$1,527,095		\$3,631,361	\$469,172	\$1,320,937	\$7,712,113
	\$763,548	\$1,527,095		\$3,631,361	\$469,172	\$1,320,937	\$7,712,113
2045	\$763,548			\$3,631,361	\$469,172	\$1,320,937	\$6,185,018
	\$763,548			\$3,631,361	\$469,172	\$1,320,937	\$6,185,018
2046	\$763,548			\$3,631,361	\$469,172	\$1,320,937	\$6,185,018
	\$763,548			\$3,631,361	\$469,172	\$1,320,937	\$6,185,018
2047	\$763,548			\$3,631,361	\$469,172	\$1,320,937	\$6,185,018
	\$763,548			\$3,631,361	\$469,172	\$1,320,937	\$6,185,018
2048				\$3,631,361	\$469,172	\$1,320,937	\$5,421,470
				\$3,631,361	\$469,172	\$1,320,937	\$5,421,470
2049				\$3,631,361	\$469,172	\$1,320,937	\$5,421,470
				\$3,631,361	\$469,172	\$1,320,937	\$5,421,470
2050				\$3,631,361	\$469,172		\$4,100,533
				\$3,631,361	\$469,172		\$4,100,533
2051				\$3,631,361	\$469,172		\$4,100,533
				\$3,631,361	\$469,172		\$4,100,533
Total	\$30,541,902	\$61,083,805	\$74,640,814	\$145,254,439	\$18,766,874	\$52,837,491	\$383,125,326

	Incremental Property Tax Revenue Available After Tax Credits				TIF Debt Service	TIF Debt Service	GO Bond Debt Service	Surplus/(Deficit)	Available Fund Balance
	A	B	C	D = A + B + C	E	G	H	D-E-G-H	
	Crescent Phase I Properties and Metropolitan	Crescent Phase II, Lakefront & Symphony Overlook	Remaining Downtown Plan Area	Incremental Revenue Available	2017 Issue \$48,225,000	2021 Issue - \$9,833,000	Downtown Columbia Projects		
2018	\$1,815,869	\$219,406	\$0	\$2,035,275	\$0	\$0	\$0	\$2,035,275	\$2,035,275
2019	\$3,173,879	\$450,146	\$0	\$3,624,025	\$0	\$0	(\$175,000)	\$3,449,025	\$5,484,300
2020	\$ 2,937,412	\$426,856	\$0	\$3,364,268	(\$2,102,219)	\$0	(\$2,500,000)	(\$1,237,951)	\$4,246,349
2021	\$ 3,466,024	\$490,478	\$0	\$3,956,502	(\$2,302,219)	\$0	\$0	\$1,654,283	\$5,900,632
2022	\$ 4,293,371	\$490,478	\$0	\$4,783,849	(\$2,194,219)	\$0	(\$3,185,737)	(\$596,107)	\$5,304,526
2023	\$ 4,454,555	\$490,478	\$0	\$4,945,033	(\$2,190,219)	(\$258,116)	(\$3,185,737)	(\$689,039)	\$4,615,487
2024	\$ 5,547,144	\$716,612	\$0	\$6,263,756	(\$2,571,219)	(\$547,233)	(\$3,185,737)	(\$40,433)	\$4,575,055
2025	\$ 6,654,524	\$1,541,078	\$0	\$8,195,602	(\$2,531,819)	(\$557,605)	(\$6,239,927)	(\$1,133,749)	\$3,441,306
2026	\$ 7,515,094	\$1,801,245	\$0	\$9,316,339	(\$2,923,219)	(\$568,348)	(\$6,239,927)	(\$415,155)	\$3,026,151
2027	\$ 8,630,540	\$ 2,733,539	\$0	\$11,364,079	(\$3,113,219)	(\$580,408)	(\$6,239,927)	\$1,430,525	\$4,456,677
2028	\$ 8,894,791	\$ 3,330,112	\$0	\$12,224,903	(\$3,144,219)	(\$591,680)	(\$7,767,022)	\$721,982	\$5,178,659
2029	\$ 9,097,352	\$ 4,015,980	\$0	\$13,113,332	(\$3,172,219)	(\$604,165)	(\$7,767,022)	\$1,569,926	\$6,748,585
2030	\$10,080,755	\$ 4,739,371	\$0	\$14,820,126	(\$3,195,656)	(\$615,758)	(\$10,408,896)	\$599,816	\$7,348,400
2031	\$10,283,792	\$ 5,441,644	\$0	\$15,725,436	(\$3,216,000)	(\$628,458)	(\$10,408,896)	\$1,472,082	\$8,820,482
2032	\$10,490,890	\$ 6,695,545	\$ 285,353	\$17,471,788	(\$3,233,250)	(\$640,160)	(\$18,609,962)	(\$5,011,584)	\$3,808,898
2033	\$10,702,130	\$ 7,726,603	\$ 1,652,656	\$20,081,389	(\$3,272,406)	(\$653,865)	(\$18,609,962)	(\$2,454,844)	\$1,354,054
2034	\$10,917,595	\$ 8,807,419	\$ 2,192,740	\$21,917,754	(\$3,282,438)	(\$666,415)	(\$18,609,962)	(\$641,061)	\$712,993
2035	\$11,137,369	\$ 9,298,365	\$ 3,957,643	\$24,393,377	(\$3,314,375)	(\$679,810)	(\$18,609,962)	\$1,789,230	\$2,502,223
2036	\$11,361,538	\$10,215,600	\$ 5,603,768	\$27,180,906	(\$3,337,813)	(\$692,945)	(\$18,609,962)	\$4,540,186	\$7,042,409
2037	\$11,590,191	\$10,834,360	\$7,410,072	\$29,834,623	(\$3,331,875)	(\$706,768)	(\$18,609,962)	\$7,186,018	\$14,228,426
2038	\$11,823,417	\$11,734,493	\$ 8,319,491	\$31,877,401	(\$3,372,656)	(\$721,173)	(\$18,609,962)	\$9,173,610	\$23,402,036
2039	\$12,061,307	\$12,318,069	\$10,231,768	\$34,611,144	(\$3,957,969)	(\$736,055)	(\$18,609,962)	\$11,307,158	\$34,709,194
2040	\$12,303,955	\$13,433,956	\$11,372,686	\$37,110,597	(\$4,013,750)	(\$750,310)	(\$18,609,962)	\$13,736,575	\$48,445,769
2041	\$12,551,456	\$14,058,359	\$13,353,652	\$39,963,467	(\$4,108,250)	(\$765,885)	(\$18,609,962)	\$16,479,370	\$64,925,139
2042	\$12,803,908	\$15,370,783	\$14,362,707	\$42,537,398	(\$4,192,625)	(\$780,623)	(\$15,424,226)	\$22,139,924	\$87,065,064
2043	\$13,061,408	\$15,783,504	\$14,877,457	\$43,722,369	(\$4,291,875)	(\$796,470)	(\$26,350,310)	\$12,283,714	\$99,348,778
2044	\$13,324,058	\$16,182,334	\$15,339,933	\$44,846,325	(\$4,379,875)	(\$812,270)	(\$15,424,226)	\$24,229,954	\$123,578,732
2045	\$13,591,961	\$16,887,933	\$15,684,980	\$46,164,874	(\$4,481,625)	(\$828,918)	(\$12,370,035)	\$28,484,296	\$152,063,028
2046	\$13,865,222	\$17,229,333	\$15,998,680	\$47,093,235	(\$3,821,000)	(\$845,255)	(\$12,370,035)	\$30,056,945	\$182,119,973
2047	\$14,143,949	\$17,943,368	\$16,318,654	\$48,405,971	(\$156,700)	(\$862,178)	(\$12,370,035)	\$35,017,058	\$217,137,030
2048	\$14,428,250	\$18,321,024	\$16,645,027	\$49,394,301	\$0	(\$879,528)	(\$10,842,940)	\$37,671,833	\$254,808,863
2049	\$14,718,237	\$18,706,233	\$16,977,927	\$50,402,397	\$0	(\$897,148)	(\$10,842,940)	\$38,662,309	\$293,471,172
2050	\$15,014,024	\$19,099,145	\$17,317,486	\$51,430,655	\$0	(\$914,880)	(\$8,201,066)	\$42,314,709	\$335,785,881
2051	\$15,315,726	\$19,499,916	\$17,663,836	\$52,479,478	\$0	(\$933,568)	(\$8,201,066)	\$43,344,844	\$379,130,726
	\$342,051,693	\$307,033,765	\$225,566,516	\$874,651,974	(\$89,204,928)	(\$20,515,995)	(\$385,800,326)	\$379,130,726	

Item 8
New Cultural Center
Construction Budget

NCC Construction Budget

Sources and Uses Table

	Phase 1-A Main Theater	Phase 1-B Parking Garage	Phase 2-A Visual and Performing Arts	Subtotal Commercial	Phase 2-B Residential	
Use of Funds	Commercial/County				Commission	Total
Construction costs (includes 10% contingency)*	25,052,225		20,695,316	45,747,541	45,033,207	90,780,748
Parking garage**		8,800,349		8,800,349	5,801,286	14,601,635
Land	1,441,000	1,441,000	1,441,000	4,323,000	2,877,000	7,200,000
FF&E	595,250		569,000	1,164,250		1,164,250
Soft costs (inc dev. fee)	2,225,328	670,815	1,930,150	4,826,293	5,623,023	10,449,316
Carry					1,208,482	1,208,482
Financing	139,400	40,000	270,600	450,000	4,731,100	5,181,100
Total uses of funds	29,453,203	10,952,164	24,906,066	65,311,433	65,274,098	130,585,531
Source of Funds	Commercial/County				Commission	Total
GO Bonds	28,000,000	1,652,000	25,000,000	54,652,000		54,652,000
TIF Bonds		9,833,000		9,833,000		9,833,000
State Grant	500,000			500,000		500,000
Donation	1,000,000			1,000,000		1,000,000
Housing Commission					65,274,098	65,274,098
Total sources of funds	29,500,000	11,485,000	25,000,000	65,985,000	65,274,098	131,259,098

Cost Savings Table

	Phase 1-A Main Theater	Phase 1-B Parking Garage	Phase 2-A Visual and Performing Arts	Subtotal Commercial
Value engineering & Gen. Cond.	1,718,200		1,405,800	3,124,000
Parking garage adjustment**		2,826,000		2,826,000
Deferred developer fee	350,000	350,000	350,000	1,050,000
Total	2,068,200	3,176,000	1,755,800	7,000,000

*Based on Arcardis estimates

**\$23,550/space (reduction of 120 spaces)

Value Engineering Detail

Itemization of Adjustments to ARCADIS' Construction Cost Analysis for the NCC

	TOTAL ATTRIBUTABLE <u>COMMERCIAL</u>	Phase I-A Main <u>Theater</u>	Phase 2-A Visual & <u>Performing Arts</u>
<u>Value Engineered Items*</u>			
Windows	1,232,873	678,080	554,793
HVAC	226,295	124,462	101,833
<u>General Conditions*</u>	1,270,131	698,572	571,559
<u>Future VE Savings**</u>	<u>394,701</u>	<u>217,086</u>	<u>177,615</u>
	3,124,000	#####	1,405,800

*Actual

**Estimate

Item 9

Arcadis Construction Cost Analysis

Project: Columbia Arts Center

Details: Basis of Estimate_rev 01 09 20

Building: Howard Co Arts Center MASTER

Description	Quantity	Unit	Subtotal	Factor	Total
The New Cultural Center					
Columbia, MD 21044					
AACE CLASS	3				
Building Size:	607,289	SF			
Property Size:	7.59	AC			
S.O.W. Schedule:	36.0	MO			
Clarifications			13 ea		13
Assumptions			15 ea		15
Exclusions			15 ea		15
Basis for Budgets			2 ea		2
Base Proposal:					
General Requirements	36.0	mo	3,052,626		3,052,626
Civil	7.59	ac	655,366		655,366
Landscape	36,736	sy	1,734,394		1,734,394
Dinner Theater Phase 1	51,529	sf	8,163,362		8,163,362
Visual & Performing Arts Center	81,174	sf	20,483,081		20,483,081
Parking Garage	261,506	sf	16,844,043		16,844,043
Residential	213,080	sf	32,107,545		32,107,545
Cost of Work Total					83,040,417
Cost of Work Escalation to Mid-Point of Constr	7.00	%	83,040,417	0.0700	5,812,829
COW SUBTOTAL WITH ESCALATION					88,853,246
Construction Contingency	10.00	%	83,040,417	0.1000	8,304,042
SUBTOTAL					97,157,288
Contractor Overhead	10.00	%	97,157,288	0.1000	9,715,729
Contractor Profit	4.00	%	97,157,288	0.0400	3,886,292
SUBTOTAL					110,759,308
Contractor Bonding	1.50	%	110,759,308	0.0150	1,661,390
Insurance	0.80	%	110,759,308	0.0080	886,074
Total Construction Cost					113,306,773
AACE CLASS (-%) Adjusted Direct Cost	-5.00	%	107,641,434		
AACE CLASS (+%) Adjusted Direct Cost	20.00	%	135,968,127		

Project: Columbia Arts Center

Details: Basis of Estimate_rev 01 09 20

Building: Howard Co Arts Center MASTER

	Description	Quantity	Unit	Subtotal	Total
	<u>CLARIFICATIONS</u>				
1	No details on Hvac piping				
2	No Details on theatre lighting				
3	No details on Plumbing piping layout				
4	No details on sprinkler piping layout				
5	No scope documents or Narratives were provided for preparation of estimate.				
6	Assumed 7% Escalation of costs to Mid Point of construction 3/2022				
7	No riser diagrams were available				
8	Capacity of VRF AC Unit in the schedule not developed				
9	Capacity and quantity of VRF Air Cooled Condensing Unit was not developed				
10	Boiler capacity in HP and MBH? This has not yet been developed				
11	Exhaust fan capacity in HP and MBH? This has not yet been developed				
12	Power and gravity ventilators capacity in HP and MBH? This has not yet been developed				
13	Mechanical questions answered. See mechanical estimator clarification list				
*					
	<u>ASSUMPTIONS</u>				
1	Assumed details on Concrete foundations				
2	Assumed details on concrete grade walls				
3	Assumed height of Operable partition				
4	Assumed details on metal screen at parking Garage				
5	Assumed no rock or bad soil conditions				
6	Assumed building to be demolished is one story				
7	Assumed construction of Demolished transformer building				
8	Assumed details on floor finishes in Residential area				
9	Assumed specs on repaving dtails				
10	Fire protection includes complete automatic sprnkler system with fire pump and jockey pumps.				
11	Plumbing includes plumbing fixtures, sanitary waste and vent, domestic cold and hot water storm drainage and miscellaneous plumbing system, submersible pumps, package gas booster system, grease interceptors, natural gas services, pipes and fittings, valves, water pressure booster pumps, in-line circulation pumps, elevator sump pumps				

Project: Columbia Arts Center

Details: Basis of Estimate_rev 01 09 20

Building: Howard Co Arts Center MASTER

	Description	Quantity	Unit	Subtotal	Total
12	HVAC includes boilers, chillers, chilled and hot water pumps and pipes, refrigerant pipes, air distribution supply, return and exhaust ductwork, kitchen exhaust ductwork, terminal VAV boxes with reheat coil, VRF system indoor and outdoor units, building generator exhaust and miscellaneous HVAC system, management controls, volume dampers, fire/smoke dampers, duct insulation, central air handling units, dedicated outside rooftop units, unit ventilation and exhaust fans.				
13	Decorative wall and Feature wall details not available.				
14	Assumed chain link fence for Green screen wall.				
15	Assumed 60 oz heavy traffic nylon carpet tiles in residential.				
*					
	<u>EXCLUSIONS</u>				
1	Excluded furnishings				
2	Excluded theatre equipment				
3	Excluded any theatre seating				
4	Excluded concrete at orchestra Pit				
5	Excluded concrete and soils testing				
6	Excluded any stream relocation				
7	Excluded Bridges				
8	Excluded any electrical tie in fees				
9	Excluded sanitary sewer				
10	Excluded all land acquisition costs				
11	Excluded Sediment and Erosion control measures				
12	Excluded any tree removal				
13	Excluded any fees for permits or licenses				
14	Commercial Oil-Fired Water Heaters				
15	Environmental Control Air Conditioning Unit				
*					
	<u>BASIS OF BUDGET</u>				
	Design Development Drawings volume 1, 2 3 dated March 19, 2017 considered 65% complete, 242 drawings				
	Project manual Volume 1 and 2 dated 3-10-2017				

Project Summary Breakout

Project: Columbia Arts Center

Details: General Requirements

Building: Howard Co Arts Center MASTER

Code	Description	Quantity	Unit	Rate	Subtotal	Total
General Requirements						
	STAFFING & OPERATIONS	156	wks	15,909.42	2,479,961	2,479,961
	TRAVEL EXPENSES	36	mo	2,274.17	81,870	81,870
	PROFESSIONAL SERVICES	1	ls	30,025.00	30,025	30,025
	SITE ACCOMMODATION	36	mo	1,003.50	36,126	36,126
	OFFICE EQUIPMENT & CONSUMABLES	36	mo	534.72	19,250	19,250
	UTILITIES	36	mo	811.11	29,200	29,200
	COMMUNICATIONS	36	mo	683.33	24,600	24,600
	MISCELLANEOUS EQUIPMENT	156	wks	63.51	9,900	9,900
	PERMITS AND FEES	1	ls	200.00	200	200
	SECURITY AND SAFETY	156	wks	1,218.67	189,966	189,966
	CLEAN UP	607,289	sf	0.24	146,528	146,528
	CLOSE OUT	1	ls	5,000.00	5,000	5,000

Project: Columbia Arts Center
Building: Civil Package

Details: Civil Package
Work 5'0" outside building pad

Code	Description	Quantity	Unit	Rate	Total
Civil Package					
	Site Area	7.59	acre		
	<u>Description</u>				<u>Total Cost</u>
02	Site Construction	7.6	ac	86,346.01	655,366
	Cost of Work Total				655,366
	Cost of Work Escalation to Mid-Point of Constr	4.00	%		26,215
	COW SUBTOTAL WITH ESCALATION				681,581
	Construction Contingency	10.00	%		68,158
	SUBTOTAL				749,739
	Contractor Overhead	10.00	%		74,974
	Contractor Profit	4.00	%		29,990
	SUBTOTAL				854,702
	Contractor Bonding	1.50	%		12,821
	Insurance	0.80	%		6,838
	Total Construction Cost				874,361
	AACE CLASS (-%) Adjusted Direct Cost	-5.00	%	0.9500	
	AACE CLASS (+%) Adjusted Direct Cost	20.00	%	1.2000	

Project: Columbia Arts Center
Building: Howard Co Arts Center MASTER

Details: Civil Package
Work 5'0" outside building pad

Code	Description	Quantity	Unit	Rate	Total
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02 Site Construction

Demolitions

	Demolition				
	Demolish asphalt parking lot	6,703	SY	6.00	40,218
	Disposal	1,117	CY	18.00	20,106
	Remove Electrical Transformer building	1	ls	10,000.00	10,000

Pavings

	Paving				
	Paving P4 (assume 2")	1,261	SY	9.11	11,488
	Paving P3 (assume 2')	950	SY	9.11	8,655
	concrete Paving (assume 6")	152	SY	40.00	6,080
	Mill and Overlay	420	SY	11.00	4,620
	Mob and demob	1	LS	3,000.00	3,000
	Assume 12" stone Base	2,363	SY	9.19	21,716

Drainage Structures and Piping

	Drainage structures				
	Storm catch Basins	4	ea	4,220.00	16,880
	Storm 12" Drains	2	ea	125.00	250
	Storm sewer Manholes	2	ea	5,000.00	10,000
	Manhole contech cds 2015	1	ea	60,000.00	60,000
	5" HDPE pipe	12	ft	7.50	90
	12" HDPE Pipe	91	ft	13.00	1,183
	18" HDPE pipe	608	ft	22.00	13,376
	24" HDPE Pipe	20	ft	31.00	620
	Excavation and Backfill	731	cy	15.00	10,965
	4" slotted PVC piping	229	lf	14.00	3,206
	Trench drains	166	lf	200.00	33,200

SUBTOTAL 275,652

Project: Columbia Arts Center
Building: Howard Co Arts Center MASTER

Details: Civil Package
Work 5'0" outside building pad

Code	Description	Quantity	Unit	Rate	Total
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02 Site Construction
(Continued)
Stone Curbs & Edging

	Curbing				
	Curb & Gutter	1,762	ft	20.00	35,240

Chain Link Fence & Gates

	Fencing				
	Assumed 8' h Chain link fence	250	lf	46.00	11,500

Water Lines

	Water Utilities				
	Under ground water lines 8" DIP	615	lf	86.00	52,890
	Excavation and backfill	615	cy	15.00	9,225
	Patch paving	273	sy	15.00	4,100
	Sawcut paving	1,230	lf	2.00	2,460
	8" Tees	2	ea	1,335.00	2,670
	8" tapping valve	1	ea	1,304.00	1,304
	Hydrant	1	ea	3,525.00	3,525

SUBTOTAL 122,914

Project: Columbia Arts Center
Building: Howard Co Arts Center MASTER

Details: Civil Package
Work 5'0" outside building pad

Code	Description	Quantity	Unit	Rate	Total
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02 Site Construction

	Demolitions				70,324
	Pavings				55,558
	Drainage Structures and Piping				149,770
	Stone Curbs & Edging				35,240
	Chain Link Fence & Gates				11,500
	Concrete site walls 250 lf	28	CY	600.00	16,800
	Water Lines				76,174
	Site provisions	1	allow	40,000.00	40,000
	Temporary walkways	1	Allow	100,000.00	100,000
	Traffice allowances	1	allow	100,000.00	100,000

SUBTOTAL 655,366

Project: Columbia Arts Center
Building: Landscape

Details: Landscape Package
Piping, Equipment, Tanks, Instrumentation

Code	Description	Quantity	Unit	Rate	Total
Landscape					
	Landscape Area	1.0	sqft		
	Site Area	7.59	acre		
02 Exterior Improvements Planting		7.59	acre		874,260
26 Electrical Site Lighting		7.59	acre		310,000
32 Hard Scape		7.59	acre		550,134
	Cost of Work Total				1,734,394
	Cost of Work Escalation to Mid-Point of Constr	4.00	%		69,376
	COW SUBTOTAL WITH ESCALATION				1,803,770
	Construction Contingency	10.00	%		180,377
	SUBTOTAL				1,984,147
	Contractor Overhead	10.00	%		198,415
	Contractor Profit	4.00	%		79,366
	SUBTOTAL				2,261,927
	Contractor Bonding	1.50	%		33,929
	Insurance	0.80	%		18,095
	Total Construction Cost				2,313,952
	AACE CLASS (-%) Adjusted Direct Cost	-5.00	%	0.9500	
	AACE CLASS (+%) Adjusted Direct Cost	20.00	%	1.2000	

Project: Columbia Arts Center
Building: Landscape

Details: Landscape Package
Piping, Equipment, Tanks, Instrumentation

Code	Description	Quantity	Unit	Rate	Subtotal	Total
02 Exterior Improvements Planting						
	Subterranean Drip Irrigation	13,458	ft2	2.00	26,916	26,916
	Tree Bubbler irrigation-Ground LEVEL A&B (2BUBBLERS PER TREE)	84	ft2	2.00	168	168
	Subterranean drip Irrigation-Level 3	9,310	ft2	2.00	18,620	18,620
	INSULATION 2" THICKNESS ,REF.DETAILS	118	ft2	2.00	236	236
	INSULATION 5" THICKNESS,REF.DETAILS	15,260	ft2	2.00	30,520	30,520
	INSULATION 8" THICKNESS,REF.DETAILS	5,461	ft2	2.00	10,922	10,922
	INSULATION 8"-30"+ THICKNESS,REF.DETAILS	120	ft2	2.00	240	240
	INSULATION 12"-14"+ THICKNESS,REF.DETAILS	2,040	ft2	2.00	4,080	4,080
	INSULATION 8"-14"+ THICKNESS,REF.DETAILS	358	ft2	2.00	716	716
	STRUCTURAL SOIL	719	ft2	50.00	35,950	35,950
	8" INTENSIVE PLANTING MEDIA	2,612	ft2	50.00	130,600	130,600
	8"-18" INTENSIVE PLANTING MEDIA	1,820	ft2	50.00	91,000	91,000
	18"-36" INTENSIVE PLANTING MEDIA	2,332	ft2	50.00	116,600	116,600
	36"+ INTENSIVE PLANTING MEDIA	2,284	ft2	50.00	114,200	114,200
	Carex morrowii `Ice Dance` Ice Dance Japanese Sedge	558	EA	5.00	2,790	2,790
	Hakonechloa macra Japanese Forest Gr ass	911	EA	50.00	45,550	45,550
	Muhlenbergia capillaris Pink Muhly	108	EA	30.00	3,240	3,240
	Nassella tenuissima Texas Needle Grass	54	EA	30.00	1,620	1,620
	Schizachyrium scoparium `Standing Ovation` Little Bluestem Grass	97	EA	30.00	2,910	2,910
	Bouteloua gracilis Blue Grama	413	EA	30.00	12,390	12,390
	Carex flacca `Blue Zinger` Blue Sedge	2,307	EA	23.00	53,061	53,061
	Pennisetum alopecuroides `Hameln` Hameln Dwarf Fountain Grass	64	EA	40.00	2,560	2,560
	Sesleria autumnalis Autumn Moor Grass	501		24.00	12,024	12,024
	LAWN-Dinner	5,703	ft2	4.00	22,812	22,812
	LAWN -Public terrace-Dinner	399	ft2	4.00	1,596	1,596
	LAWN - Entry enlargement-Dinner	221	ft2	4.00	884	884
	SEDUM PLANTING - LEVEL 3-CLUBHOUSE TERRACE-Arts	229	ft2	15.00	3,435	3,435
	SEDUM PLANTING - LEVEL 3-PUBLIC TERRACE-Dinner	1,546	ft2	15.00	23,190	23,190
	SEDUM PLANTING - LEVEL 3-RESIDENTIAL COURTYARD-Residential	758	ft2	15.00	11,370	11,370
	Hosta x `Fire and Ice`Plantain Lily	117	EA	55.00	6,435	6,435
	Betula nigra `Cully` B & B 3"Cal Single Stemmed Heritage River Birch	2	EA	330.00	660	660
	Nyssa sylvatica Black Gum	7	EA	1,000.00	7,000	7,000

Project: Columbia Arts Center
Building: Landscape

Details: Landscape Package
Piping, Equipment, Tanks, Instrumentation

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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02 Exterior Improvements Planting

(Continued)

Ulmus americana `Princeton	American Elm	9	EA	520.00	4,680	4,680
Acer rubrum .	Red Maple	3	EA	1,000.00	3,000	3,000
Amelanchier canadensis	Canadian Serviceberry	7	EA	300.00	2,100	2,100
Acer griseum	Paperbark Maple	10	EA	300.00	3,000	3,000
Acer palmatum `Sango Kaku`	Coral Bark Maple	5	EA	300.00	1,500	1,500
Hamamelis virginiana	Stems Common Witch Hazel	1	EA	300.00	300	300
Chamaecyparis thyoides	Atlantic White Cedar	5	EA	350.00	1,750	1,750
Ilex x `Nellie R Stevens`	Nellie Stevens Holly	10	EA	500.00	5,000	5,000
Metasequoia glyptostroboides	Dawn Redwood	2	EA	400.00	800	800
Cercis canadensis `Oklahoma	Oklahoma Redbud	4	EA	300.00	1,200	1,200
Cornus florida rubra	Pink Flowering Dogwood	1	EA	300.00	300	300
Crataegus viridis `Winter King`	Winter King` Hawthorn	3	EA	500.00	1,500	1,500
Abelia x `Rose Cree	Rose Creek Abelia	20	EA	25.00	500	500
Aesculus parviflora	Bottlebrush Buckeye	4	EA	100.00	400	400
Buxus microphylla `Winter Ge	Globe Winter Gem Boxwood	10	EA	25.00	250	250
Buxus x `Green Gem	Green Gem Boxwood	26	EA	25.00	650	650
Buxus x `Green Mountain	Boxwood	8	EA	25.00	200	200
Cornus sericea `Artic Fire	Artic Fire Dogwood	56	EA	45.00	2,520	2,520
Deutzia gracilis `Nikko	Slender Deutzia	46	EA	25.00	1,150	1,150
Fothergilla gardenii	Dwarf Fothergilla	40	EA	25.00	1,000	1,000
Hydrangea quercifolia	Oakleaf Hydrangea	28	EA	25.00	700	700
Itea virginica `Little Henry`	TM Virini wir	30	EA	25.00	750	750
Rhododendron x `Delaware Valley	White Delaware Valley	59	EA	25.00	1,475	1,475
Rhus aromatica `Gro-Low`	Gro-Low Fragrant Sumac	42	EA	25.00	1,050	1,050
Sarcococca hookeriana humilis	Sweet Box	31	EA	25.00	775	775
Viburnum carlesii `Aurora`	Korean Spice Viburnum	16	EA	25.00	400	400
Buxus sempervirens `Jensen	Jensen Boxwood	48	EA	25.00	1,200	1,200
Ilex verticillata `Red Sprite`	Red Sprite Winterberry	9	EA	25.00	225	225
Ilex verticillata `Apollo`	Winterberry	2	EA	25.00	50	50
Clethra alnifolia	Summersweet Clethra	13	EA	60.00	780	780
Ilex verticillata `Jim Dandy`	Jim Dandy Winterberry	4	EA	50.00	200	200
Ilex verticillata `Maryland Beauty`	Winterberry	22	EA	50.00	1,100	1,100
Itea virginica `Henry`s Garnet`	Henry`s Garnet Sweetspire	13	EA	50.00	650	650
Bignonia capreolata	Cross Vine	12	EA	20.00	240	240

Project: Columbia Arts Center

Building: Landscape

Details: Landscape Package

Piping, Equipment, Tanks, Instrumentation

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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02 Exterior Improvements Planting

(Continued)

Campsis radicans `Flamenco` Crimson Trumpet Vine	11	EA	20.00	220	220
Parthenocissus quinquefolia Virginia Creeper	15	EA	20.00	300	300
Carex amphibola Creek Sedge	149	EA	10.00	1,490	1,490
Carex stricta Tussock Sed ge	153	EA	10.00	1,530	1,530
Iris versicolor Blue Flag	85	EA	10.00	850	850
Packera aurea Golden Groundsel	187	EA	10.00	1,870	1,870
Panicum virgatum `Shenandoah` Switch Grass	171	EA	10.00	1,710	1,710
Physostegia virginiana `Pink Manners` Obedient Plant	42	EA	10.00	420	420
Hemerocallis x `Stella de Oro`Daylily	665	EA	10.00	6,650	6,650
Liriope muscari `Big Blue` Bi Bl Liltrf	512	EA	10.00	5,120	5,120
Nepeta x faassenii `Walkers Low`Walkers Low Catmint	77	EA	10.00	770	770
Pycnanthemum muticum Clustered Mountainmint	156	EA	10.00	1,560	1,560
Rudbeckia fulgida Coneflower	107	EA	10.00	1,070	1,070
Salvia nemorosa `Blue Hil`Woodland Sage	169	EA	10.00	1,690	1,690
Solidago sphacelata `Golden Fleece` Autumn Goldenrod	52	EA	10.00	520	520
Allium schoenoprasum Common Chives	508	EA	10.00	5,080	5,080
Helleborus orientalis `Brandywine` Brandywine Lenten Rose Mix	199	EA	10.00	1,990	1,990
Heuchera micrantha `Plum Pudding` Alum Root	120	EA	10.00	1,200	1,200
Hosta x `Paul`s Glory` Paul`s Glory Plantain Lily	56	EA	10.00	560	560
Tiarella cordifolia `Running Tapestry` Foamflower	205	EA	10.00	2,050	2,050
Cyrtomium falcatum `Rochfordianum`Hollyfern	117	EA	10.00	1,170	1,170
Dryopteris erythrosora `Brilliance` Autumn Fern	75	EA	10.00	750	750

26 Electrical Site Lighting

ML1	12	no	700.00	8,400	8,400
ML2	21	no	700.00	14,700	14,700
ML17-BOLLARD	12	no	700.00	8,400	8,400
PL1A-POST LIGHT	1	no	7,000.00	7,000	7,000
PL1-POST LIGHT	12	no	7,000.00	84,000	84,000
DL2	3	no	550.00	1,650	1,650
DL3	5	no	550.00	2,750	2,750
CL2	2	no	550.00	1,100	1,100
DL2-TERRACE	1	no	500.00	500	500
ML1-TERRACE	16	no	700.00	11,200	11,200
ML4-TERRACE	45	no	700.00	31,500	31,500

Project: Columbia Arts Center
Building: Landscape

Details: Landscape Package
Piping, Equipment, Tanks, Instrumentation

Code	Description	Quantity	Unit	Rate	Subtotal	Total
26 Electrical Site Lighting						<i>(Continued)</i>
	ML10-TERRACE	2	no	700.00	1,400	1,400
	ML17-BOLLARD	12	no	700.00	8,400	8,400
	PL2-TERRACE	3	no	7,000.00	21,000	21,000
	TL1-TERRACE	2	no	600.00	1,200	1,200
	CL2-RESIDENTIAL COURTYARD	1	no	500.00	500	500
	LL1-RESIDENTIAL COURTYARD	5	no	700.00	3,500	3,500
	ML1-RESIDENTIAL COURTYARD	21	no	700.00	14,700	14,700
	ML18-RESIDENTIAL COURTYARD	3	no	700.00	2,100	2,100
	ML3A-RESIDENTIAL COURTYARD	10	no	700.00	7,000	7,000
	ML6- Clubhouse Terrace	7	no	700.00	4,900	4,900
	ML5- Clubhouse Terrace	1	no	700.00	700	700
	ML1- Clubhouse Terrace	10	no	700.00	7,000	7,000
	ML3A- Clubhouse Terrace	8	no	700.00	5,600	5,600
	ML7- Clubhouse Terrace	2	no	700.00	1,400	1,400
	4" PVC PERFORATED PIPE (ABOVE SLAB)-TERRACE	306	ft	20.00	6,120	6,120
	DRAIN IN PLANTER OR PAVING-TERRACE	15	no	500.00	7,500	7,500
	DRAIN IN STRUCTURAL SLAB-TERRACE	3	no	500.00	1,500	1,500
	ALL-WETHER GFCI OUTLET (WALL MOUNT)-TERRACE	2	no	300.00	600	600
	WALL OR YARD HYDRANT-TERRACE	8	no	600.00	4,800	4,800
	ALL- WEATHER GFCI OUTLET (STAKE MOUNT)-TERRACE	4	no	400.00	1,600	1,600
	4" PVC PERFORATED PIPE (ABOVE SLAB)-RESIDENTIAL COURTYARD	224	ft	20.00	4,480	4,480
	ALL-WEATHER GFCI OUTLET (STAKE MOUNT)-RESIDENTIAL COURTYARD	3	no	400.00	1,200	1,200
	ALL-WEATHER GFCI OUTLET (WALL MOUNT)-RESIDENTIAL COURTYARD	15	no	300.00	4,500	4,500
	WALL OR YARD HYDRANT-RESIDENTIAL COURTYARD	8	no	600.00	4,800	4,800
	DRAIN IN PLANTER OR PAVING-RESIDENTIAL COURTYARD	15	no	500.00	7,500	7,500
	DRAIN IN STRUCTURAL SLAB-RESIDENTIAL COURTYARD	4	no	500.00	2,000	2,000
	4" PVC PERFORATED PIPE(ABOVE SLAB)- Clubhouse Terrace	110	ft	20.00	2,200	2,200
	ALL- WEATHER GFCI OUTLET (WALL MOUNT)- Clubhouse Terrace	7	no	300.00	2,100	2,100
	ALL-WEATHER GFCI OUTLET (STAKE MOUNT)- Clubhouse Terrace	0	no	400.00	0	0
	DRAIN IN PLANTER OR PAVING- Clubhouse Terrace	12	no	500.00	6,000	6,000
	DRAIN IN STRUCTURAL SLAB- Clubhouse Terrace	5	no	500.00	2,500	2,500

Project: Columbia Arts Center
Building: Landscape

Details: Landscape Package
Piping, Equipment, Tanks, Instrumentation

Code	Description	Quantity	Unit	Rate	Subtotal	Total
32 Hard Scape						
	Concrete sidewalk -4" concrete-6"x6" w2.1xw2.1 wwm-4"graded	4,646	ft2	6.30	29,270	29,270
	concrete unit paver-veh-1 1/2"open graded-unit paver 1/16"-6" concrete base -4" graded aggregate	651	ft2	29.00	18,879	18,879
	lightweight concete-4" concrete-6"x6"-aggregate finish-PUBLIC TERRACE-Dinner Theater	1,580	ft2	6.30	9,954	9,954
	lightweight concete-4" concrete-6"x6"-aggregate finish -RESIDENTIAL COURTYARD	325	ft2	6.30	2,048	2,048
	lightweight concrete-concrete pav-6" concrte ,medium-6"graded-RESIDENTIAL COURTYARD	797	ft2	6.30	5,021	5,021
	lightweight concrete-concrete pav-6" concrte ,medium-6"graded-CLUBHOUSE TERRACE- Arts	131	ft2	6.30	825	825
	Porcelain tile-pedestral system-4" concrete-1/4"x1/4" depth- 6"x6" w2.1xw2.1 -4" graded -PUBLIC TERRACE-Dinner	540	ft2	15.45	8,343	8,343
	Porcelain tile-pedestral system-4" concrete-1/4"x1/4" depth- 6"x6" w2.1xw2.1 -4" graded -CLUBHOUSE TERRACE-Arts	1,460	ft2	15.45	22,557	22,557
	Porcelain tile-pedestral system-4" concrete-1/4"x1/4" depth- 6"x6" w2.1xw2.1 -4" graded -RESIDENTIAL COURTYARD	2,249	ft2	15.45	34,747	34,747
	Concretel -6" slab concrete-1/4"widx1/4 depth-ground-Residential	1,390	ft2	6.30	8,757	8,757
	Concrete sidewalk -4" concrete-6"x6" w2.1xw2.1 wwm-4"graded-ENTRY ENLARGEMENT	583	ft2	6.30	3,673	3,673
	concrete unit paver-veh-1 1/2"open graded-unit paver 1/16"-6" concrete base -4" graded aggregate-ENTRY	1,489	ft2	29.00	43,181	43,181
	Porcelain tile(structural soil section-ENTRY ENLARGMENT	640	ft2	15.45	9,888	9,888
	porcelain tile-ped- 1/8" mortar joint-4"concrte 6"x6"-4"grade-ENTRY ENLARGEMENT	4,980	ft2	15.45	76,941	76,941
	CURB-PRECASE CONCRETE	106	ft	21.00	2,226	2,226
	Decorative River Rock 4"	693	ft2	20.00	13,860	13,860
	Decorative River Rock 4"-CLUBHOUSE TERRACE	368	ft2	20.00	7,360	7,360
	DECORATIVE SCREEN WALL-ART PLACEHOLDER	86	ft	237.00	20,382	20,382
	Wood Deck-joist top pedestal system-expansion joint-1/2" wid fiber expansion joint wateral	3,823	ft2	20.00	76,460	76,460
	FEATURE WALL-MASONRY VENEER	47	ft	237.00	11,139	11,139
	Decorative River Rock 4"- RESIDENTIAL COURTYARD	319	ft2	20.00	6,380	6,380
	Concrete Footing- 2' widex1' thick	4.3	cy	800.00	3,440	3,440
	Stone Cap-3"thick X 1'3" wide	58	ft	45.00	2,610	2,610
	Brick veneer	174	sf	17.00	2,958	2,958
	Stone Base	4	cy	11.00	47	47
	Concrete Block-8"	75	sf	8.65	649	649

Project: Columbia Arts Center

Details: Landscape Package

Building: Landscape

Piping, Equipment, Tanks, Instrumentation

Code	Description	Quantity	Unit	Rate	Subtotal	Total
32 Hard Scape						(Continued)
	Concrete Block-12"	75	sf	13.35	1,001	1,001
	Concrete Footing	12	yd3	800.00	9,600	9,600
	Stone Base	9	yd3	11.00	99	99
	SEATWALL-STONE BLOCK-24" WX5'LX24"D- 6" Reinforced Concret	160	ft	100.00	16,000	16,000
	Concrete Slab Foundation	9	yd3	800.00	7,200	7,200
	Concrete Footing	11	yd3	800.00	8,800	8,800
	Stone cap-3"thick by 1'3" wide	154	ft	45.00	6,930	6,930
	Brick veneer	616	ft2	17.00	10,472	10,472
	Concrete Block-12"	200	ft2	13.35	2,670	2,670
	Concrete Block-8"	400	ft2	8.65	3,460	3,460
	excavation abd backfill	154	yd3	15.00	2,310	2,310
	flashing	308	ft2	5.00	1,540	1,540
					36,182	36,182
	GREEN SCREEN GROUND LEVEL B	891	ft	25.00	22,275	22,275

Project: Columbia Arts Center

Details: Dinner Theater

Building: Howard Co Arts Center MASTER

Cod e	Description	Quantity	Unit	Rate	Total
Dinner Theater					
	Building Area	26,930.0	sqft		
	<u>Description</u>				<u>Total Cost</u>
01	Demolition	24,930	sf	2.17	54,000
02	Site Construction	26,930.0	sf	12.94	348,400
03	Concrete	26,930.0	sf	25.89	697,325
04	Masonry	26,930.0	sf	35.92	967,317
05	Metals	26,930.0	sf	63.17	1,701,199
07	Thermal and Moisture Protection	26,930.0	sf	2.37	63,908
08	Doors and Windows	26,930.0	sf	6.40	172,390
09	Finishes	26,930.0	sf	50.00	1,346,500
10	Specialties	26,930.0	sf	1.86	50,000
11	Equipment	26,930.0	sf	1.61	43,326
14	Conveyor	26,930.0	sf	7.02	189,000
15	Mechanical	26,930.0	sf	70.95	1,910,747
16	Electrical	26,930.0	sf	25.00	673,250
	Cost of Work Total				8,163,362
	Cost of Work Escalation to Mid-Point of Constr	4.00	%		326,534
	COW SUBTOTAL WITH ESCALATION				8,489,896
	Construction Contingency	10.00	%		848,990
	SUBTOTAL				9,338,886
	Contractor Overhead	10.00	%		933,889
	Contractor Profit	4.00	%		373,555
	SUBTOTAL				10,646,330
	Contractor Bonding	1.50	%		159,695
	Insurance	0.80	%		85,171
	Total Construction Cost				10,891,195
	AACE CLASS (-%) Adjusted Direct Cost	-5.00	%		
	AACE CLASS (+%) Adjusted Direct Cost	20.00	%		

Project: Columbia Arts Center

Details: Dinner Theater

Building: Howard Co Arts Center MASTER

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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01 Demolition

	Demolition- tobys	2,700	Sf	20.00	54,000	54,000
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02 Site Construction

	Demolish existing toby's restaurant	2,700	sf	20.00	54,000	54,000
	Earthwork and disposal	12,187	CY	33.00	182,800	182,800
	sheeting and shoring	14,880	Sf	7.50	111,600	111,600

03 Concrete

	Concrete columns CIP	165	VLF	433.00	71,445	71,445
	concrete basement slab 5"	4,854	sf	4.50	21,843	21,843
	Concrete footings	48	cy	800.00	38,400	38,400
	Upper roof slab on metal deck	16,452	SF	4.64	76,337	76,337
	Grade walls	196	CY	800.00	156,800	156,800
	Concrete floor 10" Post Tensioned	4,362	sf	50.00	218,100	218,100
	Concrete metal stair pans	960	lf	51.50	49,440	49,440
	Concrete for stair landings	1,040	sf	24.00	24,960	24,960
	Misc concrete stairs	1	ls	40,000.00	40,000	40,000

04 Masonry

	<u>Masonry Units</u>					
	8" CMU at stairways	5,056	sf	8.60	43,482	43,482
	8" CMU - EXT backup for stone veneer	28,408	Sf	8.60	244,309	244,309
	8" CMU Basement	11,245	SF	8.60	96,707	96,707
	8" CMU area a Level 1	7,812	SF	8.60	67,183	67,183
	8" CMU at Elevator shafts	3,002	sf	8.60	25,817	25,817
	<u>Masonry Assemblies</u>					
	STONE VENEER	6,653	ft2	70.00	465,740	465,740
	cast stone-1' 7 1/4" wid-coping atop masonry-sills and accent bands	344	ft	70.00	24,079	24,079

05 Metals

5500	Miscellaneous Metal					
5510	Metal Stairs	240	risers	770.00	184,800	184,800
5512	Metal floor Framing	221	Tons	4,000.00	884,000	884,000
5521	Steel Handrails & Railings	392	LF	33.00	12,936	12,936
5522	Aluminum Handrails & Railings					
	<u>Metal Fabrications</u>					
	Metal Decking	26,960	SF	5.00	134,800	134,800

Project: Columbia Arts Center

Details: Dinner Theater

Building: Howard Co Arts Center MASTER

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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05 Metals

(Continued)

	Steel columns	41	Tons	4,000.00	164,000	164,000
	Metal stair landings	1,040	sf	109.00	113,360	113,360
	<u>Ornamental Metal</u>					
	Balcony 1-steel channel fascia & guardrail with perforated metal infill-art center	113	ft2	335.00	37,818	37,818
	Glass Guard Rail	565	ft2	300.00	169,485	169,485

07 Thermal and Moisture Protection

	Roof Insulation	16,452	sf	1.11	18,262	18,262
	Single Ply Membrane Roofing System	16,452	SF	2.58	42,446	42,446
	<u>Shingles, Roof Tiles, & Roof Coverings</u>					
	Metal wall panel 1- Dinner theater	64	ft2	50.00	3,200	3,200

08 Doors and Windows

	<u>Doors and Frames</u>					
	8'x7' Single Flush HM	4	no	940.00	3,760	3,760
	6'x7' Single Flush HM	3	no	682.50	2,048	2,048
	5'x7' Single Flush HM	4	no	623.50	2,494	2,494
	3'x7' Single Flush HM	22	no	483.50	10,637	10,637
081213259000	Door frames, minimum labor/equipment charge	1	job	781.50	782	782
081213132800	Frames, steel, knock down, hollow metal, single, 14 ga., up to 3-7/8" deep, 3'-0" x 7'-0"	22	ea.	375.50	8,261	8,261
081213134440	Frames, steel, knock down, hollow metal, double, 14 ga., 8-3/4" deep, 7'-0" h x 8'-0" w	11	ea.	591.00	6,501	6,501
	<u>Entrances and Storefronts</u>					
081116100280	Doors & frames, aluminum, entrance, narrow stile, clear finish, 5'-0" x 7'-0" opening, incl. standard hardware, excl. glass	4	ea.	2,520.00	10,080	10,080
081116100300	Doors & frames, aluminum, entrance, narrow stile, clear finish, 6'-0" x 7'-0" opening, incl. standard hardware, excl. glass	3	ea.	2,400.00	7,200	7,200
081116100600	Doors & frames, aluminum, entrance, wide stile, clear finish, 7'-0" x 7'-0" opening, incl. standard hardware, excl. glass	4	pr.	4,050.00	16,200	16,200
081116100020	Doors & frames, aluminum, entrance, narrow stile, clear finish, 3'-0" x 7'-0" opening, incl. standard hardware, excl. glass	22	ea.	1,770.00	38,940	38,940
	<u>Glass Glazing</u>					
	CW13A-28' 1"H/21'9"WID-DINNER THEATER	1	no	58,388.00	58,388	58,388
	W2-6'H/6'8"WID-DINNER THEATER	4	no	1,420.00	5,680	5,680
	W3-6'H/6'8"WID-DINNER THEATER	1	no	1,420.00	1,420	1,420

Project: Columbia Arts Center

Details: Dinner Theater

Building: Howard Co Arts Center MASTER

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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09 Finishes

9220	Cement Plaster					
9310	Ceramic Tiling					
9510	Acoustical Panel Ceiling					
9611	Concrete Hardener					
9840	Acoustical Panels					
9900	Paints & Coatings					
9910	Protective Coatings for Concrete					
9920	Penetrating Sealer for Concrete					
	Finishes, partitions , Paint , ceiling and flooring, terrazzo, sprung epoxy	26,930	SF	50.00	1,346,500	1,346,500

10 Specialties

10155	Toilet Compartments					
10200	Louvers & Vents					
10400	Identification Devices					
10500	Lockers & Benches					
10522	Portable Fire Protection Equipment					
10800	Toilet & Bath Accessories					
	Operable Partition 30' x 15'	450	Sf	100.00	45,000	45,000
	Steel support	1	LS	5,000.00	5,000	5,000

11 Equipment

<u>Food Preparation Appliances</u>						
114683106060	Ice cube maker, commercial kitchen equipment, with bin, 500 lbs./day	1	ea.	5,400.00	5,400	5,400
114210101840	Coffee brewers, commercial kitchen equipment, 5 burner	1	ea.	1,311.00	1,311	1,311
114113208340	Refrigerators, commercial kitchen equipment, reach-in, 3 compartment	1	ea.	6,675.00	6,675	6,675
114113208380	Refrigerators, commercial kitchen equipment, pre-fab, 8' x 20', with refrigeration	1	ea.	23,650.00	23,650	23,650
113013246700	Washing machine, residential appliances, automatic, maximum	1	ea.	2,285.00	2,285	2,285
113013256780	Dryer, electric, automatic, front-loading, energy-star qualified, maximum	1	ea.	2,235.00	2,235	2,235
113013166790	Refrigerator, energy star qualified, 18 CF, minimum	1	ea.	900.00	900	900
113013151300	Microwave ovens, residential appliances, 1.5 C.F., maximum	1	ea.	870.00	870	870
	Copier					
	Beverage Center					

Project: Columbia Arts Center

Details: Dinner Theater

Building: Howard Co Arts Center MASTER

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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11 Equipment

(Continued)

Package System Mail Room
Poer/USB Trough
Pull out Power Unit
Fitness On Demand
Warming Drawer
Wall Mounted Security Box

14 Conveyor

Hydraulic Elevators

Hydraulic elevator 7 stops	1	EA	189,000.00	189,000	189,000
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15 Mechanical

Fire Protection

Automatic fire sprinkler system

Automatic fire sprinkler system - complete	26,930.0	SF	4.00	107,720	107,720
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Fire pump, 50 hp	1.0	EA	35,000.00	35,000	35,000
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Jockey pump, 1 hp	1.0	EA	2,500.00	2,500	2,500
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SUB-TOTAL - Fire Protection - Dinner Theater					145,220
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Plumbing

Piping specialties

Floor drains, floor sinks, floor and wall clean outs, area way drains, planter drains, trap primers, hose bibs, wall hydrants with vacuum breaker	26,930.0	SF	0.50	13,465	13,465
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Valves for plumbing piping

Piping and equipment valves and specialties, meters and gages	26,930.0	SF	1.00	26,930	26,930
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Plumbing Pumps

Included in Performing Arts Center

Plumbing Piping

Main piping, domestic cold and hot water, waste and vent pipework, fittings and insulation	26,930.0	SF	1.50	40,395	40,395
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Rough-in piping to plumbing fixtures, domestic cold and hot water, waste and vent pipes and fittings, insulation	15.0	EA	2,000.00	30,000	30,000
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Plumbing equipment

Included in Performing Arts Center

Plumbing fixtures

Water closets	5.0	EA	1,150.00	5,750	5,750
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Project Summary Breakout

Project: Columbia Arts Center

Details: Dinner Theater

Building: Howard Co Arts Center MASTER

Code	Description	Quantity	Unit	Rate	Subtotal	Total
15 Mechanical						<i>(Continued)</i>
	Lavatories	4.0	EA	850.00	3,400	3,400
	Sinks	2.0	EA	950.00	1,900	1,900
	Showers	3.0	EA	1,400.00	4,200	4,200
	Sinks - double	1.0	EA	1,250.00	1,250	1,250
	Natural gas systems					
	Gas service pipes and fittings	26,930.0	SF	0.50	13,465	13,465
	Testing and sterilization	26,930.0	SF	0.30	8,079	8,079
	Miscellaneous - Plumbing					
	Hangers and supports, identification, access panels, fire stopping, concrete penetrations, cutting, patching and others	26,930.0	SF	0.25	6,733	6,733
	SUB-TOTAL - Plumbing - Dinner Theater					155,567
	<u>Heating, Ventilation, and Air Conditioning</u>					
	Central Heat Equipment					
	Boiler, B-1 & B-2	2.0	EA	189,800.00	379,600	379,600
	Boiler flue	2.0	EA	22,750.00	45,500	45,500
	Expansion tanks, ET-1 & ET-2	2.0	EA	1,500.00	3,000	3,000
	Air separator, AS-1 & 2	2.0	EA	1,000.00	2,000	2,000
	Chemical treatment feeder	1.0	EA	1,250.00	1,250	1,250
	Central HVAC Equipment					
	Air cooled chiller, 84 tons, ACC-1	1.0	EA	179,400.00	179,400	179,400
	Expansion tanks, ET-1 & ET-2	2.0	EA	2,500.00	5,000	5,000
	Air separator, AS-1 & 2	2.0	EA	1,500.00	3,000	3,000
	Chemical treatment feeder	1.0	EA	1,000.00	1,000	1,000
	Buffer tank, 300 gallons	1.0	EA	4,000.00	4,000	4,000
	Piping and pumps					
	Chilled water pumps, with VFD, 10 hp, CWP-1/1A	2.0	EA	5,000.00	10,000	10,000
	Hot water pumps, with VFD, 5 hp, HWP-1/1A	2.0	EA	4,000.00	8,000	8,000
	Vibration isolation for pumps	4.0	EA	1,000.00	4,000	4,000
	Chilled and heating hot water pipework, fittings, valves and specialties, insulation	26,930.0	SF	8.00	215,440	215,440
	Air Distribution					
	Air distribution ductwork, supply, return and exhaust ductwork, kitchen exhaust ductwork, volume dampers, fire/smoke dampers, duct insulation	26,930.0	SF	9.00	242,370	242,370

Project Summary Breakout

Project: Columbia Arts Center

Details: Dinner Theater

Building: Howard Co Arts Center MASTER

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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15 Mechanical

(Continued)

	Air device outlet / inlet					
	Supply, return and exhaust	110.0	EA	350.00	38,500	38,500
	Insulated deep double wall plenum	2.0	EA	2,500.00	5,000	5,000
	Outdoor air intake louver 12' x 7'	1.0	EA	4,200.00	4,200	4,200
	Sound attenuator	2.0	EA	2,500.00	5,000	5,000
	Ductwork connections to equipment	20.0	EA	500.00	10,000	10,000
	Central Cooling Equipment					
	Air handling unit, 11,000 cfm, AHU 1-1	1.0	EA	60,500.00	60,500	60,500
	Air handling unit, 14,000, cfm, AHU 1-2	1.0	EA	77,000.00	77,000	77,000
	Terminal VAV box with heating coil	11.0	EA	1,500.00	16,500	16,500
	Single duct VAV box	4.0	EA	1,100.00	4,400	4,400
	Controls and instrumentation					
	Building management DDC and thermostatic controls	26,930.0	SF	6.00	161,580	161,580
	Testing and balancing	26,930.0	SF	2.00	53,860	53,860
	Unit ventilation					
	Exhaust fans - restroom, EF-1	1.0	EA	5,000.00	5,000	5,000
	Kitchen exhaust fans, EF-5	1.0	EA	6,500.00	6,500	6,500
	Kitchen hood exhaust	1.0	EA	4,500.00	4,500	4,500
	Miscellaneous HVAC					
	Supports, access panels, fire stopping, concrete penetrations, cutting, patching and others	26,930.0	SF	2.00	53,860	53,860
	SUB-TOTAL - HVAC - Dinner Theater					1,609,960

16 Electrical

16050	Electrical Work General	26,930	sf	25.00	673,250	673,250
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Project: Columbia Arts Center

Details: Howard Co Arts Center

Building: Visual Arts

Code	Description	Quantity	Unit	Rate	Total
Visual and Performing Arts					
	Building Area	120,030.0	sqft		
	<u>Description</u>				<u>Total Cost</u>
01	Demolition	120,030.0	sf	0.45	54,000
02	Site Construction	7.6	ac	27,221.96	205,798
03	Concrete	120,030.0	sf	26.60	3,192,813
04	Masonry	120,030.0	sf	5.15	617,881
05	Metals	120,030.0	sf	13.64	1,637,713
07	Thermal and Moisture Protection	120,030.0	sf	0.80	95,753
08	Doors and Windows	120,030.0	sf	11.98	1,437,453
09	Finishes	120,030.0	sf	50.00	6,001,500
10	Specialties	120,030.0	sf	1.04	125,000
12	Furnishings	120,030.0	sf	1.16	139,194
14	Conveyor	120,030.0	sf	1.57	189,000
15	Mechanical	120,030.0	sf	26.54	3,186,076
16	Electrical	120,030.0	sf	30.00	3,600,900
	Cost of Work Total				20,483,081
	Cost of Work Escalation to Mid-Point of Constr	4.00	%		819,323
	COW SUBTOTAL WITH ESCALATION				21,302,404
	Construction Contingency	10.00	%		2,130,240
	SUBTOTAL				23,432,644
	Contractor Overhead	10.00	%		2,343,264
	Contractor Profit	4.00	%		937,306
	SUBTOTAL				26,713,215
	Contractor Bonding	1.50	%		400,698
	Insurance	0.80	%		213,706
	Total Construction Cost				27,327,619
	AACE CLASS (-%) Adjusted Direct Cost	-5.00	%	0.9500	
	AACE CLASS (+%) Adjusted Direct Cost	20.00	%	1.2000	

Project: Columbia Arts Center
Building: Visual Arts

Details: Howard Co Arts Center

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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01 Demolition

	Demolition – tobys	2,700	SF	20.00	54,000	54,000
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02 Site Construction

	Demolitions - Tobys	2,700	sf	20.00	54,000	54,000
	Earthwork and disposal	5,865	cy	33.00	87,973	87,973
	Sheeting and shoring	8,510	SF	7.50	63,825	63,825

03 Concrete

	Concete floor 10" Post Tensioned area C	40,884	sf	50.00	2,044,200	2,044,200
	Concete floor 10" Post Tensioned area B	2,715	sf	50.00	135,750	135,750
	Concrete basement floor SOG 5"	40,020	sf	4.50	180,090	180,090
	Concrete footing	340	cy	800.00	272,000	272,000
	Upper concrete floor slabs	41,960	sf	4.68	196,373	196,373
	Concrete walls CIP	409	cy	800.00	327,200	327,200
	Concrete stair pan fill	480	lf	51.50	24,720	24,720
	Concrete landing fill	520	SF	24.00	12,480	12,480

04 Masonry

	8" CMU at Stairway	2,528	Sf	8.60	21,741	21,741
	8"cmu Area b	10,440	SF	8.60	89,784	89,784
	8" CMU EXT area C	4,732	Sf	8.60	40,695	40,695
	8" CMU Area b	3,416	SF	8.60	29,378	29,378
	8" CMU at Elevator shafts	3,002	sf	8.60	25,817	25,817
	FACE BRICK-1	4,956	ft2	17.00	84,259	84,259
	Metal wall panel 1 – Art center	679	ft2	50.00	33,943	33,943
	Sofft 1 –WOOD SOFFIT	75	ft	53.00	3,994	3,994
	Steel framed canopy	46	ft2	53.00	2,449	2,449
	Steel open Air operable Gate	1,201	ft2	53.00	63,661	63,661
	STONE VENEER-ART CENTER	2,550	ft2	70.00	178,515	178,515
	cast stone-1' 7 1/4" wid-coping atop masonry-sills and accent bands-ART CENTER	624	ft	70.00	43,645	43,645

05 Metals

	Metal Stairs 4' wide with rail	120	risers	770.00	92,400	92,400
	Metal floor Framing	169	tons	4,000.00	676,000	676,000
	Steel Handrails & Railings	196	lf	33.00	6,468	6,468
	Metal Deck	41,960	sf	5.00	209,800	209,800
	Steel Columns	47	tons	4,000.00	188,000	188,000

Project: Columbia Arts Center
Building: Visual Arts

Details: Howard Co Arts Center

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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05 Metals

(Continued)

	Metal stair landings	520	Sf	109.00	56,680	56,680
	Steel framed canopy	46	ft2	53.00	2,449	2,449
	Steel open Air operable Gate	1,201	ft2	53.00	63,661	63,661
	Glass Guard Rail-ART CENTER	1,141	ft2	300.00	342,255	342,255

07 Thermal and Moisture Protection

	Roof Insulation	6,655	SF	1.11	7,387	7,387
	Single Ply Membrane Roofing System	6,655	SF	2.58	17,170	17,170
	50% OPEN WOOD SIDING WITH	316	ft2	12.00	3,797	3,797
	Metal wall panel 1- Art center	679	ft2	50.00	33,943	33,943
	MTL WALL PANEL SLAB FASCIA-ART CENTER	105	ft2	50.00	5,259	5,259
	Wood siding-western red cedar	564	ft2	50.00	28,197	28,197

08 Doors and Windows

	3'x7' HM	44		483.50	21,274	21,274
	6'x7' HM	5		907.00	4,535	4,535
	3'x7' Glass	10		523.50	5,235	5,235
	3'x8' SCW Wood	10		459.00	4,590	4,590
	6'x8' SCW Wood	30		959.00	28,770	28,770
	7'x8' SCW Wood	4		1,059.00	4,236	4,236
	4'x7' STL	2		884.00	1,768	1,768
	3'6"x8'11" Glass	4		568.50	2,274	2,274
	6'x8'11" Glass	2		907.00	1,814	1,814
	Hardware	111		200.00	22,200	22,200
08121313280	Frames, steel, knock down, hollow metal, single, 14 ga., up to 3-7/8" deep, 3'-0" x 7'-0"	44	ea.	375.50	16,522	16,522
08121313284	Frames, steel, knock down, hollow metal, double, 14 ga., up to 3-7/8" deep, 7'-0" h x 6'-0" w	5	ea.	440.00	2,200	2,200
08121313400	Frames, steel, knock down, hollow metal, single, 14 ga., 6-3/4" deep, 4'-0" x 7'-0"	2	ea.	399.00	798	798
08121325900	Door frames, minimum labor/equipment charge	1	job	781.50	782	782
08131313200	For vision lite, add	16	ea.	119.00	1,904	1,904
	3'x7' HM	51		483.50	24,659	24,659
	6'x7' HM	3		907.00	2,721	2,721
	3'x7' Glass	26		523.50	13,611	13,611
	3'x8' SCW Wood	2		459.00	918	918
	6'x8' SCW Wood	2		959.00	1,918	1,918

Project: Columbia Arts Center
Building: Visual Arts

Details: Howard Co Arts Center

Code	Description	Quantity	Unit	Rate	Subtotal	Total
08 Doors and Windows						<i>(Continued)</i>
	5'x7' STL	2		884.00	1,768	1,768
	Hardware	86		200.00	17,200	17,200
081213132800	Frames, steel, knock down, hollow metal, single, 14 ga., up to 3-7/8" deep, 3'-0" x 7'-0"	51	ea.	375.50	19,151	19,151
081213132840	Frames, steel, knock down, hollow metal, double, 14 ga., up to 3-7/8" deep, 7'-0" h x 6'-0" w	9	ea.	440.00	3,960	3,960
081213259000	Door frames, minimum labor/equipment charge	1	job	781.50	782	782
081313132000	For vision lite, add	26	ea.	119.00	3,094	3,094
081116100020	Doors & frames, aluminum, entrance, narrow stile, clear finish, 3'-0" x 7'-0" opening, incl. standard hardware, excl. glass	26	ea.	1,770.00	46,020	46,020
	W2-6'H/6'8"WID-ART CENTER	2	no	1,420.00	2,840	2,840
	CW8-25' H/2' 3 7/8" WID NORTH ARTS/HOUSING	1	no	7,637.00	7,637	7,637
	CW3A-10 8"H/49' 7 1/4" WID- ART CENTER- DANCE STUDIO- BUTT GLAZED GLASS- Structural silicone glazing curtainwall system	1	no	49,321.00	49,321	49,321
	CW6-25'H/20'8 3/4"WID-NORTH ART CENTER	1	no	48,410.00	48,410	48,410
	CW7-25'H/23' 2 1/8" WID-ART CENTER HOUSING	1	no	54,426.00	54,426	54,426
	CW9-15'H/3'6"WID-ART CENTER HOUSING	3	no	4,935.00	14,805	14,805
	CW10-15'H/3'8"WID-ART CENTER HOUSING-BUTT GLAZED GLASS CORNER	1	no	5,076.00	5,076	5,076
	CW11-15'H/13' 6 3/4" ART CENTER	1	no	19,035.00	19,035	19,035
	CW12-15'H/5'WID-ART CENTER-HOUSING-GARAGE	7	no	7,050.00	49,350	49,350
	SF12-3'6"H/42'8"WID-ART CENTER HOUSING	1	no	14,440.28	14,440	14,440
	SF13-3'6"H/127' 0 7/8"- ART CENTER HOUSING	1	no	42,613.02	42,613	42,613
	CW1-31'H/5'X19'WID-GLAZING-ART CENTER -curtain wall	1	no	302,796.00	302,796	302,796
	CW1-31'H/30' 9 1/8" WID- GLAZING-ART CENTER-curtain wall	1	no	89,935.00	89,935	89,935
	CW1-31'H/60'WID-GLAZING-ART CENTER-curtain wall	1	no	175,404.00	175,404	175,404
	CW5-31'H/19'4"WID-GLAZING-ART FACADE	1	no	56,922.00	56,922	56,922
	CW2A- 11'H/19' 2 1/4"WID-ART CENTER-DANCE STUDIO-ENTRY VESTBULE -LOBBY ENTRY DOOR -FRAMELESS GLASS DOOR	1	no	20,011.66	20,012	20,012
	W3- 6'H/10'WID-ART CENTER	5	no	2,130.00	10,650	10,650
	W4- 8'H/3'4"WID-ART CENTER	3	no	944.30	2,833	2,833
	w4-8'H/3'4"WID- ART CENTER HOUSING	1	no	944.30	944	944
	W5-8'H/6'8"WID-ART RESIDENTIAL	2	no	1,889.00	3,778	3,778
	W6-8'H/10'WID- ART CENTER HOUSING	1	no	2,833.00	2,833	2,833

Project Summary Breakout

Project: Columbia Arts Center

Details: Howard Co Arts Center

Building: Visual Arts

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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08 Doors and Windows

(Continued)

W13-7'H/6'8"WID- ART CENTER HOUSING	2	no	1,888.00	3,776	3,776
CS louvers	1,381	ft2	35.00	48,338	48,338
Sunshade-vertical fritted Glass at art's lobby,2'6" O.C.	1,468	ft2	95.00	139,479	139,479
Skylight	166	Sf	103.00	17,098	17,098

09 Finishes

Arts area finishes walls, floors, ceilings,terrazzo, sprung flors, epoxy	120,030	sf	50.00	6,001,500	6,001,500
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10 Specialties

Toilet & Bath Accessories	1	allow	25,000.00	25,000	25,000
Signage	1	allow	50,000.00	50,000	50,000
Mailboxes	1	allow	50,000.00	50,000	50,000

12 Furnishings

RollUp shades	18,810	SF	7.40	139,194	139,194
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14 Conveyor

Hydraulic eleveator 7 stops	1	EA	189,000.00	189,000	189,000
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15 Mechanical

Automatic fire sprinkler system - complete	120,030.0	SF	1.50	180,045	180,045
SUB-TOTAL - Fire Protection - Performing Arts Center					180,045
Floor drains, floor sinks, floor and wall clean outs, area way drains, planter drains, trap primers, hose bibs, wall hydrants with vacuum breaker	120,030.0	SF	1.00	120,030	120,030
Piping and equipment valves and specialties, meters and gages	120,030.0	SF	1.50	180,045	180,045
In-line recirculation pumps, 1/2 hp	3.0	EA	2,000.00	6,000	6,000
Water pressure booster system, triplex, 20 hp, including control panel	1.0	EA	30,000.00	30,000	30,000
Elevator sump pumps, 1/2 hp	4.0	EA	1,500.00	6,000	6,000
Submersible sump pumps, duplex, 1 hp	1.0	EA	10,000.00	10,000	10,000
Package gas booster system, complete assembled unit, 1 hp	1.0	EA	35,000.00	35,000	35,000
Main piping, domestic cold and hot water, waste and vent pipework, fittings and insulation	120,030.0	SF	2.00	240,060	240,060
Rough-in piping to plumbing fixtures, domestic cold and hot water, waste and vent pipes and fittings, insulation	117.0	EA	2,500.00	292,500	292,500
Domestic water heaters - commercial gas fired water heaters, 1,000 gallons	2.0	EA	15,000.00	30,000	30,000
Domestic water expansion tanks, 30 gallons	2.0	EA	1,500.00	3,000	3,000

Project: Columbia Arts Center

Details: Howard Co Arts Center

Building: Visual Arts

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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15 Mechanical

(Continued)

	Grease interceptors, 1,600 gallon	1.0	EA	6,500.00	6,500	6,500
	Water closets	47.0	EA	1,150.00	54,050	54,050
	Urinals	10.0	EA	1,050.00	10,500	10,500
	Lavatories	33.0	EA	850.00	28,050	28,050
	Sinks	23.0	EA	950.00	21,850	21,850
	Sinks - double	1.0	EA	1,250.00	1,250	1,250
	Mop Basins	1.0	EA	1,350.00	1,350	1,350
	Electric water cooler - dual	2.0	EA	2,400.00	4,800	4,800
	Gas service pipes and fittings	120,030.0	SF	1.00	120,030	120,030
	Testing and sterilization	120,030.0	SF	0.75	90,023	90,023
	Hangers and supports, identification, access panels, fire stopping, concrete penetrations, cutting, patching and others	120,030.0	SF	0.25	30,008	30,008
	SUB-TOTAL - Plumbing - Performing Arts Center					1,321,045
	Boiler, B-3 & B-4	2.0	EA	189,800.00	379,600	379,600
	Boiler flue	2.0	EA	22,750.00	45,500	45,500
	Expansion tanks, ET-3 & ET-4	2.0	EA	1,500.00	3,000	3,000
	Air separator, AS-3 & 4	2.0	EA	1,000.00	2,000	2,000
	Chemical treatment feeder	1.0	EA	1,250.00	1,250	1,250
	Air cooled chiller, 125 tons, ACC-2	1.0	EA	179,400.00	179,400	179,400
	Expansion tanks, ET-3 & ET-4	2.0	EA	2,500.00	5,000	5,000
	Air separator, AS-3 & 4	2.0	EA	1,500.00	3,000	3,000
	Chemical treatment feeder	1.0	EA	1,000.00	1,000	1,000
	Buffer tank, 300 gallons	1.0	EA	4,000.00	4,000	4,000
	Chilled water pumps, with VFD, 10 hp, CWP-2/2A	2.0	EA	4,000.00	8,000	8,000
	Hot water pumps, with VFD, 5 hp, HWP-2/2A	2.0	EA	3,000.00	6,000	6,000
	Vibration isolation for pumps	4.0	EA	1,000.00	4,000	4,000
	Chilled and heating hot water and refrigerant VRF pipework, fittings, valves and specialties, insulation	120,030.0	SF	2.00	240,060	240,060
	Air distribution ductwork, supply, return and exhaust ductwork, kitchen exhaust ductwork, volume dampers, fire/smoke dampers, duct insulation	120,030.0	SF	2.00	240,060	240,060
	Supply, return and exhaust	125.0	EA	250.00	31,250	31,250
	Insulated deep double wall plenum	2.0	EA	2,000.00	4,000	4,000
	Relief air louver 13' x 7'	1.0	EA	4,200.00	4,200	4,200

Project: Columbia Arts Center

Details: Howard Co Arts Center

Building: Visual Arts

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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15 Mechanical

(Continued)

	Sound attenuator	2.0	EA	1,500.00	3,000	3,000
	Ductwork connections to equipment	20.0	EA	100.00	2,000	2,000
	Air handling unit, 8,200 cfm, AHU 1-3 & 1-4	2.0	EA	41,000.00	82,000	82,000
	Terminal VAV box with heating coil	13.0	EA	1,300.00	16,900	16,900
	VRF air conditioning unit - cassette type, < 2 ton	48.0	EA	1,200.00	57,600	57,600
	VRF air conditioning unit - concealed ducted type, < 4 ton	12.0	EA	1,300.00	15,600	15,600
	VRF air cooled condensing unit - allow 2 each	2.0	EA	35,000.00	70,000	70,000
	Building management DDC and thermostatic controls	120,030.0	SF	1.50	180,045	180,045
	Testing and balancing	120,030.0	SF	0.50	60,015	60,015
	Exhaust fans - restroom, EF-2	1.0	EA	2,500.00	2,500	2,500
	Exhaust fans - generator/transformer, EF-4	1.0	EA	3,500.00	3,500	3,500
	Generator exhaust	1.0	EA	2,000.00	2,000	2,000
	Intake louver, 84" x 84"	1.0	EA	1,500.00	1,500	1,500
	Discharge louver, 84" x 84"	1.0	EA	3,000.00	3,000	3,000
	Supports, access panels, fire stopping, concrete penetrations, cutting, patching and others	120,030.0	SF	0.20	24,006	24,006
	SUB-TOTAL - HVAC - Performing Arts Center					1,684,986

16 Electrical

16050	Electrical Work General	120,030	SF	30.00	3,600,900	3,600,900
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Project: Columbia Arts Center
Building: Parking

Details: Parking Garage

Code	Description	Quantity	Unit	Rate	Total
Parking Garage					
	Building Area	261,506.0	sqft		
	Site Area	1.0	acre		
	<u>Description</u>				<u>Total Cost</u>
02	Site Construction	1.0	ac	501,043.33	501,043
03	Concrete	261,506.0	sf	56.06	14,660,000
05	Metals	261,506.0	sf	4.99	1,305,000
14	Conveyor	261,506.0	sf	1.45	378,000
	Cost of Work Total				16,844,043
	Cost of Work Escalation to Mid-Point of Constr	4.00	%		673,762
	COW SUBTOTAL WITH ESCALATION				17,517,805
	Construction Contingency	10.00	%		1,751,781
	SUBTOTAL				19,269,586
	Contractor Overhead	10.00	%		1,926,959
	Contractor Profit	4.00	%		770,783
	SUBTOTAL				21,967,328
	Contractor Bonding	1.50	%		329,510
	Insurance	0.80	%		175,739
	Total Construction Cost				22,472,576
	AACE CLASS (-%) Adjusted Direct Cost	-5.00	%	0.9500	
	AACE CLASS (+%) Adjusted Direct Cost	20.00	%	1.2000	

Project: Columbia Arts Center	Details: Parking Garage
Building: Parking	

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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02 Site Construction

	Demolitions- Tobys	2,700	sf	20.00	54,000	54,000
	Earthwork	12,892	CY	33.00	425,443	425,443
	Sheeting and shoring	2,880	SF	7.50	21,600	21,600

03 Concrete

	Precast Concrete Parking Garage	733	spaces	20,000.00	14,660,000	14,660,000
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05 Metals

	Perimeter Green Screen	13,050	Sf	100.00	1,305,000	1,305,000
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14 Conveyor

	Hydraulic elevator 7 stops	2	EA	189,000.00	378,000	378,000

Project: Columbia Arts Center
Building: Residential

Details: Residential

Code	Description	Quantity	Unit	Rate	Total
Residential & Commercial					
	Building Area	227,699.0	sqft		
	<u>Description</u>				<u>Total Cost</u>
02	Site Construction	7.6	ac	17,546.75	133,355
03	Concrete	227,699.0	sf	14.98	3,410,243
04	Masonry	227,699.0	sf	0.06	13,588
05	Metals	227,699.0	sf	7.89	1,797,237
06	Wood and Plastics	227,699.0	sf	6.99	1,592,065
07	Thermal and Moisture Protection	227,699.0	sf	2.83	644,918
08	Doors and Windows	227,699.0	sf	16.59	3,778,465
09	Finishes	227,699.0	sf	26.41	6,014,326
10	Specialties	227,699.0	sf	3.68	836,888
11	Equipment	227,699.0	sf	13.02	2,963,536
12	Furnishings	227,699.0	sf	14.50	3,300,644
14	Conveyor	227,699.0	sf	0.43	99,000
15	Mechanical	227,699.0	sf	20.58	4,685,892
16	Electrical	227,699.0	sf	12.46	2,837,388
	Cost of Work Total				32,107,545
	Cost of Work Escalation to Mid-Point of Constr	4.00	%		1,284,302
	COW SUBTOTAL WITH ESCALATION				33,391,847
	Construction Contingency	10.00	%		3,339,185
	SUBTOTAL				36,731,032
	Contractor Overhead	10.00	%		3,673,103
	Contractor Profit	4.00	%		1,469,241
	SUBTOTAL				41,873,376
	Contractor Bonding	1.50	%		628,101
	Insurance	0.80	%		334,987
	Total Construction Cost				42,836,464
	AACE CLASS (-%) Adjusted Direct Cost	-5.00	%	0.9500	
	AACE CLASS (+%) Adjusted Direct Cost	20.00	%	1.2000	

Project: Columbia Arts Center
Building: Residential

Details: Residential

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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02 Site Construction

	Demolitions- Tobys	2,700	SF	20.00	54,000	54,000
	Earthwork	1,963	Cy	33.00	64,775	64,775
	Sheeting and shoring	1,944	Sf	7.50	14,580	14,580

03 Concrete

	ULTRA HIGH PERFORMANCE CONCRETE PANELS	28,408	ft2	50.00	1,420,389	1,420,389
	Concrete columns	1,097	vlf	433.00	475,001	475,001
	Concrete Basement Slabs	8,833	sf	4.50	39,749	39,749
	Concrete upper floor slabs	17,666	sf	4.68	82,677	82,677
	Concrete column footings	90	cy	800.00	72,000	72,000
	Concrete continuous footings	66	cy	800.00	52,800	52,800
	Concrete Grade Walls	310	cy	800.00	248,000	248,000
	Lightweight concrete floor topping	254,907	SF	4.00	1,019,628	1,019,628

04 Masonry

	8" CMU for Trash chute	1,580	SF	8.60	13,588	13,588
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05 Metals

	Steell floor Beams	92	tons	4,000.00	368,000	368,000
	Metal Decking	17,892	sf	5.00	89,460	89,460
	Steel columns	78	tons	4,000.00	312,000	312,000
	Balcony 1-steel channel fascica & guardrail with perforated metal infill	3,068	ft2	335.00	1,027,777	1,027,777

06 Wood and Plastics

	Floor truss framing Area B, D and E	254,907	SF	4.23	1,078,257	1,078,257
	Plywood subfloor 3/4 " tongue and groove	254,907	SF	2.00	509,814	509,814
	Sofft 1-WOOD SOFFIT	75	ft	53.00	3,994	3,994

07 Thermal and Moisture Protection

7220	Roof Insulation	53,707	SF	1.11	59,615	59,615
7501	Single Ply Membrane Roofing System	53,707	SF	2.58	138,564	138,564
	FIBER CEMENT SIDING 1	309	ft2	6.00	1,851	1,851
	Metal coping	2,181	ft	10.00	21,814	21,814
	Metal wall panel 1	6,785	ft2	50.00	339,271	339,271
	MTL WALL PANEL SLAB FASCIA	987	ft2	50.00	49,358	49,358
	Resin Panel-traditional cedar texture	1,482	ft2	10.00	14,822	14,822
	Soffit 2-Resin panel vented soffit-traditional cedar texture	981	ft2	20.00	19,623	19,623

Project: Columbia Arts Center

Details: Residential

Building: Residential

Code	Description	Quantity	Unit	Rate	Subtotal	Total
08 Doors and Windows						
	3'x7' SCW Flush Wood	10		495.00	4,950	4,950
	6'x7' SCW Flush Wood	1		726.00	726	726
	3'x10' Glass/Metal	8		1,033.50	8,268	8,268
	6'x10' Glass/Metal	6		1,558.00	9,348	9,348
08131313121 2	Hollow metal, for vision lite add	14	ea.	119.00	1,666	1,666
08141620900 0	Doors, wood, fire, custom architectural "B" label, birch, solid core, minimum labor/equipment charge	1	job	167.00	167	167
08121320046 0	Frames, steel, wrap around, 16 ga., 6-1/4" x 7'-0" x 3'-0" wide	8	ea.	283.00	2,264	2,264
08121320058 0	Frames, steel, wrap around, 16 ga., 6-1/4" x 7'-0" x 6'-0" wide	6	ea.	345.00	2,070	2,070
08121325900 0	Door frames, minimum labor/equipment charge	1	job	781.50	782	782
08121313280 0	Frames, steel, knock down, hollow metal, single, 14 ga., up to 3-7/8" deep, 3'-0" x 7'-0"	11	ea.	375.50	4,131	4,131
	Hardware	25		767.00	19,175	19,175
	U 01 Single 2 panel 2'10"x6'8" Wood	5	no	510.00	2,550	489,600
	U 03 Double 4 panel 5'x6'8" Wood	1	no	548.00	548	105,216
	U 06 single dutch door 3'x7' Wood	2	no	811.00	1,622	311,424
	U 07 single eliasion door 2'x6'8" Wood	2	no	733.50	1,467	281,664
	3'x7' Single Flush HM	55	no	483.50	26,593	26,593
	3'x7' Single Glass/Al	6	no	793.50	4,761	4,761
	6'x7' Double/Glass/Al	3	no	907.00	2,721	2,721
08131313121 4	Hollow metal, for narrow lite add	9	ea.	126.00	1,134	1,134
	3'x7' Single Flush HM	60	no	483.50	29,010	29,010
	3'x7' Single Glass/Al	6	no	793.50	4,761	4,761
08131313121 4	Hollow metal, for narrow lite add	6	ea.	126.00	756	756
	3'x7' Single Flush HM	55	no	483.50	26,593	26,593
	3'x7' Single Glass/Al	6	no	793.50	4,761	4,761
08131313121 4	Hollow metal, for narrow lite add	6	ea.	126.00	756	756
	3'x7' Single Flush HM	60	no	483.50	29,010	29,010
	3'x7' Single Glass/Al	6	no	793.50	4,761	4,761
08131313121 4	Hollow metal, for narrow lite add	6	ea.	126.00	756	756
	3'x7' Single Flush HM	55	no	483.50	26,593	26,593
	3'x7' Single Glass/Al	6	no	793.50	4,761	4,761

Project Summary Breakout

Project: Columbia Arts Center

Details: Residential

Building: Residential

Code	Description	Quantity	Unit	Rate	Subtotal	Total
08 Doors and Windows						(Continued)
08131313121 4	Hollow metal, for narrow lite add 3'x7' Single Flush HM	6	ea.	126.00	756	756
08111610002 0	Doors & frames, aluminum, entrance, narrow stile, clear finish, 3'-0" x 7'-0" opening, incl. standard hardware, excl. glass	11	no	483.50	5,319	5,319
08111610900 0	Doors & frames, minimum labor/equipment charge	33	ea.	1,770.00	58,410	58,410
08712015100 0	Door hardware, apartment, interior	1	job	335.00	335	335
08121313010 0	Frames, steel, knock down, hollow metal, single, 16 ga., up to 5'-3/4" deep, 3'-0" x 7'-0"	488	door	767.00	374,296	374,296
08121313280 0	Frames, steel, knock down, hollow metal, single, 14 ga., up to 3'-7/8" deep, 3'-0" x 7'-0"	296	ea.	308.50	91,316	91,316
	W3-6'H/10'WID-RESIDENTIAL-BUMOUT,TYP	1,920	ea.	375.50	720,960	720,960
	W1- 6'H/3'4"WID-RESIDENTIAL	6	no	2,130.00	12,780	12,780
	W2- 6'H/6'8"WID-RESIDENTIAL	15	no	710.00	10,650	10,650
	W2- 6'H/6'8"WID-RESIDENTIAL-BUMOUT,TYP	180	no	1,420.00	255,600	255,600
	W3- 6'H/10'WID-RECIDENTIAL	6	no	1,420.00	8,520	8,520
	W4- 8'H/3'4"WID-RESIDENTIAL	175	no	2,130.00	372,750	372,750
	W5-8'H/6'8"WID-RESIDENTIAL	10	no	944.30	9,443	9,443
	W5-8'H/6'8"WID-RESIDENTIAL-HOUSING SLOT	7	no	1,889.00	13,223	13,223
	W6-8'H/10'WID-RESIDENTIAL	4	no	1,889.00	7,556	7,556
	W6-8'H/10'WID-RESIDENTIAL-HOUSING SLOT	46	no	2,833.00	130,318	130,318
	W7-6'6"H/10'WID'WID-RESIDENTIAL-HOUSING SLOT	8	no	2,833.00	22,664	22,664
	W8-6'6"H/6'8"WID-RESIDENTIAL-HOUSING SLOT	2	no	2,376.00	4,752	4,752
	W9-10'H/6'8"WID-RESIDENTIAL	1	no	1,420.00	1,420	1,420
	W10-10'H/10'WID-RESIDENTIAL	1	no	2,376.00	2,376	2,376
	W11-2'H/3'4"WID-RESIDENTIAL	2	no	3,600.00	7,200	7,200
	W12-7'H/10'WID-RESIDENTIAL	2	no	250.00	500	500
	W12-7'H/10'WID-RESIDENTIAL LOADING DOCK	8	no	2,832.00	22,656	22,656
	W13-7'H/6'8"WID-RESIDENTIAL	2	no	2,832.00	5,664	5,664
	W13-7'H/6'8"WID-RESIDENTIAL LOADING DOCK	10	no	1,888.00	18,880	18,880
	WW3-7'8"H/8'.8"WID-RESIDENTIAL BALCONY	2	no	1,888.00	3,776	3,776
	WW3-7'8"H/8'.8"WID-RESIDENTIAL BALCONY-BUMPOUT,TYP	5	no	2,832.00	14,160	14,160
	WW4A-7'8"H/1'11" WID-RESIDENTIAL BAY,TYP	1	no	2,832.00	2,832	2,832
	WW4B-7'8"H/21'WID-RESIDENTIAL BAY	2	no	1,458.00	2,916	2,916
	WW4B-7'8"H/21'WID-RESIDENTIAL BAY-BUMPOUT,TYP	9	no	15,120.00	136,080	136,080
		1	no	15,120.00	15,120	15,120

Project: Columbia Arts Center
Building: Residential

Details: Residential

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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08 Doors and Windows

(Continued)

WW4C-7'8"H/9'11"WID-RESIDENTIALBAY,CORNER	4	no	7,135.00	28,540	28,540
W6-8'H/10'WID-ART RESIDENTIAL	1	no	7,520.00	7,520	7,520

09 Finishes

Finishes , walls, floors Ceilings Level 1, 2 ,3 D and E	26,499	sf	22.00	582,978	582,978
Gypsum Board Ceilings – R	822	ft2	2.82	2,318	445,064
Batt Insulation	41	ft2	1.16	48	9,132
2x4 Wood Stud @16' Framing 5/8" gypsum layer both sides	129	ft	6.16	795	152,571
Y46 6" metal stud 1 Layer Gypsum board	95	ft	5.61	533	102,326
Carpet	349	ft2	8.90	3,106	596,371
Concrete Flooring – R	73	ft2	4.53	331	63,492
VCT Tile	369	ft2	8.90	3,284	630,547
Carpet Tile	5,462	ft2	8.90	48,612	340,283
Burnished Conc Vinyl Base	284	ft	3.21	912	175,035
Burnished Conc Vinyl Base	910	ft	3.21	2,921	20,448
Ceramic Tile – R	118	ft2	6.17	728	196,576
1/2" Stone Tile – Bath	398	ft2	11.12	4,426	1,194,955
09301345131 Tile sealer, installed	516	s.f.	0.99	511	137,927
0 2x4 Wood Stud @16' Framing 5/8" gypsum layer both sides – Copy	2,572	ft2	1.63	4,192	804,933
Y46 6" metal stud 1 Layer Gypsum board – Copy	592	ft2	1.63	965	185,272
09912333240 Paints & coatings, interior, alkyd (oil base), panel door & frame, oil, primer + 2 coats, brushwork, 3' x 7'	10	ea.	196.05	1,961	376,416
0					

10 Specialties

10281620070 Medicine cabinets, unlighted, steel body, triple door, 30" x 32"	270	ea.	485.00	130,950	130,950
0					
10281620900 Medicine cabinets, minimum labor/equipment charge	270	job	167.00	45,090	45,090
0					
10281620100 Medicine cabinets, oak doors, wood body, beveled mirror, double door	270	ea.	516.00	139,320	139,320
0					
10281620060 Medicine cabinets, unlighted, plywood body, triple door, 30" x 32"	270	ea.	485.00	130,950	130,950
0					
Mirror	270	no	407.00	109,890	109,890
Robe Hook	270	no	36.40	9,828	9,828
Shower Door	270	no	348.50	94,095	94,095
Shower Rod	270	no	83.50	22,545	22,545
Toilet Paper Holder	270	no	61.50	16,605	16,605
Towel Bar	270	no	87.50	23,625	23,625

Project: Columbia Arts Center
Building: Residential

Details: Residential

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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10 Specialties

(Continued)

	Towel Ring	270	no	104.00	28,080	28,080
10281313900	Toilet accessories, minimum labor/equipment charge	270	job	133.00	35,910	35,910
	Signage	1	allow	50,000.00	50,000	50,000

11 Equipment

11301315005	Cooking range, residential appliances, free standing, 1 oven, 30" wide, maximum	192	ea.	2,590.00	497,280	497,280
11301315095	Countertop cook tops, residential appliances, standard, 4 burner, maximum	192	ea.	2,297.00	441,024	441,024
11301315130	Microwave ovens, residential appliances, 1.5 C.F., maximum	192	ea.	870.00	167,040	167,040
11301316600	Refrigerator, residential appliances, with ice maker, 18 C.F., maximum	192	ea.	1,940.00	372,480	372,480
11301317280	Dishwasher, residential appliances, built-in, 2 cycles, maximum	192	ea.	1,260.00	241,920	241,920
11301319420	Range hood, residential appliances, vented, 2 speed, 30" wide, maximum	192	ea.	1,525.00	292,800	292,800
11301324670	Washing machine, residential appliances, automatic, maximum	192	ea.	2,285.00	438,720	438,720
11301325678	Dryer, electric, automatic, front-loading, energy-star qualified, maximum	192	ea.	2,235.00	429,120	429,120
11301318335	Garbage disposal, residential appliances, sink type, maximum	192	ea.	381.00	73,152	73,152
	Loading dock Equipment	1	ls	10,000.00	10,000	10,000

12 Furnishings

	P-Lam Countertops	22	ft	71.50	1,573	302,016
12362313900	Countertops, minimum labor/equipment charge	192	ea	178.00	34,176	34,176
12322310156	Custom cabinets, kitchen base cabinets, hardwood, prefinished, range or sink base, 2 doors below, 24" deep, 35" high, 42" wide, excl. countertops	192	ea.	617.50	118,560	118,560
12322310130	Custom cabinets, kitchen base cabinets, hardwood, prefinished, 2 top drawers, 2 doors below, 24" deep, 35" high, 48" wide, excl. countertops	192	ea.	750.50	144,096	144,096
12322310106	Custom cabinets, kitchen base cabinets, hardwood, prefinished, 4 drawers, 24" deep, 35" high, 24" wide, excl. countertops	192	ea.	505.00	96,960	96,960
12322310088	Custom cabinets, kitchen base cabinets, hardwood, prefinished, 1 top drawer, 1 door below, 24" deep, 35" high, 24" wide, excl. countertops	192	ea.	540.00	103,680	103,680
12322310538	Custom cabinets, kitchen wall cabinets, hardwood, prefinished, 2 doors, 12" deep, 30" high, 48" wide	192	ea.	722.50	138,720	138,720
12322310610	Custom cabinets, kitchen wall cabinets, hardwood, prefinished, corner cabinet, 12" deep, 30" high, 36" wide	192	ea.	626.00	120,192	120,192

Project: Columbia Arts Center
Building: Residential

Details: Residential

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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12 Furnishings

(Continued)

12322310200	Custom cabinets, kitchen base cabinets, hardwood, prefinished, corner base units, standard, 24" deep, 35" high, 36" wide, excl. countertops	192	ea.	894.00	171,648	171,648
12322310970	Custom cabinets, minimum labor/equipment charge	192	job	222.00	42,624	42,624
12322310960	Custom cabinets, rule of thumb: kitchen cabinets, excl. counters & appliances, maximum	10	l.f.	543.50	5,435	1,043,520
12322310088	Custom cabinets, kitchen base cabinets, hardwood, prefinished, 1 top drawer, 1 door below, 24" deep, 35" high, 24" wide, excl. countertops	270	ea.	540.00	145,800	145,800
12322310106	Custom cabinets, kitchen base cabinets, hardwood, prefinished, 4 drawers, 24" deep, 35" high, 24" wide, excl. countertops	270	ea.	505.00	136,350	136,350
	Cabinets and tops (Allowance)	1	ls	500,000.00	500,000	500,000
	2" Horizontal blinds	25,903	sf	7.81	202,302	202,302

14 Conveyor

149182	Trash chutes 6 floors each	12	no	8,250.00	99,000	99,000
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15 Mechanical

	Automatic fire sprinkler system - complete	227,699.0	SF	3.25	740,022	740,022
	SUB-TOTAL - Fire Protection - Residential					740,022
	Floor drains, floor sinks, floor and wall clean outs, area way drains, planter drains, trap primers, hose bibs, wall hydrants with vacuum breaker	227,699.0	SF	0.20	45,540	45,540
	Piping and equipment valves and specialties, meters and gages	227,699.0	SF	0.30	68,310	68,310
	Main piping, domestic cold and hot water, waste and vent pipework, fittings and insulation	227,699.0	SF	0.50	113,850	113,850
	Rough-in piping to plumbing fixtures, domestic cold and hot water, waste and vent pipes and fittings, insulation	1,334.0	EA	500.00	667,000	667,000
	Water heater, < = 6 kw	192.0	EA	750.00	144,000	144,000
	Water closets	264.0	EA	950.00	250,800	250,800
	Urinals	1.0	EA	1,050.00	1,050	1,050
	Lavatories	262.0	EA	800.00	209,600	209,600
	Sinks	183.0	EA	850.00	155,550	155,550
	Showers	77.0	EA	1,400.00	107,800	107,800
	Bath tubs	169.0	EA			
	Electric water cooler - dual	1.0	EA	2,400.00	2,400	2,400
	WMC-1 Utility box	188.0	EA	150.00	28,200	28,200
	IMC-1 Ice maker connection utility box	189.0	EA	150.00	28,350	28,350
	Gas service pipes and fittings	227,699.0	SF	0.25	56,925	56,925

Project Summary Breakout

Project: Columbia Arts Center

Details: Residential

Building: Residential

Code	Description	Quantity	Unit	Rate	Subtotal	Total
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15 Mechanical

(Continued)

	Testing and sterilization	227,699.0	SF	0.20	45,540	45,540
	Roof and overflow drains, area drains, pipes and fittings	227,699.0	SF	0.50	113,850	113,850
	Hangers and supports, identification, access panels, fire stopping, concrete penetrations, cutting, patching and others	227,699.0	SF	0.10	22,770	22,770
	SUB-TOTAL - Plumbing - Residential					2,061,533
	Chilled and heating hot water and refrigerant VRF pipework, fittings, valves and specialties, insulation and accessories	227,699.0	SF	0.50	113,850	113,850
	Air distribution ductwork, supply, return and exhaust ductwork, kitchen exhaust ductwork, volume dampers, fire/smoke dampers, duct insulation	227,699.0	SF	1.50	341,549	341,549
	Supply, return and exhaust	1,173.0	EA	100.00	117,300	117,300
	Residential Amenity	44.0	EA	150.00	6,600	6,600
	Sound attenuator	4.0	EA	1,000.00	4,000	4,000
	DOAS-1, 2,200 cfm	1.0	EA	39,600.00	39,600	39,600
	DOAS-2, 4,000 cfm	1.0	EA	72,000.00	72,000	72,000
	DOAS-3, 4,000 cfm	1.0	EA	72,000.00	72,000	72,000
	DOAS-4, 20,500 cfm	1.0	EA	369,000.00	369,000	369,000
	VRF air conditioning unit - concealed ducted type, allow 4.5 ton	187.0	EA	1,200.00	224,400	224,400
	VRF air conditioning unit - horizontal concealed ducted type - Residential Amenity	9.0	EA	1,200.00	10,800	10,800
	VRF air cooled condensing unit - allow 6 each	6.0	EA	40,000.00	240,000	240,000
	Building management DDC and thermostatic controls	227,699.0	SF	0.75	170,774	170,774
	Testing and balancing	227,699.0	SF	0.20	45,540	45,540
	Unit ventilation / Exhaust fans - allowance	227,699.0	SF	0.15	34,155	34,155
	Supports, access panels, fire stopping, concrete penetrations, cutting, patching and others	227,699.0	SF	0.10	22,770	22,770
	SUB-TOTAL - HVAC - Residential					1,884,337

16 Electrical

16050	Electrical Work General	201,200	SF	12.00	2,414,400	2,414,400
16231	Engine Generator	1	EA	105,000.00	105,000	105,000
16200	Electrical level 1, 2 3	26,499	SF	12.00	317,988	317,988

Item 10

Department of Planning and Zoning
Parking Garage Memo



HOWARD COUNTY DEPARTMENT OF PLANNING AND ZONING

3430 Court House Drive

Ellicott City, Maryland 21043


410-313-2350


Voice/Relay

Amy Gowan, Director

FAX 410-313-3467

To: Carl DeLorenzo, Director of Policy and Programs
Office of the County Executive

From: Jill Manion, Planning Supervisor 
Department of Planning and Zoning, Division of Land Development

Thru: Amy Gowan, Director 
Department of Planning and Zoning

Date: October 29, 2020

RE: New Cultural Center Parking Needs

In response to a request from the County Auditor to confirm the parking requirements for the New Cultural Center (TA01-2020), the Department of Planning and Zoning provides the following summary.

The New Cultural Center (SDP-17-043) was approved by the Howard County Planning Board on March 1, 2018. A Shared Parking Analysis, prepared by Wells and Associates, was reviewed by the Department of Planning and Zoning as part of the application ahead of a recommendation for approval to the Planning Board. The Shared Parking Analysis, at that time, determined that a minimum of 615 parking spaces would adequately serve parking requirements for the site. A shared-use parking table from the Shared Parking Analysis can be found at the end of this memo.

Although the Shared Parking Analysis indicated 615 spaces as a minimum, the proposed amount on the Site Development Plan (SDP) ultimately exceeded this amount for a total of 733 parking spaces. The increase in the number of proposed spaces above the minimum is attributed to a number of variables that influence the actual parking needs. As such, the following additional contextual points should be considered when determining an adequate parking supply:

1. Some of the proposed spaces are non-standard, 8'x18' -compact sized (including some with pillars at the front corner of the space), which do not meet the 9'x18' design standard in the Howard County Design Manual. Therefore, non-standard spaces cannot count toward the minimum requirement.
2. Of the proposed spaces, 78 standard sized parking spaces are minimally impacted with pillars at the front of the space. This can make it more difficult for larger vehicles to use, or the spaces may not be perceived as usable
3. The 615-space minimum required in the Shared Parking Analysis assumes the Dinner Theater would have 340 seats and the Black Box theaters would total 400 seats. In recent communications with the Department of Recreation and Parks, the number of seats for the Dinner Theater may be between 350-400, and there may be a total of 600 total seats for the Black Box theaters.
4. DRP may require increased usage of the building on the weekends for its programming staff. This adjustment could impact the peak hour calculations in the current Shared Parking Analysis.
5. Although all theaters may not be used simultaneously, the availability of surplus parking allows a time buffer for patrons of different events to enter and exit the parking facility and reduces the incidence of any temporary parking shortages or traffic back-ups during busier times.

6. The peak parking use for the cultural center and the residents are likely to overlap on evenings and weekends, which could create a need to have parking available above the minimum required for the facility. 192 spaces are reserved for the residents at a ratio of 1 space per unit, with any additional parking needs for residents and their guests being met with the shared pool of parking spaces. Additional capacity reduces competition for the shared parking between the New Cultural Center patrons and the apartment residents or their guests.
7. While not confirmed, the facility is currently being considered as a potential wedding venue. This use was not considered as part of the Shared Parking Analysis and could change the parking needs.
8. The proximity of Merriweather Post Pavilion and the Chrysalis provides an opportunity for a shared use agreement with these venues if extra capacity exists.

In conclusion, parking needs may change slightly over time as program changes are enacted or variables such as the number of seats in a theater are increased. In these circumstances, a minor revision to the plan and Shared Parking Analysis may be part of the final signature approval. For this reason, flexibility in final parking costs should allow for changes in use that occur through the process.

Table 16
New Cultural Center
Shared Parking Analysis

Development Program		
Toby's Theater	340	Seats
Black Box Theater	420	Seats
Studios	8,375	S.F.
CCTA Classrooms	5,009	S.F.
HCAC Classrooms	2,763	S.F.
Dance Studio	1,976	S.F.
Gallery	2,489	S.F.
Lobby/Reception	8,216	S.F.
Residential - Apartments	192	D.U.
Office	5,927	S.F.
Parking Summary by Month		
Month	Parking Required	
	Weekday	Weekend
January	595	579
February	595	579
March	595	579
April	595	579
May	595	579
June	595	579
July	595	579
August	595	579
September	595	579
October	595	579
November	595	579
December	615	603
Late December	614	603
Maximum Parking Required	615	603
Non-Shared Requirement	707	697
Difference (savings)	92	94
Percent Savings	13%	13%
Parking Summary by User		
Peak Month	Weekday	Weekend
Hour of Day	December 8 PM	December 8 PM
Toby's Customers	97	108
Toby's Employees	23	23
Black Box Customers	120	133
Black Box Employees	29	29
Studios	2	-
CCTA Classrooms	16	16
HCAC Classrooms	27	9
Dance Studio	19	6
Gallery	3	3
Lobby/Reception	-	-
Office Visitors	1	-
Office Employees	2	-
Residential - Shared Spaces	55	55
Residential - Dedicated	192	192
Residential - Visitors	29	29
Total	615	603
Total Parking Provided	616	spaces
Difference (req. vs. prov.)	1 spaces	
Percent Difference	0%	

Item 11

Department of Recreation and Parks
Operating Budget

NCC - Long-Term Projections of Operating Budget Impact
Department of Recreation and Parks (10-12-2020)
Assumption: Project completion in December 2024

Commitment Summary	FY22	FY23	FY24	FY25	FY26	FY27	Ongoing/ One-time	Notes
Agency Total				755,000				
50 - Personnel Costs				655,000				
Item 1				315,000			Ongoing	Funding for 6 Full Time positions. Supervisor (5109K), Two Recreation Services Coordinators II (5107H), Recreation Program Coordinator I (5109G), Administrative Support Tech II (1407E), and a Facility Maintenance Worker (3011H5).
Item 2				340,000			Ongoing	Funding for Contingent staffing. Positions include Facility Leader II (\$15/hr), Facility Leader I (\$13/hr), Facility Maintenance Worker (\$15/hr), and Special Event Leaders (\$18/hr).
51 - Contractual Services				50,000				
Item 1				50,000			Ongoing	Services include printing, event/tent/supply rental, preventative maintenance efforts, equipment repair, additional cleaning services, and Cultural programming/event funds for sound/lighting support and performances.
Item 2				0				0
Item 3				0				0
52 - Supplies and Materials				50,000				
Item 1				50,000			Ongoing	Supplies and materials including program equipment purchase, replacement, office supplies, program/event supplies and gallery/exhibition materials.
53 - Capital Outlay				0				
Item 1				0				
54 - Debt Service				0				
Item 1				0				
58 - Expense Other				0				
Item 1				0				
69 - Operating Transfers				0				
Item 1				0				
99 - Contingencies				0				
Item 1				0				

Item 12
Department of Public Works
Operating Budget

NCC - Long-Term Projections of Operating Budget Impact
Department of Public Works (10-12-2020)
Assumption: Project completion in December 2024

Commitment Summary	FY22	FY23	FY24	FY25	FY26	FY27	Ongoing/ One-time	Notes
Agency Total				842,000				
50 - Personnel Costs				94,000			Ongoing	
Item 1				94,000				Personnel Costs are ongoing expenses. Funding assumes one new Maintenance Mechanic assigned to this facility.
51 - Contractual Services				665,000			Ongoing	
Item 1				665,000				Contractual services is an ongoing expense. Expenses will include printing, utilities, real estate taxes, contractor maintenance work, equipment repair, pest control, custodial and security services. This estimation is reduced from initial version primarily due to clearer understanding of scope of our work relative to CCTA and the cost of maintaining the parking garage, and efforts on cost mitigation.
52 - Supplies and Materials				50,000				
Item 1				50,000			Ongoing	Supplies and Materials is an ongoing expense. Expenses will include office supplies, janitorial supplies, hardware and related supplies, paint, plumbing supplies, HVAC supplies and all other supplies required for daily operations and maintenance. This estimation is reduced from initial version due to clearer understanding of scope of our work relative to CCTA and the cost of maintaining the parking garage.
53 - Capital Outlay				33,000				
Item 1				33,000			One-time	Vehicle for new Maintenance Mechanic (one-time cost)
54 - Debt Service				0				
Item 1				0				
58 - Expense Other				0				
Item 1				0				
69 - Operating Transfers				0				
Item 1				0				
99 - Contingencies				0				
Item 1				0				

Item 13
Appraisal 1 of
5900 Symphony Woods Road



Toby's Dinner Theatre
5900 Symphony Woods Road
Columbia, Maryland 21044

Report Date:
November 2, 2020

**LIPMAN
FRIZZELL &
MITCHELL**

Real Estate Consultants

6240 Old Dobbin Lane, Suite 140
Columbia, Maryland 21045
Phone: 410-423-2300
Fax: 410-423-2410
www.LFMvalue.com

APPRAISAL REPORT

Prepared for:

Ms. Melanie Bishop
Chief, Real Estate Service Division
Howard County Department of Public Works
3430 Courthouse Drive Howard Building 2nd Floor
Ellicott City, Maryland 21043
Capital Project-Real Estate Planning & Design



**LIPMAN
FRIZZELL &
MITCHELL**
Real Estate Consultants

November 2, 2020

Ms. Melanie Bishop
Chief, Real Estate Service Division
Howard County Department of Public Works
3430 Courthouse Drive Howard Building 2nd Floor
Ellicott City, Maryland 21043

RE: Appraisal Report
Toby's Parcel
Tobby's Dinner Theatre
5900 Symphony Woods Road
Columbia, Maryland 21044
Capital Project-Real Estate Planning & Design
RESO Bid No. 2020-056

Dear Ms. Bishop:

In accordance with your request, we have prepared an appraisal of the above-referenced property. The purpose of this appraisal is to develop an opinion of market value of Toby's Dinner Theatre. This appraisal report sets forth the pertinent data gathered, the techniques employed, and the reasoning leading to our value opinions.

The subject property is known as Toby's Dinner Theatre, located at 5900 Symphony Woods Road in Columbia, Maryland 21044. The subject is further identified as Tax Map: 36, Grid: 08, Parcel: 307, Lot: 1 and contains approximately 2.580 acres of land. The site is improved with a 9,661-square-foot one story dinner theatre, which was closed and undergoing renovations as of the effective date of value due to the restrictions-in-place resulting from the pandemic.

We developed our analyses, opinions, and conclusions and prepared this report in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Foundation; the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute; and the requirements of our client as we understand them.

Howard County Department of Public Works is the client in this assignment and is the sole intended user of the appraisal and report. The intended use is to determine market value of the subject property. The value opinions reported herein are subject to the definitions, assumptions and limiting conditions, and certification contained in this report.



Unlike past economic challenges, COVID-19 is having an immediate, widespread impact on the commercial real estate industry and the economy as a whole with retail and hospitality most affected. With the rapid pace at which the pandemic is spreading, shelter-in-place orders have been instituted and global lockdown actions taken to curtail the spread. The only businesses that have remained opened during the pandemic are those that provide essential services. These include grocery stores, drug stores, and medical institutions to name but a few. This in turn has debilitated the economy in an unprecedented manner. While it is too early to fully understand the impact of these events, history can serve as a valuable source of information as we look forward with events like the recent economic crisis of 2008. Since March, when COVID-19 was declared a pandemic, spreading globally and, particularly, across the United States, rather than the typical lag, the commercial real estate industry was affected immediately. This was because trade activities and occupiers' businesses were shut down.

Due to extended closure of businesses, the government and Federal Reserve have taken multiple measures to respond to the impact of COVID-19. The act includes several tax and business spending provisions that can be leveraged by various businesses. This complete lifestyle change, has created a fair amount of uncertainty which may prevail over a sustained time period, in unprecedented ways.

As the health metric system continues to improve, businesses that provide non-essential services are slowly transitioning into the reopening phase with additional safety measures in place. Caution is still being practiced for continued health of the population which subsequently guarantees the health of the economy.

The highest and best use of the subject would be for demolition and redevelopment in conformance with the proposed plan. Per the planning and zoning department, the site is approved for the New Cultural Center (SDP-17-043), which includes a mixed-use project with performing and visual arts space (theater, gallery, classroom and studio space) totaling 115,692 sq.ft. and a mixed-income apartment project (along with an attached parking garage) totaling 192 units. The project has been granted funding through the Low-Income Housing Tax Credit (LIHTC) program offered by the State and so a significant portion of the housing will be offered below market rate. DPZ anticipates that there will be a revision submitted to these plans that could reduce the number of dwelling units, reduce the number of parking spaces constructed, and revise the programming of some of the art center space.

This is a redevelopment project known as Downtown Columbia Crescent Neighborhood Phase 2 that is government subsidized and has been further along in the planning phase with approvals in place. These factors promote viability of the project and hedge it from being negatively impacted by the pandemic, thus making it financially feasible with government support in the current economic climate.



The acceptance of this appraisal assignment and the completion of the appraisal report submitted herewith are contingent on the following extraordinary assumptions and/or hypothetical conditions:

Extraordinary Assumptions:

1. We assume the subject is not detrimentally affected by any environmental, soil, flood plain or other physical conditions.
2. There are no zoning or other restrictions that would limit or restrict the proposed development.

Hypothetical Conditions:

No hypothetical assumptions were employed in this appraisal.

Based on the analysis contained in the following report, our value conclusions involving the subject property are summarized as follows:

VALUE CONCLUSIONS			
Value Premise	Interest Appraised	Effective Date	Indicated Value
Market Value As Is	Fee Simple	September 30, 2020	\$9,030,000

This letter of transmittal is not considered valid if separated from this report, and must be accompanied by all sections of this report as outlined in the Table of Contents, in order for the value opinions set forth above to be valid.

Due to the Coronavirus (COVID-19) Pandemic, the financial markets are in disarray and the impact on real estate values are, at this time, difficult to measure. Our valuation is based on the best information available at the time of analysis. As this uncertain environment continues to evolve, there may be factors, currently unknown, which may impact property values.

Respectfully submitted,
Lipman Frizzell & Mitchell LLC

Michael J. Chicorelli, MAI
Principal
Maryland License #04-27767
License Expires February 17, 2021

Nina W. Mwangi
Certified General
Maryland License #04-32555
License Expires March 18, 2023



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Summary of Salient Facts

Property Name:	Tobby's Dinner Theatre
Address:	5900 Symphony Woods Road Columbia, Maryland 21044
Tax Parcel Number:	Map: 36, Grid: 08, Parcel: 307, Lot: 1
Property Owner:	Toby's General Partnership C/O Harold D. Orenstein
Property Rights Appraised:	Fee Simple
Zoning:	NT, New Town District
Site Size:	2.580 acres (112,385 square feet)
Existing Improvements	
Property Type:	Restaurant
Gross Building Area:	9,661 square feet
Rentable Area:	9,661 square feet
Year Built:	1969
Extraordinary Assumptions:	We assume the subject is not detrimentally affected by any environmental, soil, flood plain or other physical conditions. There are no zoning or other restrictions that would limit or restrict the proposed development.
Hypothetical Conditions:	No hypothetical assumptions were employed in this appraisal.
Highest and Best Use	
As Vacant:	Mixed Use development
As Improved:	Demolition and redevelopment with a mixed use project
Date of Inspection:	September 30, 2020
Effective Date of Value:	September 30, 2020
Report Date:	November 2, 2020

VALUE INDICATIONS & CONCLUDED VALUES

Approach	As Is
Effective Date	September 30, 2020
Land Valuation	\$9,030,000
Final Value Estimate	\$9,030,000



Due to the Coronavirus (COVID-19) Pandemic, the financial markets are in disarray and the impact on real estate values are, at this time, difficult to measure. Our valuation is based on the best information available at the time of analysis. As this uncertain environment continues to evolve, there may be factors, currently unknown, which may impact property values.

Aerial and Front Views

AERIAL VIEW



FRONT VIEW



Introduction

Client and Other Intended Users of the Appraisal

The client in this assignment is Howard County Department of Public Works and is the sole intended user of this report.

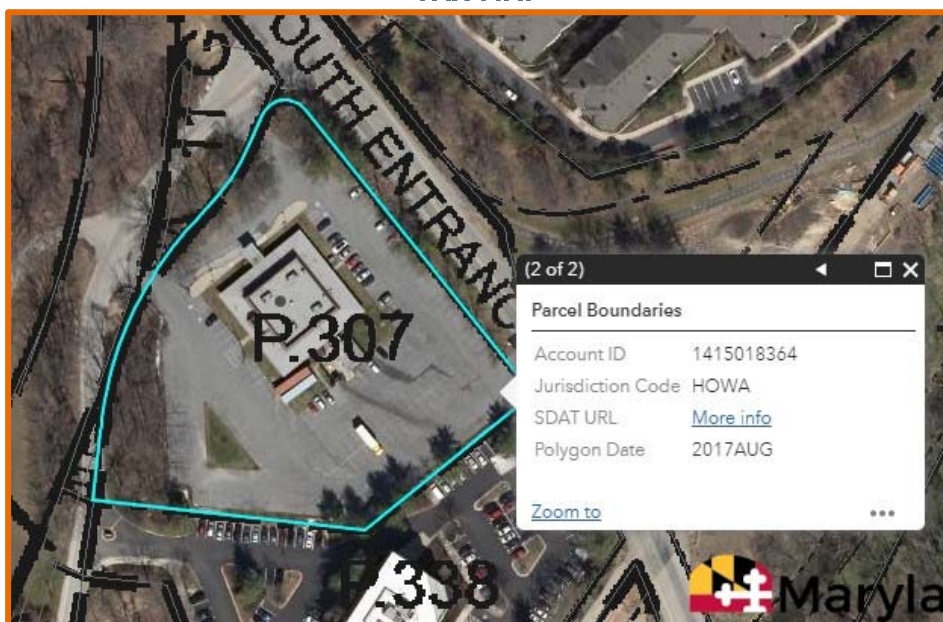
Intended Use of the Appraisal

The intended use of this report is to determine the market value of the subject property.

Real Estate Identification

The subject property is located at 5900 Symphony Woods Road, Columbia, Maryland 21044. The Howard County Assessor identifies the subject property as Tax Map: 36, Grid: 08, Parcel: 307, Lot: 1.

TAX MAP



Real Property Interest Appraised

We have appraised the fee simple interest in the subject property.

Date of Report

The date of this report is November 2, 2020, the date of the letter of transmittal.

Type and Definition of Value

The purpose of this appraisal is to develop an opinion of the market value of the subject property. "Market Value," as used in this appraisal, is defined as "the most probable price that a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus." Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- 1) Buyer and seller are typically motivated.



- 2) Both parties are well informed or well advised, each acting in what they consider their own best interests;
- 3) A reasonable time is allowed for exposure in the open market;
- 4) Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- 5) The price represents the normal consideration for the property sold unaffected by special or creative financing or sale concessions granted by anyone associated with the sale.”

[Source: The Dictionary of Real Estate Appraisal, Sixth Edition, pg. 142]

The “as is” value is the value of the property in its present condition under market conditions prevalent on the date of the appraisal.

Please refer to the Glossary in the *Addenda* for further definitions of terms employed in this report.

Valuation Scenarios and Effective Dates of Value

We developed opinions of value for the subject property under the following scenarios and corresponding effective dates of value:

Valuation	Effective Date of Value
Market Value As Is	September 30, 2020

We completed an appraisal inspection of the subject property on September 30, 2020.

Use of Real Estate as of the Effective Date of Value

The subject property was owner occupied as of the effective date of appraisal.

Use of Real Estate as of the Date of this Report

Assumed to be the same as above.

Ownership and Sales History

According to the Deed, title to the subject property is vested in Toby's General Partnership C/O Harold D. Orenstein as recorded in Liber 1530, Folio 379. The subject property has not been sold, or listed for sale nor have the owners entertained offers for purchase within the past three years, to our knowledge.

We have considered and analyzed the known history of the subject in the development of our opinions and conclusions.

Scope of Work

The scope of work includes all steps taken in the development of the appraisal. These include 1) the extent to which the subject property is identified, 2) the extent to which the subject property is inspected, 3) the type and extent of data researched, 4) the type and extent of analysis applied, and the type of appraisal report prepared. These items are discussed as follows:



Extent to Which the Property was Identified

Legal Characteristics

The subject was legally identified via aerial photography, assessment records and an on-site inspection.

Economic Characteristics

Economic characteristics of the subject property were identified via a comparison to properties with similar locational and physical characteristics.

Physical Characteristics

The subject was physically identified via a general inspection.

Extent to Which the Property was Inspected

We inspected the subject on September 30, 2020.

Type and Extent of the Data Researched

We researched and analyzed: 1) market area data, 2) property-specific, market-analysis data, 3) zoning and land-use data, and 4) current data on comparable listings, sales, and rentals in the competitive market area.

Type and Extent of Analysis Applied

The subject site is proposed for development with a mixed-use project with performing and visual arts space (theater, gallery, classroom and studio space) totaling 115,692 sq.ft. and a mixed-income apartment project (along with an attached parking garage) totaling 192 units. We observed surrounding land use trends, the condition of the improvements, demand for the subject property, and relative legal limitations in concluding a highest and best use. We then valued the subject based on the highest and best use conclusion, relying on the Sales Comparison Approach.

Appraisal Report Type

This is an Appraisal Report as defined by the Uniform Standards of Professional Appraisal Practice under Standards Rule 2-2a. Please see the Scope of Work above for a description of the level of research completed.

Appraisal Conformity

We developed our analyses, opinions, and conclusions and prepared this report in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Foundation; the Interagency Appraisal and Evaluation Guidelines; the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute; and the requirements of our client as we understand them.

Extraordinary Assumptions

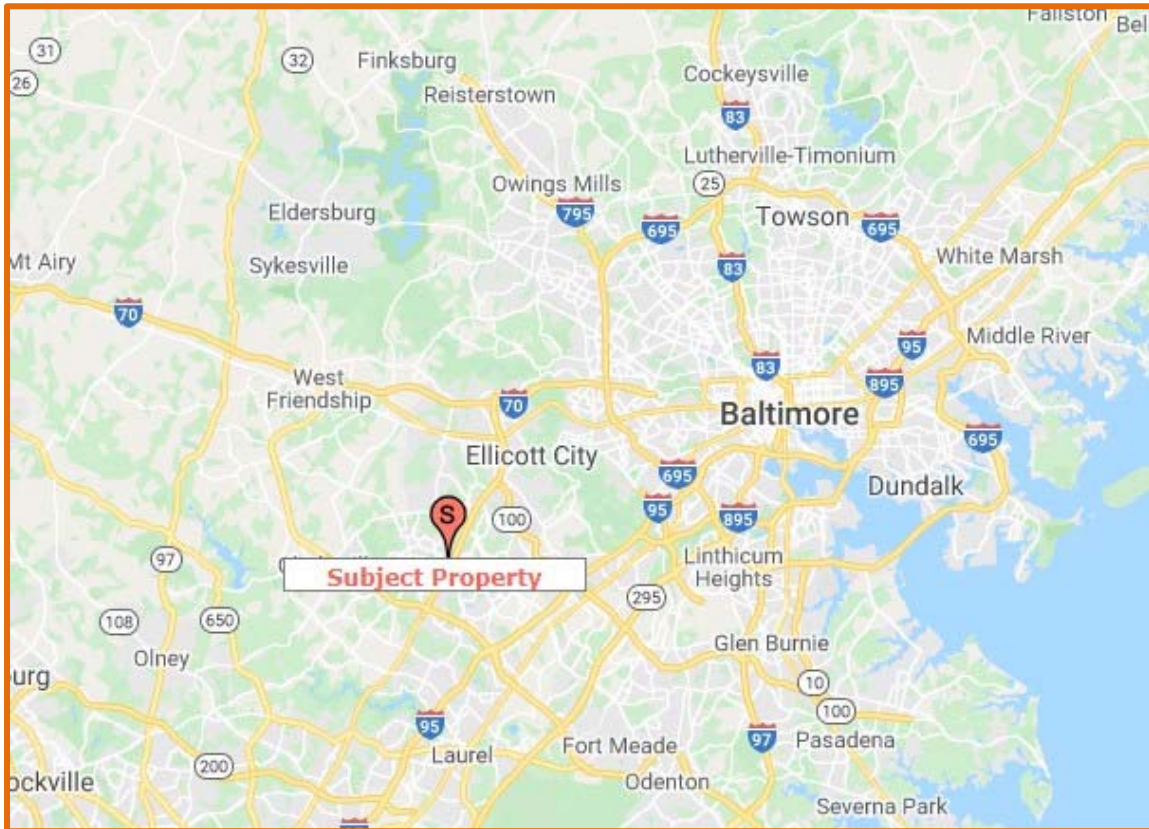
1. We assume the subject is not detrimentally affected by any environmental, soil, flood plain or other physical conditions.
2. There are no zoning or other restrictions that would limit or restrict the proposed development.

Hypothetical Conditions

No hypothetical assumptions were employed in this appraisal.

Baltimore Metropolitan Area Analysis

The Baltimore MSA is located in the Boston to Richmond Corridor and includes Baltimore City and Baltimore, Anne Arundel, Harford, Carroll, Howard, and Queen Anne's Counties.¹ Baltimore is within a 40-mile commute of Washington, D.C. and is central to the State of Maryland. The MSA enjoys an orientation to the Chesapeake Bay and the Susquehanna and Patapsco Rivers. Baltimore City's Inner Harbor and Port have deep-water access to the Chesapeake Bay and Atlantic Ocean and is the most inland port on the East Coast.



Maryland's State Capital, Annapolis, is located in Anne Arundel County. Maryland has an elected governor and State Legislature. Each of the State's 47 legislative districts elects one senator and three delegates for four-year terms. The local government is centered in the State's 23 counties and in the City of Baltimore.

¹ Queen Anne's County is physically and economically separate from the rest of the MSA (Metropolitan Statistical Area). The Baltimore Metropolitan Area for purposes of this report will include Baltimore City and the five contiguous counties.



The Baltimore MSA's population grew by an average annual rate of 0.73% between 1980 (2,173,989) and 2000 (2,512,557), according to the U.S. Census Bureau. This growth was concentrated in the MSA's suburban counties. Conversely, Baltimore City has experienced a population decline of approximately 0.94% on an average annual basis. The population declined from 786,741 in 1980 to 651,262 in 2000. The bulk of the MSA's population growth occurred in Howard and Carroll Counties.

According to reports from the U.S. Census Bureau, the MSA's population grew from 2,512,557 in 2000, to 2,662,691 in 2010 (Census), an average annual increase of 0.6% and a total change of 6.0%. Baltimore County has the highest number of residents, followed by Baltimore City.

The MSA's population increased from 2,648,486 in 2009 to 2,749,672 in 2019, an average annual increase of 0.4% and a total increase of 3.8%. The MSA's 2019 population decreased 0.03% from 2018 at 2,750,595. The MSA's population is projected to increase to 2,897,800 by 2030 and 2,989,250 in 2040, according to the Maryland Department of Planning.

Beginning in 2009, Harford and Cecil counties prepared for significant increases in population and employment in response to BRAC (Base Realignment and Closure). It was estimated that 75% of BRAC workers would live in Harford or Cecil County. Aberdeen Proving Grounds, already Harford County's largest employer, added new jobs over the last several years as other military bases, including Fort Monmouth in New Jersey, were closed. Relocations began in 2009 and were completed in 2017, with most of the relocations having already occurred in 2010. However, while BRAC was anticipated to spur substantial office, residential and commercial growth in the area, there has been no substantial data indicating that Cecil and Harford counties have experienced the predicted growth.

According to reports from the U.S. Census Bureau, estimated average median household income for the Baltimore Region increased from \$73,769 in 2008 to \$88,002 in 2018. The region's 2018 income increased by 5.3% over 2017, at \$83,599 and was 5.7% higher than the State of Maryland's estimated 2018 income of \$83,242. The Region has experienced an average annual increase of 1.8% and a total change of 19.3% from 2008 to 2018.

The employment market in the Baltimore Metropolitan Area grew rapidly in the 1980's before declining during recessionary periods. The unemployment rate increased in the MSA during the recessions of the early 1990's, 2001 to 2003 and 2008 to 2011. Unemployment rates have also increased in the MSA due to the Covid-19 Pandemic in 2020.

In 2019, the Baltimore MSA had an average annual estimated labor force of 1,521,841, with an average unemployment rate of 3.6% (not seasonally adjusted), compared to the statewide average annual rate of 3.6% and the U.S. average unemployment rate of 3.7%. During the same period, Baltimore City had the highest unemployment rate of 5.1% and Howard County had the lowest rate at 2.7%.



In July 2020, the MSA had an estimated labor force of 1,523,429 with an unemployment rate of 7.5% (not seasonally adjusted) compared to the statewide rate of 7.7% and the U.S. unemployment rate of 10.2% (seasonally adjusted).

Metropolitan Regional Information Systems, Inc. (MRIS) reported the average annual sale price of a home in the Baltimore Metropolitan Area in 2019 was \$333,991, an increase of 3.8% over 2018, at \$321,820. All counties and Baltimore City had increases in average home sale price in 2019. During the same period, the number of units sold in the MSA increased from 39,300 in 2018 to 40,857 in 2019, an overall increase of 4.0%. Increases in the number of units sold in 2019 in the MSA occurred in Anne Arundel County (8.3%); Baltimore County (2.9%); Harford County (6.7%); Howard County (4.1%) and Baltimore City (0.7%). The only decrease in number of units sold occurred in Carroll County (0.2%).

In August 2020 the average home sale price in the MSA was \$380,981, an increase of 12.3% over August 2019, at \$339,262. During the same period, the number of units sold in the MSA increased from 3,764 in August 2019 to 4,266 in August 2020, an increase of 13.3%. The average year-to-date (YTD) 2020 home sale price in the MSA was \$350,120, an increase of 6.8% over YTD 2019, at \$327,974. The total number of units sold in the MSA (YTD) increased from 25,444 in 2019 to 26,716 in 2020, an increase of 5.0%.

In late 2007, financial markets began to deteriorate from a period of rapid growth in real estate prices and economic activity during the early 2000s. What followed was a deep and unprecedented global economic recession which has come to be known as The Great Recession. Real estate markets, in particular, were profoundly affected by this recession in comparison to those in the past. The Great Recession officially lasted from December 2007 to June 2009 and was followed by a period of slow economic recovery over the next several years. Real estate markets have since recovered from The Great Recession, but its effects can still be seen, most notably in stricter lending practices and the unwinding of monetary and fiscal policies enacted during the recession and recovery.

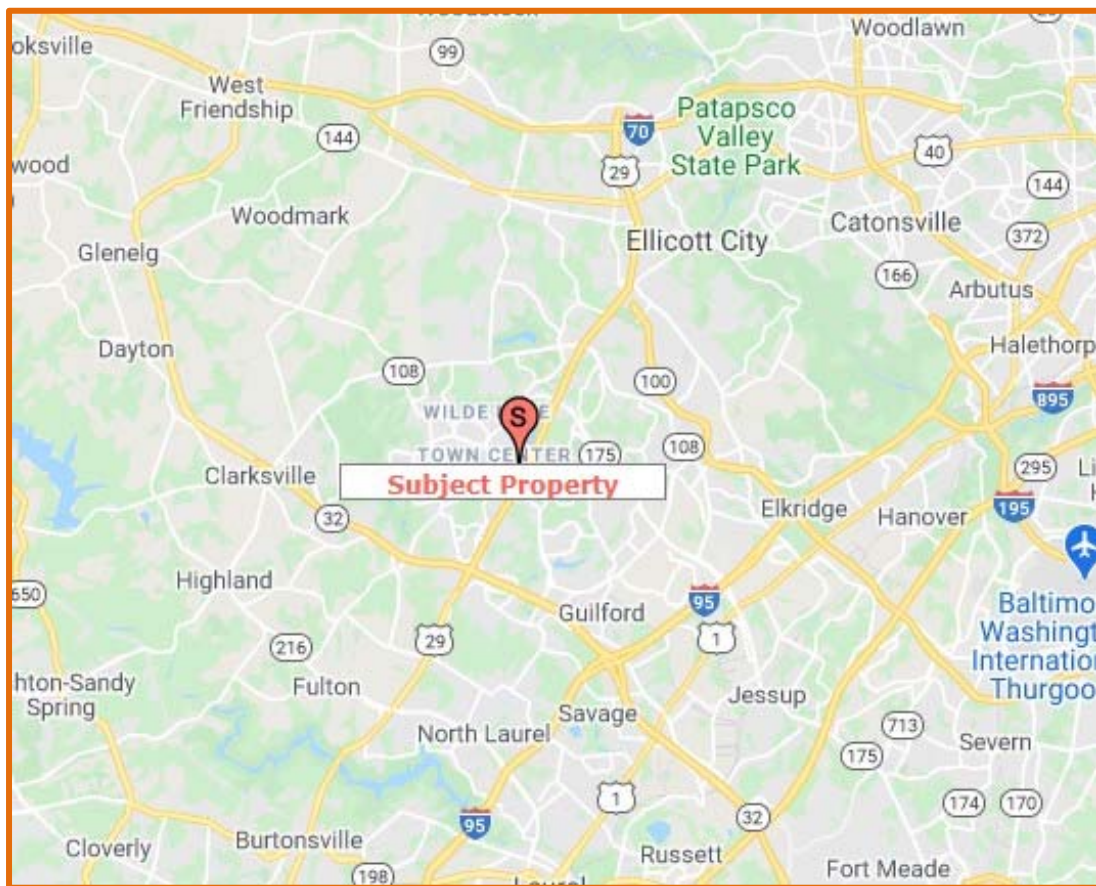
Economic conditions in the Baltimore MSA have largely stabilized in recent years. The decrease in average home sale prices slowed to 3.8% in 2011, from 10.1% in 2009. The average home sale price in the MSA increased in 2012 through 2014, and 2016 through 2019, after a decrease in 2015. Retail sales in the MSA increased in 2012 through 2019, after decreases every year between 2008 and 2010. The average unemployment rate increased in 2009 and 2010 and decreased in 2011 through 2019. Currently, unemployment rates have increased in the MSA as a result of the Covid-19 pandemic.

Going forward, the Baltimore MSA's proximity to Washington, D.C., and its economic base, will continue to be a positive influence in its future growth. Economic growth may not soon reach the pace set in the mid-2000s due to the uncertainty caused by the Covid-19 pandemic. However, the MSA's favorable demographic trends and location will assist in growing its economy in the future.

Howard County, Maryland Analysis

Location

Howard County is part of the Baltimore Metropolitan Region and is the westernmost of the metropolitan counties, extending westward from Baltimore County to Frederick County, and has a land area of 251± square miles. Its boundaries are as follows: Carroll County to the north; Baltimore and Anne Arundel Counties to the east; Prince George's and Montgomery Counties to the south; and Montgomery and Frederick Counties to the west. Howard County has no incorporated towns and its County seat is Ellicott City. Columbia is the largest town within Howard County and is located in the east central part of the County along the Route 29 corridor. Ellicott City is located 11 miles from Baltimore, MD, 31 miles from Washington, D.C., 106 miles from Philadelphia, PA and 195 miles from New York, NY.





Population

Howard County is the fourth largest County in the Baltimore Metropolitan Area. The U.S. Census Bureau estimated Howard County's 2000 population at 247,876, which showed an average annual growth rate of 3.8% from 1980, at 118,572. In 2019, the County's estimated population was 325,690, an increase of 1.0% over 2018, at 322,621. The County experienced an average annual increase in population of 1.4% and a total change of 15.1% from 2009 to 2019. The County's population is projected to increase to 366,800 in 2030 and 371,850 in 2040, according to reports from the Maryland Department of Planning. A summary of population history and forecast is shown in the following chart:

HISTORICAL AND PROJECTED TOTAL POPULATION FOR THE BALTIMORE REGION

	Average Annual Growth Rates						
	2009	2019	2009- 2019	2030	2019- 2030	2040	2030- 2040
MARYLAND	5,730,388	6,045,680	0.5%	6,518,750	0.7%	6,834,500	0.5%
BALTIMORE REGION	2,648,486	2,749,672	0.4%	2,897,800	0.5%	2,989,250	0.3%
Anne Arundel County	532,395	579,234	0.8%	596,700	0.3%	622,250	0.4%
Baltimore County	801,808	827,370	0.3%	862,200	0.4%	880,750	0.2%
Carroll County	167,028	168,447	0.08%	175,150	0.4%	181,800	0.4%
Harford County	243,685	255,441	0.5%	271,850	0.6%	289,200	0.6%
Howard County	283,061	325,690	1.4%	366,800	1.1%	371,850	0.1%
Baltimore City	620,509	593,490	-0.4%	625,100	0.5%	643,400	0.3%

Sources: 2009 & 2019 - U.S. Census Bureau, Release Date: April 2020; 2030 & 2040 - Projections prepared by the Maryland Department of Planning.

Employment

In the past three decades, Howard County has shifted from a primarily farming community to a combination urban and rural community due to the County's active promotion of economic development and its close proximity to both Washington, D.C. and Baltimore City. A survey of the County's total employment broken down by sector of work is shown in the following chart:

SUMMARY OF EMPLOYMENT

SOURCE	Annual 2017	Annual 2018	% Change 2017-18	4 th Qtr. 2019	% Change 2018-19
Government	16,784	16,958	1.0%	17,540	3.4%
Natural Resources & Mining	349	336	-3.7%	263	-21.7%
Construction	11,657	11,947	2.5%	11,580	-3.1%
Manufacturing	8,126	8,215	1.1%	9,209	12.1%
Trade, Transportation & Utilities	34,088	33,929	-0.5%	35,587	4.9%
Information	3,889	3,717	-4.4%	3,632	-2.3%
Financial Activities	10,099	10,167	0.7%	9,385	-7.7%
Professional & Business Services	46,056	46,086	0.1%	46,928	1.8%
Education & Health Services	18,750	19,023	1.5%	20,638	8.5%
Leisure & Hospitality	15,931	16,478	3.4%	16,359	-0.7%
Other Services & Unclassified	4,537	4,512	-0.6%	4,601	2.0%
Total	170,266	171,368	0.6%	175,722	2.5%

Source: Maryland Department of Labor, Licensing & Regulation



In July 2020, the estimated civilian labor force for Howard County was 188,110, with an unemployment rate of 6.1% (not seasonally adjusted), compared to a rate of 7.5% for the Baltimore MSA, 7.7% in the State of Maryland, and the U.S. unemployment rate of 10.2% (seasonally adjusted). Government accounts for nearly 10% of the County's work force, with the remaining 90% in the private sector. The top ten private sector employers in the County are listed in the following chart:

TOP TEN EMPLOYERS

Employer	Product-Service/Industry	Employees
Johns Hopkins University Applied Physics Lab.	R&D systems engineering/Professional services	6,400
Howard County General Hospital	Medical services/Health care	1,765
Verizon	Telecommunications/Information	1,700
Howard Community College	Higher Education/Educational services	1,410
Lorien Health Systems	Nursing care/Health care	1,190
The Columbia Association*	Nonprofit civic organization	1,180
Coastal Sunbelt Produce	Produce processing/Manufacturing	1,050
Nestle Dreyer's Ice Cream	Frozen desserts	890
Wells Fargo	Securities administration/Finance and insurance	805
Sysco Food Services	Food products distribution	800

Note: Excludes post offices, state and local governments; national retail and national food service; includes higher education.

Sources: Economic development agencies statewide and Maryland Department of Business and Economic Development, 2019.

** Includes full-time and part-time employment; additional 700 seasonal employment.*

Income

According to the U.S. Census Bureau, estimated median household income for Howard County increased from \$101,867 in 2008 to \$116,984 in 2018, an average annual increase of 1.4% and a total change of 14.8%. In 2018, the County's median household income was 4.8% higher than the 2017 median income of \$111,576, 40.5% higher than Maryland's median income of \$83,242 and 32.9% higher than the Baltimore Region's estimated median income of \$88,002. Median household income growth from 2008 to 2018 is shown in the following chart:

MEDIAN HOUSEHOLD INCOME

Year	Income	Annual % Change	Total % Change
2008	\$101,867	-	-
2009	\$101,417	-0.4%	-0.4%
2010	\$100,992	-0.4%	-0.9%
2011	\$99,040	-1.9%	-2.8%
2012	\$108,234	9.3%	6.3%
2013	\$108,503	0.2%	6.5%
2014	\$106,871	-1.5%	4.9%
2015	\$110,224	3.1%	8.2%
2016	\$119,386	8.3%	17.2%
2017	\$111,576	-6.5%	9.5%
2018	\$116,984	4.8%	14.8%
Average Annual % Change		1.4%	

Source: U.S. Census Bureau



Assessable Tax Base

The assessable tax base is affected by physical growth, the economy and market prices. In FY 2019 (as of the March 31, 2020 base estimate date), the County's estimated tax base was \$52.952 billion, an increase of 3.3% over 2018, at \$51.276 billion. The County experienced an average annual increase of 0.9% and a cumulative growth rate of 9.5% from 2009 to 2019, as set forth in the following chart:

ASSESSABLE TAX BASE			
Year*	Tax Base (In \$Billions)	Annual % Change	Cumulative % Change
2009	\$48.355	-	-
2010	\$46.289	-4.3%	-4.3%
2011	\$43.221	-6.6%	-10.6%
2012	\$42.331	-2.1%	-12.5%
2013	\$42.567	0.6%	-12.0%
2014	\$43.708	2.7%	-9.6%
2015	\$45.505	4.1%	-5.9%
2016	\$47.526	4.4%	-1.7%
2017	\$49.520	4.2%	2.4%
2018	\$51.276	3.5%	6.0%
2019	\$52.952	3.3%	9.5%
Average Annual % Change		0.9%	

Source: State Department of Assessments and Taxation.

**For Tax Years beginning July 1st.*

Retail Sales

According to reports from the Comptroller of Maryland, Bureau of Revenue Estimates (BRE), Howard County had retail sales totaling \$3.277 billion in 2019, an increase of 0.5% over 2018, at \$3.262 billion. The County experienced an average annual increase of 1.0% and a cumulative growth rate of 10.0% from 2009 to 2019, as shown in the following chart:

RETAIL SALES			
Year*	Retail Sales (In \$Billions)	Annual % Change	Cumulative % Change
2009	\$2.978	-	-
2010	\$2.787	-6.4%	-6.4%
2011	\$2.781	-0.2%	-6.6%
2012	\$2.902	4.3%	-2.6%
2013	\$2.875	-0.9%	-3.5%
2014	\$2.927	1.8%	-1.7%
2015	\$3.059	4.5%	2.7%
2016	\$3.144	2.8%	5.6%
2017	\$3.168	0.8%	6.4%
2018	\$3.262	3.0%	9.5%
2019	\$3.277	0.5%	10.0%
Average Annual % Change		1.0%	

(BRE) Consolidated Revenue Reports; Sales and Use Tax Summaries.

**Fiscal Years through June 30th.*



Housing

Metropolitan Regional Information Systems, Inc. (MRIS), in their report on housing statistics, stated that the average sale price of an existing home in Howard County in 2019 was \$461,876, an increase of 2.0% over 2018, at \$452,951. The number of units sold in the County increased from 4,309 in 2018 to 4,487 in 2019, an increase of 4.1%. Historical changes in average sale price and number of units sold, from 2009 to 2019, are shown in the following chart:

AVERAGE HOME SALE PRICES AND UNITS SOLD

Year	Units Sold	% Change	Avg. Price	% Change
2009	2,888	--	\$390,093	--
2010	2,850	-1.3%	\$402,979	3.3%
2011	2,709	-4.9%	\$404,500	0.4%
2012	3,162	16.7%	\$404,598	0.02%
2013	3,482	10.1%	\$419,407	3.7%
2014	3,472	-0.3%	\$431,300	2.8%
2015	4,136	19.1%	\$430,624	-0.2%
2016	4,570	10.5%	\$436,084	1.3%
2017	4,594	0.5%	\$444,708	2.0%
2018	4,309	-6.2%	\$452,951	1.9%
2019	4,487	4.1%	\$461,876	2.0%

Source: Metropolitan Regional Information Systems, Inc. (MRIS)

In August 2020 the average home sale price in the County was \$515,195, an increase of 7.5% over August 2019, at \$479,423. During the same period, the number of units sold in the County increased from 461 in August 2019 to 517 in August 2020, an increase of 12.1%. The average year-to-date (YTD) 2020 home sale price in the County was \$483,520, an increase of 7.4% over YTD 2019, at \$450,348. The total number of units sold in the County (YTD) decreased from 2,911 in 2019 to 2,905 in 2020, a decrease of 0.2%. A comparison of 2020 to 2019, for average home sale prices and number of units sold in Howard County on a monthly and YTD basis, is shown in the following chart.

AVERAGE HOME SALE PRICES & NO. OF UNITS SOLD - MONTHLY/YTD COMPARISON

	2019	2020		2019	2020	
Month	Units Sold	Units Sold	2019-2020 % Change	Average Price	Average Price	2019-2020 % Change
January	175	261	49.1%	\$430,250	\$470,416	9.3%
February	201	223	10.9%	\$402,490	\$463,475	15.2%
March	302	323	7.0%	\$433,484	\$475,100	9.6%
April	378	353	-6.6%	\$427,231	\$481,040	12.6%
May	492	301	-38.8%	\$467,602	\$469,867	0.5%
June	442	424	-4.1%	\$484,023	\$496,546	2.6%
July	460	503	9.3%	\$478,280	\$496,519	3.8%
August	461	517	12.1%	\$479,423	\$515,195	7.5%
YTD	2,911	2,905	-0.2%	\$450,348	\$483,520	7.4%

Source: Metropolitan Regional Information Systems, Inc. (MRIS)

According to reports from the Baltimore Metropolitan Council, in 2019, Howard County issued new residential building permits for 779 dwelling units (including multi-family and mixed-use), a decrease of 63.1% from 2018, at 2,110 units. Of the permits issued in the County in 2019, 761 were for single-family units, a decrease of 6.8% from 2018, at 817 single-family units. During the same period, the County issued permits for 18 multi-family units, a decrease of 98.6% from 2018, at 1,293 multi-family units.

The dollar value of all new residential building permits issued in Howard County in 2019 was \$180.1 million, a decrease of 56.7% from 2018, at \$415.8 million. The number of units and construction costs for permits issued in the County from 2009 to 2019 are shown in the following chart:

RESIDENTIAL CONSTRUCTION PERMITS

Year	Number of Units				Construction Costs (\$millions)			
	Single-Family	Multi-Family	Total	% Change	Single-Family	Multi-Family	Total	% Change
2009	890	583	1,473	--	\$192.9	\$68.1	\$260.9	--
2010	936	485	1,421	-3.5%	\$196.3	\$41.5	\$237.8	-8.9%
2011	989	189	1,178	-17.1%	\$231.6	\$17.9	\$249.5	4.9%
2012	518	1,139	1,657	40.7%	\$144.2	\$119.4	\$263.5	5.6%
2013	1,275	1,013	2,288	38.1%	\$280.4	\$71.5	\$351.9	33.5%
2014	931	515	1,446	-36.8%	\$207.2	\$84.3	\$291.5	-17.2%
2015	1,113	476	1,589	9.9%	\$219.4	\$62.0	\$281.5	-3.5%
2016	1,035	833	1,868	17.6%	\$217.3	\$116.7	\$334.0	18.7%
2017	815	410	1,225	-34.4%	\$195.1	\$53.1	\$248.2	-25.7%
2018	817	1,293	2,110	72.2%	\$197.4	\$218.4	\$415.8	67.5%
2019	761	18	779	-63.1%	\$178.3	\$1.8	\$180.1	-56.7%

Source: 2009-2018: Baltimore Metropolitan Council 2019: U.S. Census Bureau

Commercial/Industrial Markets

According to reports from the Baltimore Metropolitan Council, in 2019, the total value of new, non-residential construction activity in Howard County was \$417.1 million, an increase of 2.6% over 2018, at \$406.7 million. The total number of non-residential construction permits issued in the County in 2019 was 23, a decrease of 8.0% from 2018, at 25 permits. The number of permits issued and permit values in the County, from 2009 to 2019, are shown in the following chart:

NON-RESIDENTIAL CONSTRUCTION PERMITS

Year	Number of		Permit Value	
	Permits	% Change	(\$millions)	% Change
2009	25	--	\$131.8	--
2010	20	-20.0%	\$95.2	-27.8%
2011	18	-10.0%	\$79.4	-16.5%
2012	43	138.9%	\$102.2	28.6%
2013	28	-34.9%	\$232.6	127.6%
2014	21	-25.0%	\$51.7	-77.8%
2015	37	76.2%	\$175.8	239.9%
2016	26	-29.7%	\$148.5	-15.5%
2017	20	-23.1%	\$56.7	-61.8%
2018	25	25.0%	\$406.7	617.2%
2019	23	-8.0%	\$417.1	2.6%

Source: Baltimore Metropolitan Council



Howard County's commercial market experienced an upturn fueled by office, retail and warehouse development. Retail activity was strong in Columbia and Ellicott City while industrial development was oriented to U.S. Route 1/I-95. Recently, the office market has weakened and rental rates were not sufficient to support speculative construction.

Howard County has 14 major business parks, of which approximately 21.8 million square feet is devoted to industrial, research and development, and office space, according to The Official Guide to Howard County. Currently, the five largest business parks in the County, in acreage, are Columbia Gateway (625); Emerson Corporate Commons (570); Maple Lawn (506); Maryland Wholesale Food Center (400); Baltimore Washington Industrial Park (250); Waverly Woods (210); and Patapsco Valley Business Center (190).

Downtown Columbia recently completed projects that include: The Metropolitan, the Columbia Mall expansion, the Ten Three Seventy building, the lakefront restaurants and the Whole Foods/Haven on the Lake building. The approved plans for the Crescent neighborhood include 313,500 sf of retail, 1.475 million sf of office, 225,000 sf of cultural space, 250 hotel rooms and 2,300 residential units on 37 acres. The first stage of development in the Crescent includes two office buildings totaling 333,500 sf and 20,000 sf of terraced amenity space in addition to a 1,200-space parking deck. Costello Construction's new building, Little Patuxent Square, will feature 160 luxury apartment units and 135,000 sf of office space," according to the Howard County Economic Development Authority.

Howard County has nearly 70 million square feet of commercial real estate ideal for a wide range of uses, including corporate headquarters, research and development, and distribution operations, according to the Maryland Department of Business & Economic Development. Many business parks in the County are situated along the I-95 corridor, providing access to Baltimore and Washington, D.C. new developments in the County include:

- Emerson Corporate Commons – a 570-acre community just north of MD Route 216 on both sides of I-95 (master-planned by Howard Hughes Corp.). Emerson features a corporate campus setting with I-95 visibility, 1,200 residential units and 215 acres of open space. More than 150 acres have been set aside for employment uses with a potential for 1.8 million square feet of office and 100,000 square feet of retail space.
- Maple Lawn – a 506-acre mixed-use development offering more than 1.3 million square feet of office space, 180,000 square feet of neighborhood-oriented retail space and more than 1,300 residential units. The business district at Maple Lawn features multiple Class A office buildings located between Washington and Baltimore, at the intersection of U.S. Route 29 and MD Route 216.



- Downtown Columbia – recently completed projects include: new luxury apartments, restaurants near the mall and Merriweather Post Pavilion. Planned Crescent neighborhood includes 313,500 square feet of retail, 1.475 million square feet of office space, 225,000 square feet of cultural space, 250 hotel rooms and 2,300 residential units on 37 acres. Little Patuxent Square features 160 luxury apartment units and 135,000 square feet of office space.
- Route 1 Corridor – 11-mile industrial corridor that is home to 2,500 businesses and more than 50,000 employees.

The County also has a Business Incubator, the Maryland Center for Entrepreneurship iCat (Innovation Catalyst) in Columbia. A Market Profile for Howard County's industrial and office properties is shown in the following chart:

MARKET PROFILE DATA			
Land - cost per acre	Low	High	Average
Industrial	\$100,000	\$300,000	\$200,000
Office	\$400,000	\$600,000	\$500,000
Rental Rates - per square foot			
Warehouse / Industrial	\$4.25	\$9.50	\$6.73
Flex / R&D / Technology	N/A	N/A	\$13.04
Class A Office	\$16.00	\$36.00	\$29.15

Source: Howard County Economic Development Authority

Transportation

Howard County has an excellent transportation network including access to highways, railroad, truck, water, and air transportation. Major arteries include the Baltimore Beltway (I-695), I-95, I-70, U.S. 29, U.S.1, U.S. 40, MD 32, MD 175 and MD 100, which connects I-97 and U.S. 29, and with other major expressways to provide links to most major urban areas in the East. Taking advantage of this highway stem, are 100 local and long-distance trucking companies.

In addition to its extensive highway system, the County is served by several major railroads. CSX Transportation serves primarily the east and southeast sections of the County where the majority of the industrial development is located. Commuter service is provided at three MARC train stations in the County with nine daily commuter trains. Amtrak passenger service along the northeast/southeast corridor is available in nearby Baltimore station (20-minute drive). Modern port facilities link with rail facilities to provide one day shipment to about 40 percent of the nation's industrial markets.



The County is a short distance from Baltimore's 45-mile long shoreline which comprises one of the largest foreign tonnage ports in the U.S., the Helen Delich Bentley Port of Baltimore (renamed for former Congresswoman, Helen Delich Bentley on June 2, 2006, in celebration of the 300th anniversary of the port), located at Dundalk, Curtis Bay, Locust Point and Canton Yards. The Port is a significant economic engine for the region and a leading U.S. automobile and break-bulk port with six public terminals and a state-of-the-art Intermodal Container Transfer Facility. It is ranked as one of the nation's top, and the East Coast's number one, "Ro/Ro" (roll-on/roll-off) ports. It is also the number one port on the East Coast for importing trucks, forest products, and gypsum, according to the MPA. The port is generally ice-free year-round and can be approached from the south via the Chesapeake Bay or from the north via the Delaware Bay and Chesapeake-Delaware Canal. Baltimore is the closest East Coast port to the U.S. Midwest. Its geographic advantage allows Midwestern manufacturers significant cost and time savings when transporting their goods to Baltimore rather than other East Coast ports.

Howard County is served by Baltimore/Washington International Thurgood Marshall Airport (BWI), which is only ten miles east of the County near the Baltimore/Washington Parkway. Travelers also are reasonably proximate to Ronald Reagan Washington National Airport, 30 miles away, and Washington Dulles International Airport, which is 50 miles to the south.

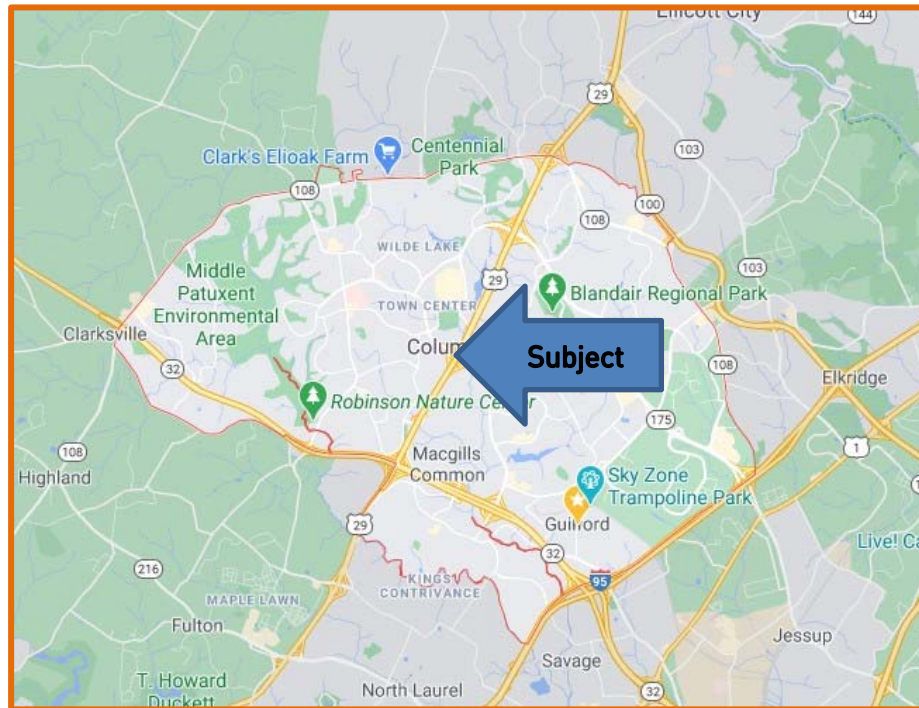
Conclusions

Economic conditions in Howard County have stabilized in recent years. The County's average home sale price increased in 2010, 2012, 2013 and 2015 through 2019, after decreases in 2009, 2011, and 2014. Retail sales in the County increased in 2012 and 2014 through 2019, after decreases in 2010, 2011 and 2013. The average unemployment rate decreased in 2011 through 2019, after increasing unemployment in 2009 and 2010. Currently, unemployment rates have increased in the County as a result of the Covid-19 pandemic.

Going forward, Howard County's proximity to Washington, D.C. and Baltimore, and its economic base, will continue to be a positive influence in its growth. Economic growth may not soon reach the pace set in the mid-2000s due to the uncertainty caused by the Covid-19 pandemic. However, Howard County's favorable demographic trends and location will assist in growing its economy in the future.

Neighborhood Analysis

NEIGHBORHOOD MAP



Overview

Columbia has traditionally been known as a bedroom community to employment centers such as Baltimore and Washington, DC. However, during the past twenty years, Columbia has become a large employment hub, with numerous larger employment centers from office, government and major retail centers. Additional regional employment nodes include Baltimore, Hanover (BWI Airport), College Park, Silver Spring, Bethesda, and Washington, DC.

Recreation has always been an important part of the Columbia concept. The homeowners association, the Columbia Association, known to many in Howard County as "CA", builds, operates and maintains most of these facilities. CA operates a variety of recreational facilities, including 23 outdoor swimming pools, six indoor pools, two water slides, ice and roller skating rinks, an equestrian center, a sports park with miniature golf, a skateboard park, batting cages, picnic pavilions, clubhouse and playground, three athletic clubs including the 24/7 Supreme Sports Club, numerous indoor and outdoor tennis, basketball, volleyball, squash, pickleball, and racquetball courts, and running tracks. In February 2006 LifeTime Fitness (a Minnesota company) opened a 24/7 health club at the edge of the Columbia Gateway industrial park. This facility includes one outdoor and two indoor pools (with water slides), racquetball courts, basketball courts, fitness equipment, and pilates and yoga facilities.



There are three lakes (Lake Kittamaqundi, Lake Elkhorn, and Wilde Lake) surrounded by parkland for sailing, fishing, and boating; 80 miles (130 km) of paths for jogging, strolling and biking; and 148 tot lots and play areas.

Nine village centers, 15 neighborhood centers, and four senior centers provide space for a large variety of community activities. There are a variety of fairs and celebrations throughout the year, including entertainment on the lakefront of Lake Kittamaqundi during the summer and the Columbia Festival of the Arts.

Columbia also has garden plots for rent, under the guidance of the Columbia Gardeners, which has been in existence since the 1970s. There are about 350 garden plots at three sites in Columbia, with each garden rented for a nominal fee (currently \$30 per year).[68]

The Rev3 Triathlon is held every October in Columbia. It is a major national event, both half iron and full ironman distances.

In 2017, Columbia FC, a soccer club based in Columbia was founded. Consisting of former Howard County students and transfer players, the sports club made their debut in Maryland's Major Soccer League Division I on September 8th, 2019.

The village concept aimed to provide Columbia a small-town feel (like Easton, Maryland, where James Rouse grew up). Each village comprises several neighborhoods. The village center may contain middle and high schools. All villages have a shopping center, recreational facilities, a community center, a system of bike/walking paths, and homes. Four of the villages have interfaith centers, common worship facilities which are owned and jointly operated by a variety of religious congregations working together. Most of Columbia's neighborhoods land use includes a mix of primarily residential, and commercial uses with residential uses consisting of single-family homes, townhomes, condominiums and apartments.

The closest police and fire departments are in close proximity to the subject. Major colleges and universities in the area include the University of Maryland College Park, University of Maryland University College (College Park), Johns Hopkins University (Baltimore), University of Maryland Baltimore County (Catonsville), and Howard Community College (Columbia). They offer Associates, Bachelors, and Masters Degree programs as well as various continuing education programs.

Neighborhood Location and Boundaries

The subject neighborhood is located in the southeast section of Columbia. The area is suburban in nature. The neighborhood is bounded by Clarksville Pike (Route 108) to the north, Waterloo Road to the east, Middle Patuxent River to the south, and Clarksville Pike (Route 108) to the west.

Demographics

The subject is in Zip Code 21044. Demographic data on this area was obtained from ESRI Business Solutions. ESRI estimates the 2020 population in this zip code at 44,862, a 7.35% increase from the 2010 population of 41,789. ESRI forecasts the population will increase between 2020 and 2025, to 47,611. The number of households grew 8.38% between 2010 and 2020, from 17,515 to 18,984. The number of households is expected to increase to 20,216 by 2025. The median household income is estimated at \$103,200, above the statewide median of \$79,833 and the national median of \$58,100.



Transportation Routes

Major travel and commuter routes within the area of the subject include Patuxent Fairway (Route 32) and Columbia Pike (Route 29). Columbia's initial plan called for a minibus system connecting the village centers on a distinct right-of-way that allowed denser development along the route. The routes were not constructed, though minibuses were operated by the Columbia Association under the name "ColumBus". These were eventually taken over by Howard County. Six Howard Transit bus routes served Columbia and connected it with its neighboring areas (such as Ellicott City and BWI Airport) until they were replaced by Regional Transportation Agency of Central Maryland (RTA) in 2014. Several Maryland Transit Administration (MTA) routes provide access to and from both Washington and Baltimore; MTA weekday commuter bus service connects Columbia to the Washington Metro system. There are no rail stations within Columbia, although the Dorsey MARC Train station is served by RTA buses. RTA provides local bus service as well as the Washington Metropolitan Area Transit Authority and Maryland Transit Administration.

Neighborhood Land Use

Neighborhood land use includes a mix of primarily residential, and commercial uses. Columbia has an active and engaged community that was born out of the progressive urban planning ideas of the late Jim Rouse, its founder, more than 40 years ago. Now Rouse's pioneering planned community is embarking on a new phase in its growth and development, as its residents and officials seek to redesign and rebuild its unique downtown. The revitalization and redevelopment of Downtown Columbia that is true to Jim Rouse's original vision and adheres to the guidelines contained in Downtown Columbia: A Community Vision, aims to continue the evolution of Downtown Columbia into a mixed-use urban center supported by a variety of open spaces and amenities in a pedestrian-friendly environment. The revitalization and redevelopment have been prepared to meet the demands and aspirations of today's residents, businesses and visitors, while providing the flexibility necessary to assure that the future will also be served. Downtown Columbia will be a diverse, mixed-use, livable, physically distinctive and human-scaled place with a range of housing choices and recreational, civic, cultural and educational amenities.



Downtown Crescent Neighborhood Phase 2²

Current Plans for Development of the Crescent Neighborhood in Downtown Columbia

A primary goal for Crescent is to create a sustainable, urban live/work neighborhood overlooking Merriweather-Symphony Woods. This neighborhood will be unique to Downtown Columbia, with tall office and residential towers set on the periphery within new development parcels on the high ground between lower, environmentally-sensitive areas.

One of the neighborhood's greatest assets is its natural setting with preserved and enhanced woodlands and tributaries to Symphony Stream and Little Patuxent River. And, while the developed areas will be fairly dense, the park setting, the curvilinear roads, and the rolling topography will set Crescent apart from the other Downtown neighborhoods.

A sustainable built environment will be created through the creation of mixed-use development with amenity spaces that allow residents to socialize, work, shop and play; the design of complete streets where residents can walk or bike to destinations or public transit; the design of buildings that are healthy and use natural resources more efficiently; and the creation of a healthy environment with clean water, clean air, and increased connections to the natural environment.

Columbia Arts Center

Orchard Development selected Design Collective to generate an innovative vision for a new performing and visual arts center with multi-family housing above, in Downtown Columbia, Maryland. Aspiring to become central Maryland's paradigm for a community arts hub, the performing arts center will house Toby's 350-seat Dinner Theater in-the-round, 2 black-box theaters, dance rooms and a full service restaurant. The visual arts wing will house the Howard County Arts Council which will include galleries, artist-in-residence studios, classrooms and offices.

In collaboration with the Howard County Housing Commission, 210 residential units will sit above the arts uses, concealing a 700-space garage, with a third-level residential amenity program featuring rooftop courtyards that overlook Symphony Woods and Merriweather Post Pavilion. At the confluence of Downtown and the preserved Woods, this merging of arts and residency will add new life and become a community anchor for Columbia.

² Downtown Crescent Neighborhood Phase 2



Conclusions

The neighborhood is considered to be in the stability stage of its life cycle with moderate construction taking place. Columbia benefits from its location between Baltimore and Washington. With the current revitalization trends, we anticipate further stabilization in the general character of the neighborhood in the near future. However, the pandemic has led to heightened uncertainty in commercial real estate, and retailers, in particular, may be the most susceptible to continued turbulence in the near term. Its effects are likely to linger for the foreseeable future, impacting demand, rent growth, and the capital markets in the process. It is our opinion that property values may experience a downward trend in the near term prior to resuming normalcy, post COVID.

Market Analysis-Retail

The purpose of this section is to analyze the marketplace in which the subject competes and assess the subject's competitive position within the market. The framework for this analysis incorporates the following six-steps:

1. Product Definition (physical, legal and location characteristics)
2. Market Delineation (property type and geographic area)
3. Analysis of Demand
4. Analysis of Supply
5. Reconciliation of Supply and Demand
6. Implications for the Subject (capture rate, market acceptance)

Property Productivity Analysis

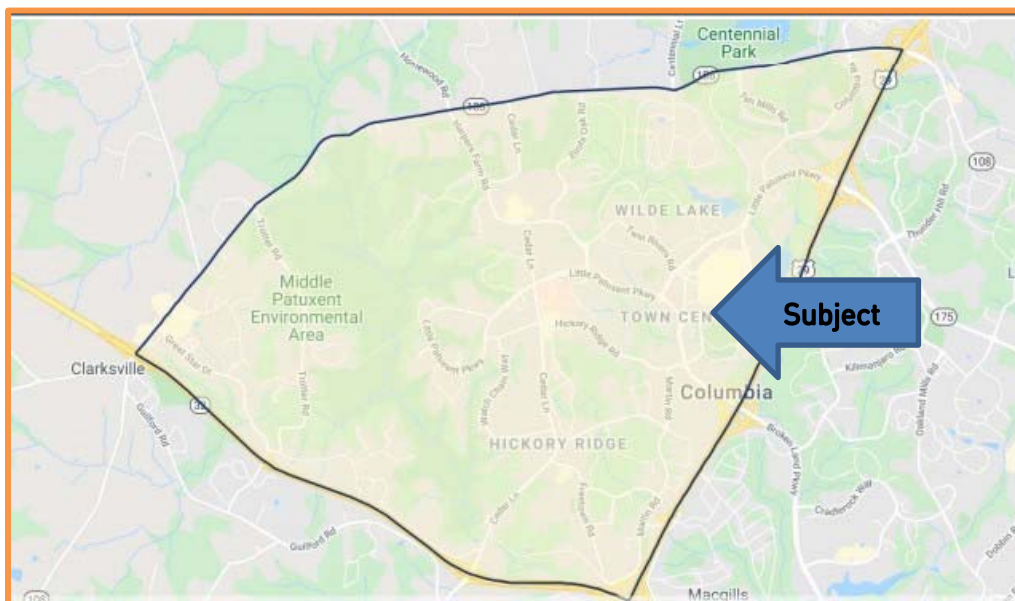
The subject's physical, legal, and locational characteristics were discussed in the previous section.

The subject is Toby's Dinner Theatre, a 9,661-square-foot retail building that was built in 1969 and has been in operation for 40 years. Per the planning and zoning department, the site is approved for the New Cultural Center (SDP-17-043), which includes a mixed-use project with performing and visual arts space (theater, gallery, classroom and studio space) totaling 115,692 sq.ft. and a mixed-income apartment project (along with an attached parking garage) totaling 192 units. As such, we have conducted a market analysis for retail.

Market Delineation (Step II)

The subject is located in the eastern portion of the Downtown Columbia submarket per CoStar. Below is the map of the submarket.

MARKET AREA MAP



Demographic information

As outlined in step II of the AI six-step process, describe relative demographic information within the market area.

Supply and Demand Trends

Using CoStar, we researched the market area to determine real estate trends within the market area. This information is presented as follows:

Inventory of Existing Space

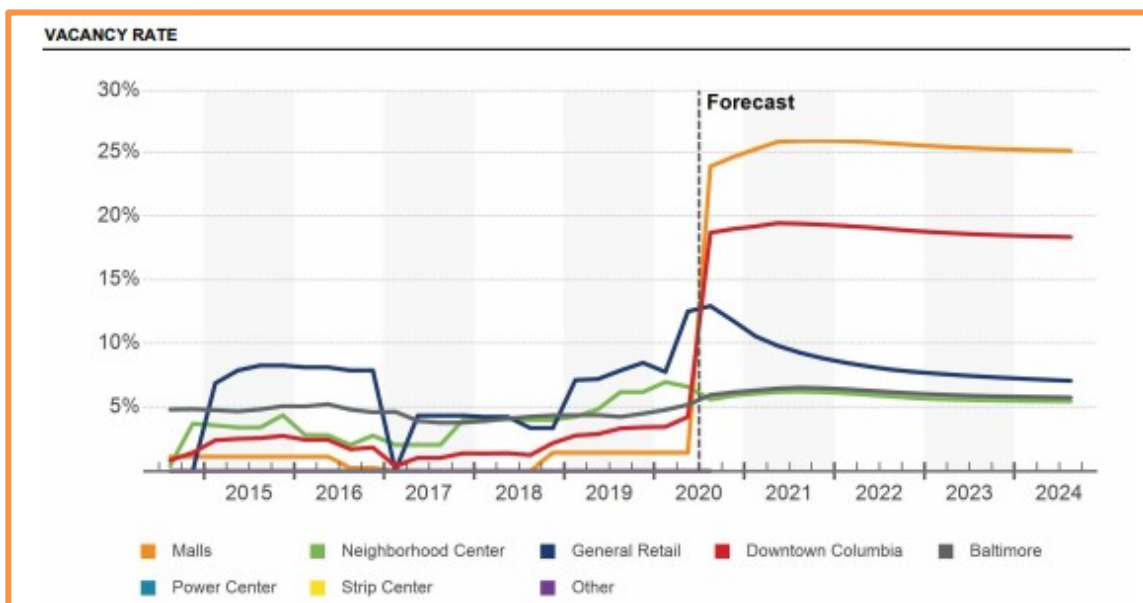
CoStar tracks 2,225,170 sq.ft. of retail space in the subject's submarket area. Between 2015 & 2020 inventory has increased by 86,080 sq.ft. YTD.

Barriers to Entry

There has been minimal growth in rental rates since 2015 as demand for retail space has declined with the rise of the online shopping trend. Retail vacancies were substantially higher than the five-year average during the third quarter, and they jumped up significantly in the past year. The status quo has been further exacerbated by the pandemic with heightened uncertainty in commercial real estate, and retailers, in particular, may be the most susceptible to continued turbulence in the near term. As the health metric system continues to improve, businesses that provide non-essential services, like retail stores, are slowly transitioning into the reopening phase with additional safety measures in place. These factors combined have led to a decrease, in construction of new retail product.

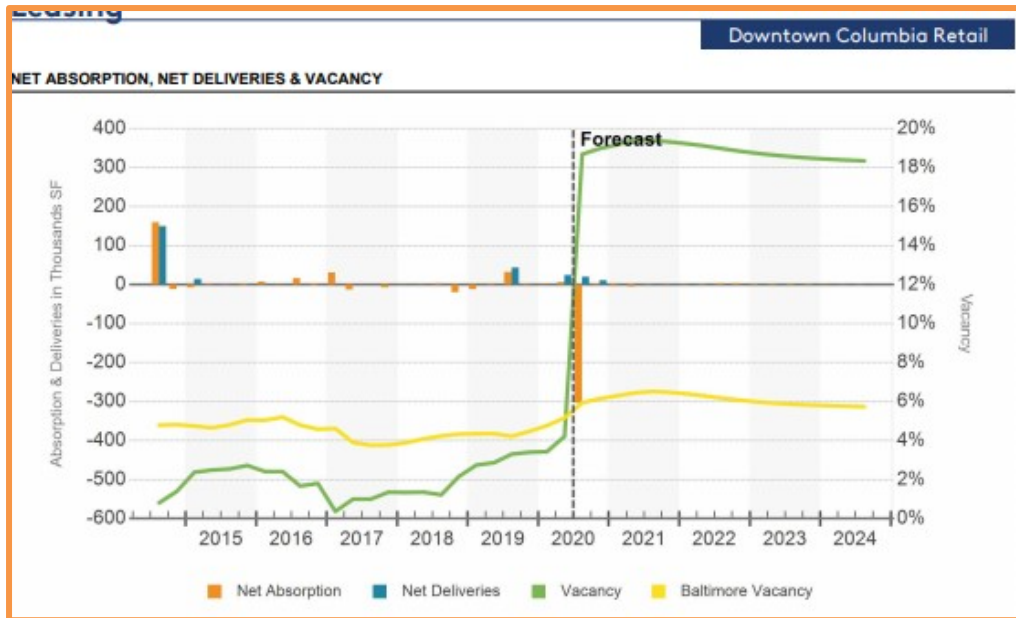
Vacancy

Retail vacancies were substantially higher than the five-year average during the third quarter, and they jumped up significantly in the past year. In 2015 the reported vacancy in the market area was 2.7% and has since increased to 18.8% YTD. With the uncertainty of the pandemic looming, trends are forecast to further increase in the coming years. Below is a chart depicting the vacancy rate trend in the Downtown Columbia submarket area.



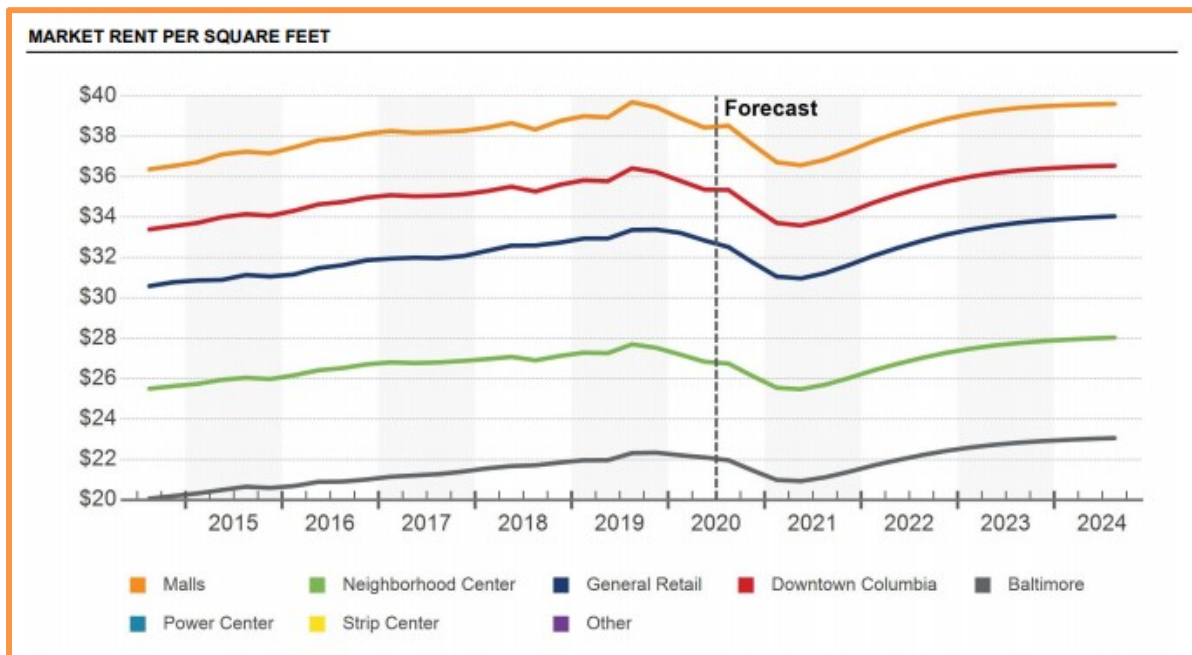
Absorption Trends

Net absorption trends within the market area have fluctuated over the years as depicted in the graph below. Current net absorption is negative at approximately $\pm 300,910$ sq.ft. YTD.



Rental Rates

The retail rents have fallen on a year over-year basis, dropping by -2.8%. That is the weakest performance observed over the past five years. The rental rate in 2015 for retail in the Downtown Columbia submarket area was \$34.07/sq.ft. This rental rate has not increased over the past five years at \$35.36/sq.ft. YTD. Per CoStar, this trend is expected to continue in the coming years as depicted in the graph below.





Development Activity

As for the pipeline, development has been relatively steady over the past few years in Downtown Columbia, and that trend has continued in the third quarter. Retail investors are reasonably active in Downtown Columbia, but in the past year, deal flow slowed down in the submarket. However, the pandemic has led to heightened uncertainty in commercial real estate, and retailers, in particular, may be the most susceptible to continued turbulence in the near future. Its effects are likely to linger for the foreseeable future, impacting demand, rent growth, and the capital markets in the process. Below is a depiction of market activity.

RECENT DELIVERIES

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	River Hill Square Buildin... 12175 Clarksville Pike	★ ★ ★ ★ ★	13,218	1	Apr 2019	Aug 2020	- Security Development Corporation
2	River Hill Square - Bank... 12179 Clarksville Pike	★ ★ ★ ★ ★	2,133	1	Apr 2019	Aug 2020	- Security Development Corporation
3	Building 4 12155 Clarksville Pike	★ ★ ★ ★ ★	4,029	1	Apr 2019	Jul 2020	- Security Development Corporation
4	River Hill Square Buildin... 12165 Clarksville Pike	★ ★ ★ ★ ★	23,700	1	Apr 2019	Jun 2020	- Security Development Corporation
5	10100 Twin Rivers Rd	★ ★ ★ ★ ★	43,000	1	Mar 2019	Jul 2019	- Kettler

UNDER CONSTRUCTION

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	6050 Merriweather Dr	★ ★ ★ ★ ★	10,771	1	Jan 2020	Oct 2020	Howard Hughes Howard Hughes

PROPOSED

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	10451 Twin Rivers Rd	★ ★ ★ ★ ★	1,200	-	Dec 2020	Jun 2021	- Kimco Realty Corporation

Growth Factors (Employment, Population, Income, Households)

As discussed in the neighborhood section of this report, the neighborhood appears to be stable with stable population and household growth of above average median income.



Conclusions Regarding Subject's Capture

Based on historical demographic changes and simultaneous changes in vacancy and absorption, the market appears to be in balance with balanced supply/demand. Demand for retail space has been impacted by the rise of the online shopping trend. As rental rates have remained relatively stable with no increase over five years, speculative construction of new retail product has remained minimal. Further, the pandemic has led to heightened uncertainty in commercial real estate, and retailers, in particular, may be the most susceptible to continued turbulence in the near term. Its effects are likely to linger for the foreseeable future, impacting demand, rent growth, and the capital markets in the process.

Market Analysis-Multifamily

The purpose of this section is to analyze the marketplace in which the subject competes and assess the subject's competitive position within the market. The framework for this analysis incorporates the following six-steps:

1. Product Definition (physical, legal and location characteristics)
2. Market Delineation (property type and geographic area)
3. Analysis of Demand
4. Analysis of Supply
5. Reconciliation of Supply and Demand
6. Implications for the Subject (capture rate, market acceptance)

Property Productivity Analysis

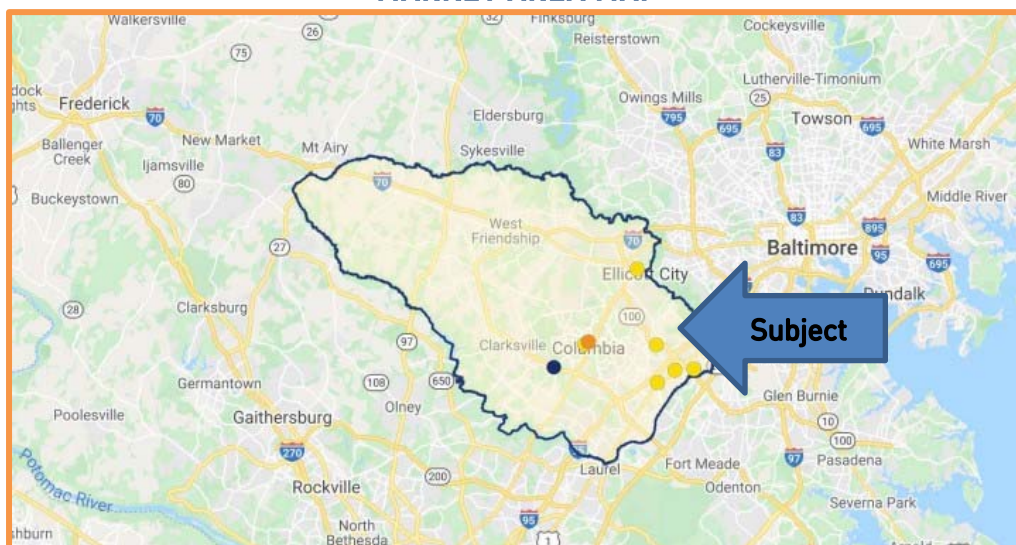
The subject's physical, legal, and locational characteristics were discussed in the previous section.

Per the planning and zoning department, the site is approved for the New Cultural Center (SDP-17-043), which includes a mixed-use project with performing and visual arts space (theater, gallery, classroom and studio space) totaling 115,692 sq.ft. and a mixed-income apartment project (along with an attached parking garage) totaling 192 units. As such, we have conducted a market analysis for multifamily.

Market Delineation (Step II)

The subject is located in the eastern portion of the Howard County submarket per CoStar. Below is the map of the submarket.

MARKET AREA MAP





Demographic information

As outlined in step II of the AI six-step process, describe relative demographic information within the market area.

Supply and Demand Trends

Using CoStar, we researched the market area to determine real estate trends within the market area. This information is presented as follows:

Inventory of Existing Space

CoStar tracks 22,994 units in the subject's submarket area. Between 2015 & 2020 inventory has increased by 3,227 units YTD.

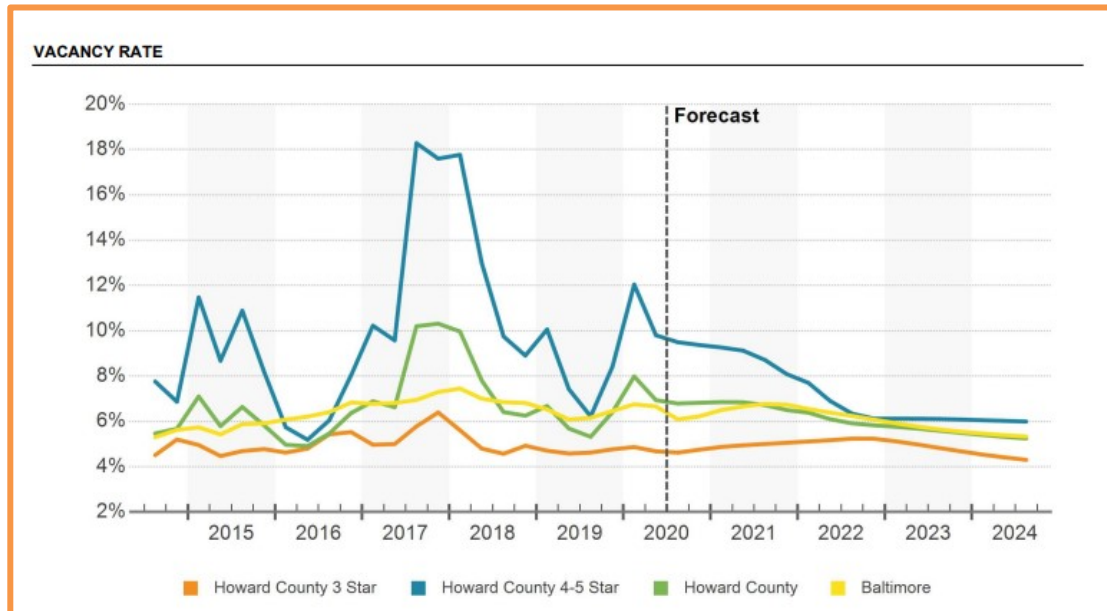
Barriers to Entry

Anchored by its equidistance from two major metros, a highly regarded school system, as well as some of the largest suburban office parks in the metro, developers and renters alike have flocked to Howard County in recent years. That has been evidenced by the fact that no Baltimore submarket has received more units than Howard County has since the beginning of 2015, in addition to above-average levels of demand in all but one of those years. Howard County's unemployment rate has more than doubled since March. As a result, many assumed that demand would falter. That has yet to occur, though, as the combination of the enhanced unemployment benefits and the moratorium on evictions has prevented a significant increase in vacancies. In fact, vacancy expansion year-to-date has more so come by way of new supply, and less due to the pandemic. Due to the lack of structural changes within the multifamily market thus far, property managers have maintained their pricing power and asking rents have continued to grow. While that is likely to change in the near term due to seasonality, the looming potential for vacancy expansion could exacerbate a decline in rents if that were to come to fruition.

Vacancy

Along with the high quality of living that it offers, Howard County has a well-regarded school system that is sought out by many. In turn, it has posted some of the highest population gains in recent years, with households looking to take advantage of the overly positive reputation that the county brings. Due to its equidistance from D.C. and Baltimore, it also serves as a bedroom community for many commuters. As such, Howard County has a significant cohort of government and government-related employees, typically with higher-than-average median household incomes. All of those growth factors aided in above-average levels of apartment development and demand over the past five years. Yet, that took place at a time when the local economy was growing at its typical slow and steady pace, which has since changed due to the coronavirus pandemic. Despite the unfathomable rate of economic decline that the metro has experienced since mid-March, apartment demand hasn't shown signs of slowing. In fact, year-to date net absorption figures have exceeded 2019's yearend total. That could change soon, and in a big way, as the local multifamily sector has somewhat been propped up by the combination of enhanced unemployment benefits and a moratorium on evictions state-wide. As a result, displaced cash flows have been supplemented, and even if property managers want to evict a tenant, they are not permitted to do so. While the enhanced unemployment benefits stemming from the stimulus bill expired at the end of July, the moratorium on evictions is to remain in place throughout Maryland's state of emergency, which is still active. Thus, any large-scale changes to occupancies might not appear in the near term, but longer-term, the prevention of vacancy expansion will

likely hinge on the successes or failures of the phased re-opening of the local economy. In 2015 the reported vacancy in the market area was 5.8% and has since increased slightly to 6.9% YTD. Trends are forecast to remain relatively stable in the coming years. Below is a chart depicting the vacancy rate trend in the Howard County submarket area.



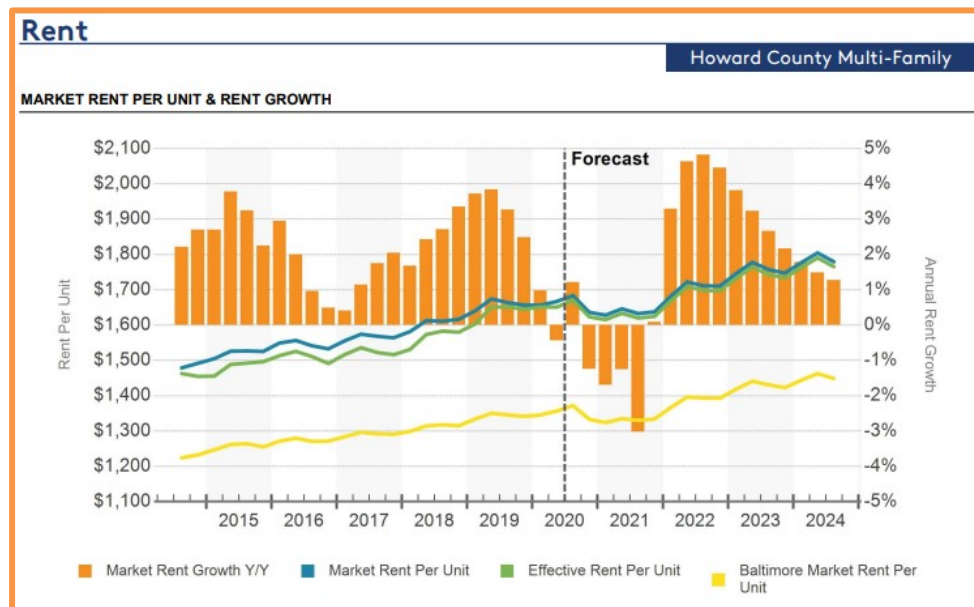
Absorption Trends

Inventory YTD is 22,994 units with positive net absorption trends experienced in the past five years within the market. The exception to this was in 2016 when absorption was negative at -0.1% with 29 units yet to be absorbed as reported by CoStar. Currently, the absorption is positive at 3.2% with 725 units absorbed into the market as depicted in the graph below.

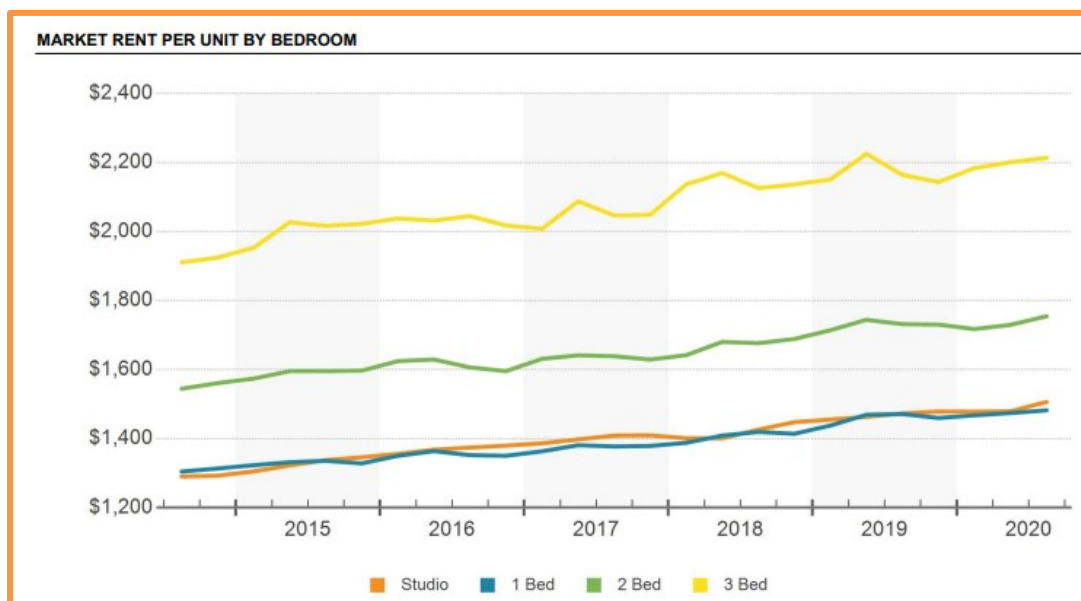
Howard County Multi-Family						
OVERALL SUPPLY & DEMAND						
Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2024	23,511	281	1.2%	338	1.4%	0.8
2023	23,230	187	0.8%	255	1.1%	0.7
2022	23,043	67	0.3%	219	1.0%	0.3
2021	22,976	(13)	-0.1%	62	0.3%	-
2020	22,989	885	4.0%	734	3.2%	1.2
YTD	22,994	890	4.0%	725	3.2%	1.2
2019	22,104	656	3.1%	582	2.6%	1.1
2018	21,448	283	1.3%	1,126	5.2%	0.3
2017	21,165	1,314	6.6%	397	1.9%	3.3
2016	19,851	84	0.4%	(29)	-0.1%	-
2015	19,767	628	3.3%	564	2.9%	1.1
2014	19,139	591	3.2%	914	4.8%	0.6
2013	18,548	944	5.4%	409	2.2%	2.3
2012	17,604	240	1.4%	313	1.8%	0.8
2011	17,364	695	4.2%	520	3.0%	1.3
2010	16,669	0	0%	93	0.6%	0
2009	16,669	202	1.2%	356	2.1%	0.6
2008	16,467	364	2.3%	252	1.5%	1.4

Rents

Howard County's average asking rents are on the high end of the Baltimore apartment landscape, with only Annapolis, Canton and Federal Hill having higher monthly rates. Despite asking rents that are among the highest throughout the metro, at about \$1,680/month, property managers in Howard County don't have many concerns surrounding affordability. Above-average levels of multifamily demand have also kept pricing power in the hands of property managers in recent years, and this year hasn't seen much deviation from that norm. Although the metro has experienced record-setting levels of job losses since March, changes to Howard County's multifamily market have come by way of new supply, and less due to the pandemic. As a result, rents have still grown year-to-date as depicted in the chart below.



Depicted in the chart below is the rental rates by unit type.





Development Activity

More units have delivered in Howard County over the past five and a half years than in any other Baltimore submarket. While this can partially be expected due to its already massive geographic coverage, it has been on the receiving end of 21% of all new units throughout the Baltimore metro over that time period. Although development levels have finally begun to slow. That could be beneficial for the health of the submarket in the coming months and quarters, particularly if the ramifications from the pandemic start to affect demand.

Driving significant amounts of both current and recent construction is the Howard Hughes Corp.'s masterplanned overhaul of Downtown Columbia, which has already snagged several sizable office tenants for the first phase of its multi-decade redevelopment. On the multifamily side of things, Howard Hughes and Kettler completed the 4 Star, 437-unit TENm.flats in early 2018, which along with the joint venture's Metropolitan Downtown Columbia, completed a trifecta of assets that began opening in 2014. Downtown Columbia now has more than 2,000 market-rate units and about 65% of that total has opened its doors in the past five years. Important to note is that the subject property is included amongst the proposed developments with 174 units and construction anticipated to begin in December of this year.

							Howard County Multi-Family
RECENT DELIVERIES							
Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner	
1 The Refinery Apartments 7000 Barnett Ln	★★★★★	250	4	Apr 2019	Aug 2020	Murn Management, LLC GoldLeaf Associates, LLC	
2 Juniper 6000 Merriweather Dr	★★★★★	382	7	Jan 2019	Mar 2020	Howard Hughes Howard Hughes	
3 Dartmoor Place Apartme... 7200 Alden Way	★★★★★	258	5	Mar 2018	Jan 2020	Preston Scheffenacker Properties Preston Scheffenacker Properties	
4 The Wexley at 100 6081 Otterbein Lane	★★★★★	259	5	Sep 2018	Oct 2019	Wood Partners Security Development Corporation	
5 Verde East at Howard Sq... 7500 Hearthside Way	★★★★★	344	6	Aug 2017	Jan 2019	Atapco Properties, Inc. Atapco Properties, Inc.	
6 Burgess Mill Station Pha... 3055 Milltowne Dr	★★★★★	53	3	May 2017	Jan 2019	Stavrou Associates Howard County Housing Commis...	

UNDER CONSTRUCTION							
Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner	
1 Robinson Overlook 7410 Grace Dr	★★★★★	48	3	Sep 2020	Dec 2021	Woda Cooper Companies Woda Cooper Companies	



PROPOSED

	Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1	Artist Flats 5900 Symphony Woods Rd	★ ★ ★ ★ ★	174	7	Dec 2020	Dec 2021	Orchard Development Orchard Development
2	RiverWatch Apartments... 5670-A Furnace Ave	★ ★ ★ ★ ★	58	-	Jan 2021	Jun 2022	KB Companies Howard County Housing Commis...

Growth Factors (Employment, Population, Income, Households)

As discussed in the neighborhood section of this report, the neighborhood appears to be stable with stable population and household growth of above average median income.

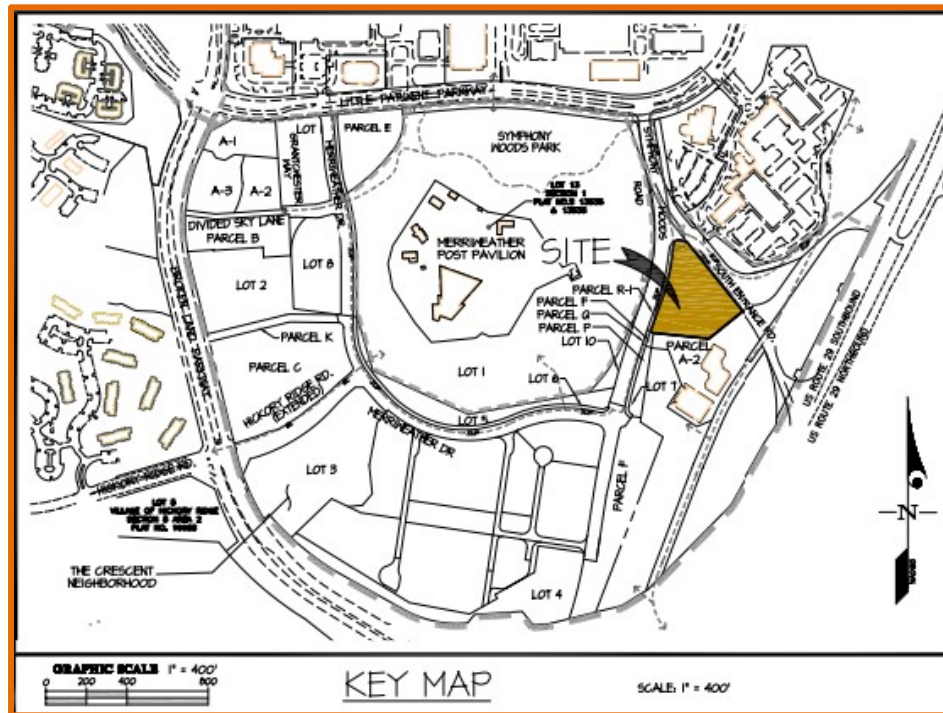
Conclusions Regarding Subject's Capture

Based on historical demographic changes and simultaneous changes in vacancy and absorption, the Howard County multifamily market appears to be strong. Demand for multifamily has been up in Howard County as a result of its equidistance from two major metros, a highly regarded school system, as well as some of the largest suburban office parks in the metro thus resulting in low vacancy rates. The combination of the enhanced unemployment benefits and the moratorium on evictions has further prevented a significant increase in vacancies. With rental rates on the higher end of the Baltimore apartment landscape, development has been modest in spite of the pandemic. These factors promote the viability of multifamily projects as well as galvanize it. With the uncertainty of the pandemic still looming the long term outcome, is uncertain and its impact on the multifamily market is yet to be determined.

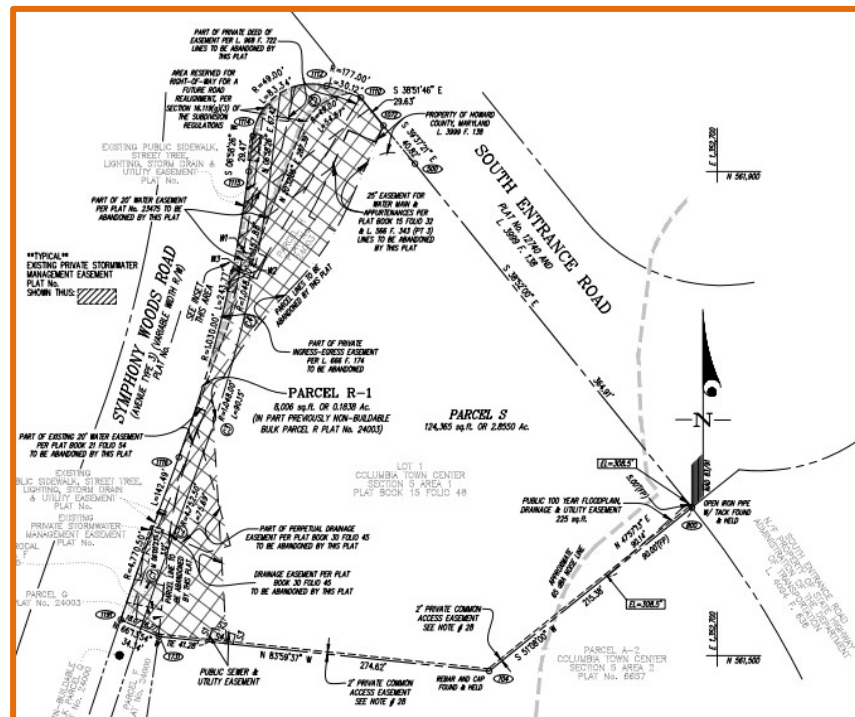
Site Description

The following description is based on our appraisal inspection of the subject, assessor records, and information provided by the client.

SITE PLAN



PLAT MAP



[illegible]

DEVELOPMENT CHART																			Cumulative Totals (SF)		
PARCEL			Uses																		
			Non-Residential (SF)																Residential (DU)		
			Existing				Demolition				Proposed ²				NET NEW				Existing	Proposed	Net
Parcel	Area (SF)	Area (Acre)	Retail/Rest	Office	Cultural	Total	Retail/Rest	Office	Cultural	Total	Retail/Rest	Office	Cultural	Total	Retail/Rest	Office	Cultural	Total			
R-1 ¹	8,006	0.18	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
S	124,365	2.86	0	0	11,000	11,000	0	0	11,000	11,000	0	0	115,692	115,692	0	0	104,692	104,692	0		
Crescent PHASE 2 Total this SDP	132,371	3.04	0	0	11,000	11,000	0	0	11,000	11,000	0	0	115,692	115,692	0	0	104,692	104,692	0		

Map: 36, Grid: 08, Parcel: 307, Lots: 1

Four-story garden apartment complex, with structured parking, known as Columbia Town Center Apartments
Symphony Woods Roads and Merriweather Post Pavilion

Physical Characteristics

Site Area:	2.580 acres (112,385 square feet)
Shape:	Irregular
Topography:	Gently rolling, sloping downward toward the southeast corner of the site
Parcel Location:	The parcel is a corner lot.

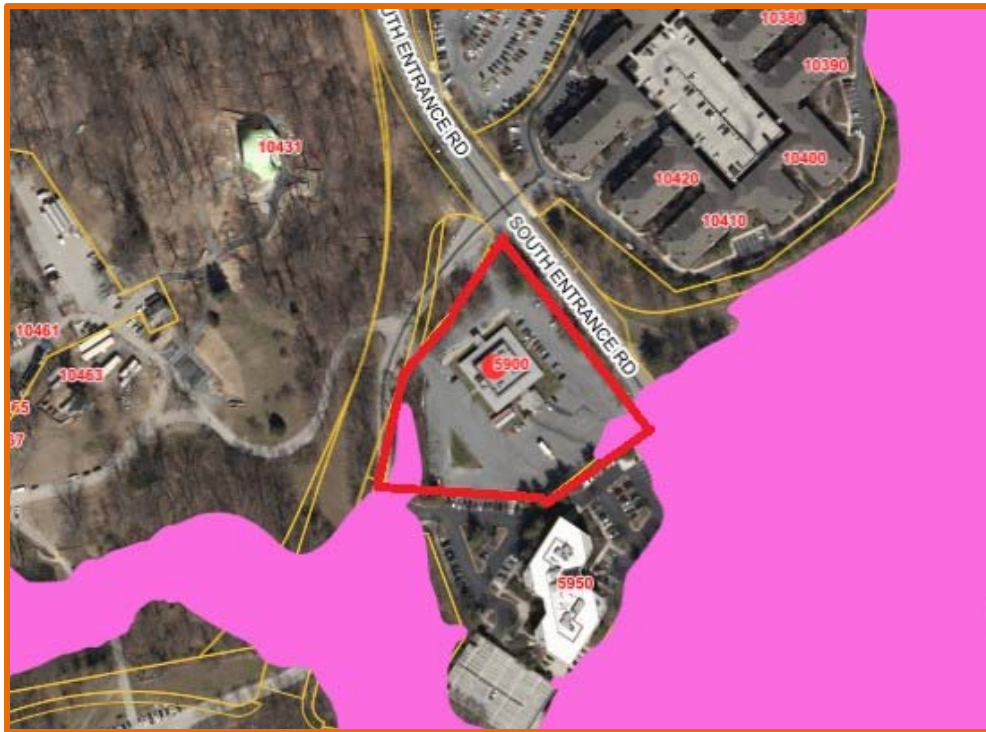
Access

Street Name:	Symphony Woods Road and S. Entrance Road
Street Type:	Commercial
Frontage Feet:	475 along Symphony Woods Road and 346 along S. Entrance Road
Curb Cuts:	Two curb cuts. One on Symphony Woods Road and one on S. Entrance Road
At Signalized Intersection:	No

Flood Zone Data

Flood Map Panel:	24027C0155D dated November 6, 2013
Flood Zone:	Zone X, an area of minimal flooding without base flood elevation. Small portions to the east and west are located within a floodplain but they do not appear to affect the overall utility of the site.

FLOOD PLAIN MAP



Site Improvements

Off-Site Improvements:	Symphony Woods Road and South Entrance Road
------------------------	---------------------------------------------



Utilities:	Public water and sewer
On-Site Improvements:	Asphalt paved parking and concrete curbs and sidewalk,

Other Site Conditions

Soils:	Assumed adequate. We were not provided with a soil report for the subject properties.
Environmental Issues:	None known
Easements and Encroachments:	None that would adversely affect the site

Site Ratings

Location:	Good
Access:	Good
Visibility:	Good
Site Improvements:	Adequate
Overall Site:	Good

Analysis/Comments on Site:

The subject properties are located within the Columbia neighborhood. Per the planning and zoning department, the site is approved for the New Cultural Center (SDP-17-043), which includes a mixed-use project with performing and visual arts space (theater, gallery, classroom and studio space) totaling 115,692 sq.ft. and a mixed-income apartment project (along with an attached parking garage) totaling 192 units. The project has been granted funding through the Low-Income Housing Tax Credit (LIHTC) program offered by the State and so a significant portion of the housing will be offered below market rate. DPZ anticipates that there will be a revision submitted to these plans that could reduce the number of dwelling units, reduce the number of parking spaces constructed, and revise the programming of some of the art center space. The site has good visibility along Symphony Woods Road. The site should be able to support any proposed improvements well into the future.



Improvements Description

The following description is based on our appraisal inspection of the subject, assessor records, and information provided by the client.

General Data

Property Type:	Dinner Theater
Number of Buildings:	1
Year Built:	1969
Number of Stories:	1

Building Areas and Ratios

Gross Building Area (GBA):	9,661 square feet
GBA Source:	SDAT and aerial views
Site Coverage:	0.085%
Land-to-Building Ratio:	11.63:1
Floor Area Ratio (FAR):	0.09

Exterior

Foundation:	Concrete slab
Frame/Walls:	Masonry
Exterior Wall Finish:	Painted brick
Exterior Doors:	Metal doors
Windows:	No windows
Roof System/Type:	Flat
Roof Material:	Rainbow

Interior

Floors:	Tile, commercial carpet and concrete
Walls:	Painted drywall and painted concrete blocks
Ceiling Finish:	Acoustical drop tile
Lighting:	Suspended Fluorescent and incandescent fluorescent lighting
Restroom Description:	Two restrooms in the changing room and two rest rooms in the common area
Furniture, Fixtures and Equipment:	Excluded for purposes of this real property appraisal

Mechanical Systems

Electrical:	Adequate for the current use
Plumbing:	Adequate for the current use
HVAC:	Two electric split units for the kitchen and reception area and 4 concentric roof top units for the theatre. Two electric fired hot water heaters.
Fire Protection:	None



Improvement Ratings

Quality:	Average
Condition:	Average
Functional Utility:	Good
Deferred Maintenance:	None noted during our walk through inspection
Overall Rating:	Good

Analysis/Comments on Improvements:

The highest and best use of the subject would be for demolition of the current improvements and redevelopment with proposed plan. Per the planning and zoning department, the site is approved for the New Cultural Center (SDP-17-043), which includes a mixed-use project with performing and visual arts space (theater, gallery, classroom and studio space) totaling 115,692 Sq.ft. of space and a mixed-income apartment project (along with an attached parking garage) totaling 192 units. The project has been granted funding through the Low-Income Housing Tax Credit (LIHTC) program offered by the State and so a significant portion of the housing will be offered below market rate. DPZ anticipates that there will be a revision submitted to these plans that could reduce the number of dwelling units, reduce the number of parking spaces constructed, and revise the programming of some of the art center space.

I. GENERAL SITE DATA

- A. TOTAL PROJECT AREA: 3.04 AC.
- B. LIMIT OF DISTURBED AREA: 4.0 AC.
- C. PRESENT ZONING: NT (FDP DC-CRESCENT-2)
- D. PROPOSED USE OF SITE: APARTMENTS, CULTURAL/COMMUNITY*, PARKING GARAGE
- F. FLOOR SPACE**:

LEVEL	CULTURAL (SF)	RESIDENTIAL (SF)	SERVICE (SF)***
BASEMENT	13,963	0	4,457
GROUND	61,278	3,556	2,228
2	39,601	4,514	3,106
3	850	38,880	2,114
4	0	41,104	1,836
5	0	41,000	1,836
6	0	41,127	1,836
7	0	40,661	1,836
TOTAL	115,692	210,842	19,244

* CULTURAL COMMUNITY AREAS INCLUDE DINNER THEATRE, BLACK BOX THEATRE, STUDIOS, CLASSROOMS, GALLERY, LOBBY/RECEPTION, OFFICE.

** DOES NOT INCLUDE GARAGE AREA

*** SERVICE AREA INCLUDES BUILDING SERVICE ROOMS THAT ARE USED BY BOTH THE RESIDENTIAL AND CULTURAL USES SUCH AS WATER ROOM, FIRE PUMP ROOM, ELECTRIC ROOMS, BOILER ROOM, TRANSFORMER AND GENERATOR ROOM, MECHANICAL ROOMS, TELEPHONE AND IT ROOMS, TRASH ROOMS, MAINTENANCE STORAGE, OR SIMILAR.

2. PARCEL 'S' DEVELOPMENT DATA

- A. APARTMENTS:
 - I. PROPOSED NUMBER OF UNITS: 192
- B. CULTURAL/COMMUNITY
 - I. PROPOSED AREA: 115,692 square feet
- C. PARKING REQUIREMENTS:
 - PARKING REQUIRED: 615 SPACES PER WELLS AND ASSOCIATES PARKING STUDY DATED MARCH 10, 2017.
 - REQUIRED NUMBER OF ADA SPACES: 13 SPACES
- D. PARKING PROVIDED:
 - 724 SPACES
 - 16 ADA SPACES
 - 733 TOTAL SPACES
 - *SEE GARAGE LAYOUT SHEET 4 FOR A FLOOR BY FLOOR BREAKDOWN OF PARKING SPACES.
 - ** 192 SPACES (UNIT) WILL BE RESERVED RESIDENTIAL SPACES. THE REMAINING SPACES WILL BE SHARED AMONG ALL PROPOSED USES.

Zoning Overview

ZONING MAP



Zoning Designation

Zoning Code:

NT, New Town

Zoning Jurisdiction:

Howard County

Permitted Uses:

The New Town district provides uses and densities on a broad basis with each use controlled by a final development plan. The district applies specifically to properties located within Columbia and is designed to provide for a broad range of residential, commercial, industrial, and institutional development activities.

Use and Development Regulations

Areas within the NT district are designated for specific uses as part of an overall development plan. The use of land within NT districts is limited to those uses as specified in the final development plan for each section. Except as otherwise provided in a specific final development plan, the following restrictions shall be applicable to NT districts: 1) access shall be provided from every site to a public street of common streets and ways connecting with the public street system; 2) each single family attached unit must contain a minimum of 1,080 gross sq.ft., excluding the basement; 3) the off-street parking requirements of Section 127 of the Howard County Zoning Regulations shall be applicable; 4) accessory use provisions of Section 108 shall be applicable to all residential uses within the New Town district.



Each New Town district must provide each of the following uses in the following proportions:

	Minimum Percentage of Total District	Maximum Percentage of Total District
Open Space Uses	36%	N/A
Single Family - Low Density	10%	N/A
Single Family - Medium Density	20%	N/A
Apartments	N/A	12%
Commercial (POR, B-1, B-2 & SC uses)	2%	10%
Industrial (M-1 uses)	10%	20%
Other Uses (in any zoning district except RMH, ID or M-2 Districts)	N/A	15%

The reader is referred to Section 125 of the Howard County Zoning Regulations for further information on the New Town district.

Parking Requirements

Parking regulations are set forth in Section 133 of the Howard County Zoning Regulations. Parking is required at 3.3 spaces per 1,000 sq.ft. for office use, 5.0 per 1,000 sq.ft. for general retail use, 14 spaces per 1,000 sq.ft. for restaurants, 6.0 per 1,000 sq.ft. for carryout restaurants, and 1.0 space per 2,000 sq.ft. for warehouse users. The square footage requirements refer to gross square feet of floor area, unless net floor area is approved by the Department of Planning and Zoning.

Legal, Conforming Status

Legally Permitted Use:	Yes
Conforms to Parking Standards:	Yes
Conformity Conclusion:	Per the planning and zoning department, the site is approved for the New Cultural Center (SDP-17-043), which includes a mixed-use project with performing and visual arts space (theater, gallery, classroom and studio space) totaling 115,692 sq.ft. and a mixed-income apartment project (along with an attached parking garage) totaling 192 units. We assume that the proposed developments conform to all applicable federal, state and local regulations.



Assessment and Tax Data

Assessment Methodology

The State of Maryland has enacted a real estate assessment procedure called the Triennial Assessment. Under this procedure, one third of all properties are re-assessed each year. The increase, if any, in assessment is phased-in during a three year period, one third per year. Decreases take effect immediately. Assessments are based on 100% of market value.

Assessed Values and Property Taxes

The subject property was assessed as of January 1, 2020, as follows:

CURRENT ASSESSMENT

Account No.	Year Assessed	Land	Improvements	Total
15-018364	2019	\$1,101,100	\$1,151,000	\$2,252,100
Total Assessment				\$2,252,100

The subject's phase-in values are as follows:

PHASE-IN ASSESSMENTS

	Tax Year	Assessment
Base Year	2018/19	\$1,905,400
Phase-in Yr. 1	2019/20	\$2,020,967
Phase-in Yr. 2	2020/21	\$2,136,533
Phase-in Yr. 3	2021/22	\$2,252,100

Tax Rates

The appropriate tax rates for the subject property are as follows:

TAX RATES

Jurisdiction	Rate
Howard County	\$1.0140 /\$100 of Assessment
AD Valorem Charge	\$0.0800 /\$100 of Assessment
State of Maryland	\$0.1120 /\$100 of Assessment
Total	\$1.2060 /\$100 of Assessment



Property Taxes

The real estate tax burden for the subject is calculated as follows:

TAX CALCULATION

	2019/20	2020/21	2021/22
Assessed Value	\$2,020,967	\$2,136,533	\$2,252,100
Times: Tax Rate/\$100	\$1.2060	\$1.2060	\$1.2060
Estimated Tax	\$24,373	\$25,767	\$27,160

Metropolitan Charges

As the subject property is provided metropolitan services that includes an AD Valorem charge, fire tax metro charge and watershed protection, a charge of \$8,292 has been levied against it by Howard County for the 2020/21 levy year. It is estimated that these charges will remain relatively constant over a reasonable holding period.

Summary of Taxes

	2019/20	2020/21	2021/22
Real Estate Taxes	\$24,373	\$25,767	\$27,160
Metropolitan Charges	\$8,292	\$8,292	\$8,292
Total Taxes Due	\$32,665	\$34,058	\$35,452

Conclusions

According to the Howard Tax Assessor's Office the subject's property taxes are current as of the date of value.



Highest and Best Use

The Highest and Best Use of a property is the reasonably probable and legal use of vacant land or an improved property that is physically possible, appropriately supported, financially feasible, and that results in the highest value.

It is necessary to determine the highest and best use of a subject property both As If Vacant, and As Improved. Improved properties may have a highest and best use that is different than the existing use. The existing use will generally continue however, until land value exceeds the total value of the property at its existing use plus demolition costs.

Analysis of Highest and Best Use As If Vacant

In determining the highest and best use of the property as if vacant, we focus on: 1) the existing use, 2) a projected development, 3) a subdivision, 4) an assemblage, or 5) holding the land as an investment.

Legally Permissible

A threshold of highest and best use is what is legally permissible. This analysis considers private restrictions, existing zoning, likely zoning, building codes, historic district controls, urban renewal ordinances, and other encumbrances because they may preclude many potential uses.

LEGALLY PERMISSIBLE	
Characteristic	Conclusion
Classification:	NT, New Town District
Permitted Uses:	Single family (low and high density), Apartments, Commercial and industrial uses
Regulations:	Typical
Probability of Change	Unlikely

Physically Possible

Multiple factors affect the uses with which the land may be developed. These factors are considered in the following table, followed by a conclusion of the legally permissible uses that are also physically possible.

PHYSICALLY POSSIBLE	
Characteristic	Conclusion
Size	2.580 acres
Shape	Irregular
Topography	Generally level
Utilities	Public water and sewer
Visibility	Good
Flood Plain	Zone X, an area of minimal flooding without base flood elevation
Soil Conditions	Assumed adequate. We were not provided with a soil report for the subject properties.
Environmental	None known
Physically Possible Uses	Commercial and residential use



Financially Feasible

After determining the uses that are physically possible and legally permissible, an appraiser considers the uses that are likely to produce an adequate return on investment. All uses that yield a positive return are financially feasible. Feasibility is tested through a cost/benefit analysis or through direct market observation.

FINANCIALLY FEASIBLE USES		
	Retail	Residential
Demand	Stable	Strong
Supply	Balanced	Balanced
Feasibility	Average	Strong
Support	Observation	Observation

Maximally Productive

Among the financially feasible uses, the use that results in the highest value (the maximally productive use) is the highest and best use. Considering these factors, the maximally productive use as if vacant is for mixed use development.

Conclusion of Highest and Best Use As If Vacant

The conclusion of the highest and best use as if vacant, as analyzed in the previous section, is as follows:

CONCLUSION AS IF VACANT	
Characteristic	Conclusion
Use:	Mixed-use development
Timing:	Current
Participants (User):	Local or regional developer
Participants (Buyer):	Local or regional investor

Analysis of Highest and Best Use As Improved

In determining the highest and best use of the property as improved, the focus is on three possibilities for the property: 1) continuation of the existing use, 2) modification of the existing use, or 3) demolition and redevelopment of the land.

Continuation of Existing Use

The improvements cannot continue to support the existing improvements well into the future.

Conversion/Modification

Conversion of the improvements meets the tests for physical possibility and legal permissibility. Redevelopment of the property will permit rental rates to increase and/or vacancy and expenses to decrease sufficiently to make redevelopment financially feasible.

Demolition

As discussed within the previous pages, mixed use development is financially feasible as market rental rates are high enough to support construction costs.

**Interim Use**

There are many instances where highest and best use will likely change in the foreseeable future. The use of a property until it can be put to its terminal highest and best use is its interim use. Interim uses are thus current highest and best uses that are anticipated to change in the foreseeable future. The current use does represent an interim use. The subject site is proposed for mixed use development project with performing and visual arts space (theater, gallery, classroom and studio space) totaling 115,692 sq.ft. and a mixed-income apartment project (along with an attached parking garage) totaling 192 units. The project is government subsidized, thus promoting viability of the project and hedging it from being negatively impacted by the pandemic, thus making it financially feasible.

Excess Land

Many parcels of land are too large for their principal highest and best uses. Such land parcels may have, in effect, two highest and best uses – the use for the improved portion and another use for the remaining, or excess, land. The property does not have any excess land.

Conclusion of Highest and Best Use As Improved

The highest and best use of the subject property, as improved, is demolition and redevelopment with the proposed use.

Most Probable Buyer/User

As of the date of value, the most probable buyer of the subject property is a local investor or regional investor and the most probable user would be local tenants.



Appraisal Methodology

Three Approaches to Value

There are three traditional approaches typically available to develop indications of real property value: the cost, sales comparison, and income capitalization approaches.

Cost Approach

The cost approach is based upon the principle of substitution, which states that a prudent purchaser would not pay more for a property than the amount required to purchase a similar site and construct similar improvements without undue delay, producing a property of equal desirability and utility. This approach is particularly applicable when the improvements being appraised are relatively new or proposed, or when the improvements are so specialized that there is little or no sales data from comparable properties.

Sales Comparison Approach

The sales comparison approach involves the direct comparison of sales and listings of similar properties, adjusting for differences between the subject property and the comparable properties. This method can be useful for valuing general purpose properties or vacant land. For improved properties, it is particularly applicable when there is an active sales market for the property type being appraised – either by owner-users or investors.

Income Capitalization Approach

The income capitalization approach is based on the principle of anticipation, or the assumption that value is created by the expectation of benefits to be derived in the future, such as expected future income flows including the reversion, or future re-sale of the property appraised. Its premise is that a prudent investor will pay no more for the property than he or she would for another investment of similar risk and cash flow characteristics. The income capitalization approach is widely used and relied upon in appraising income-producing properties, especially those for which there is an active investment sales market.

Subject Valuation

The subject property is Toby's Dinner Theatre built in 1969. The highest and best use of the subject would be for demolition and redevelopment with the proposed plan. Per the planning and zoning department, the site is approved for the New Cultural Center (SDP-17-043), which includes a mixed-use project with performing and visual arts space (theater, gallery, classroom and studio space) totaling 115,692 sq.ft. and a mixed-income apartment project (along with an attached parking garage) totaling 192 units. As such only the Sales Comparison Approach has been utilized to determine market value.



Land Valuation

Methodology

Land is most often valued using the Sales Comparison Approach. This approach is based on the premise that a buyer would pay no more for a specific property than the cost of obtaining a property with the same utility. In the sales comparison approach, the opinion of market value is based on closed sales, listings and pending sales of properties similar to the subject property, using the most relevant units of comparison. The comparative analysis focuses on the difference between the comparable sales and the subject property using all appropriate elements of comparison.

A systematic procedure for applying the sales comparison approach includes the following steps: (1) researching and verifying transactional data, (2) selecting relevant units of comparison, (3) analyzing and adjusting the comparable sales for differences in various elements of comparison, and (4) reconciling the adjusted sales into a value indication for the subject site.

Unit of Comparison

The unit of comparison depends on land use economics and how buyers and sellers use the property. The unit of comparison in this analysis is price per acre.

Elements of Comparison

Elements of comparison are the characteristics or attributes of properties and transactions that cause the prices of real estate to vary. The main elements of comparison that are considered in sales comparison analysis are as follows: (1) real property rights conveyed, (2) financing terms, (3) conditions of sale, (4) expenditures made immediately after purchase, (5) market conditions, (6) location and (7) physical characteristics.

Comparable Sales Data

A search of data sources and public records, a field survey, interviews with knowledgeable real estate professionals in the area, and a review of our internal database were conducted to obtain and verify comparable sales and listings of vacant land properties.

We used five sales in our analysis, these representing the sales judged to be the most comparable in developing an indication of the market value of the subject property.

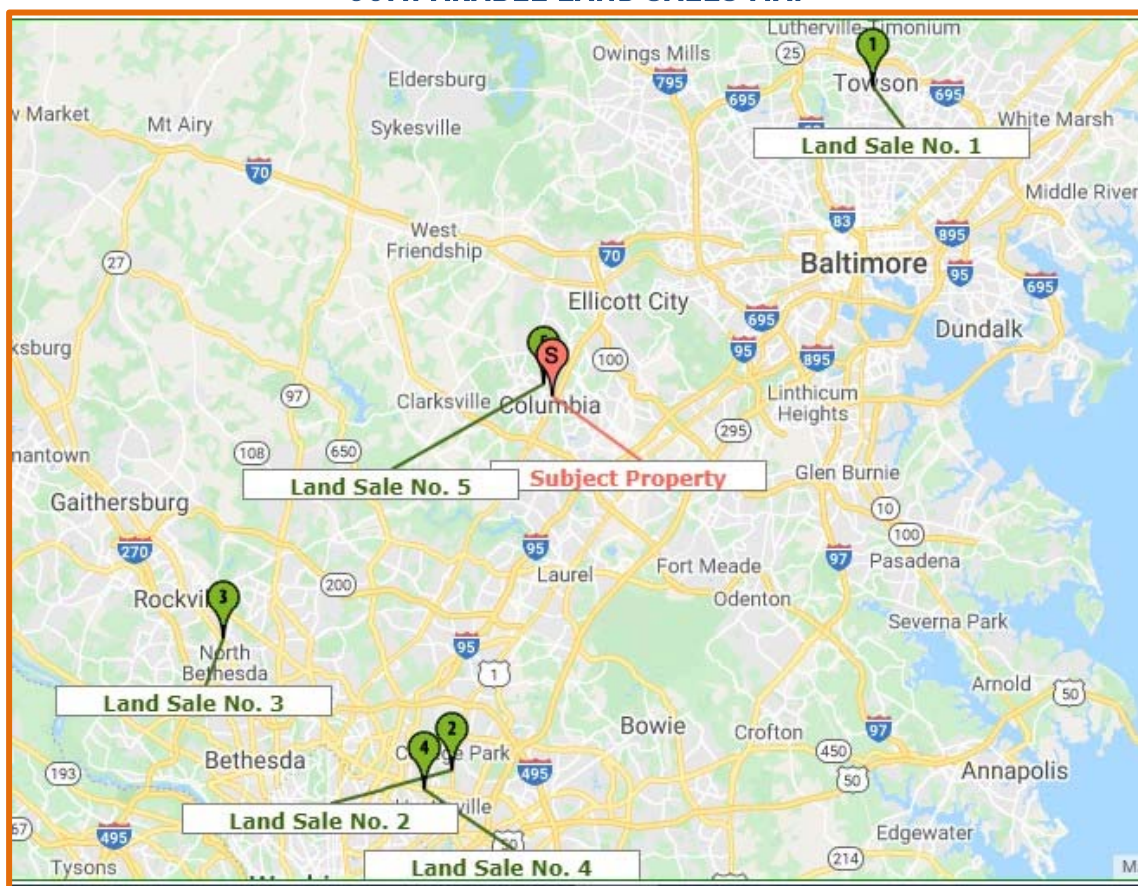
The following table summarizes each of the land sale comparables and is followed by a map displaying the location of each comparable in relation to the subject. Summary sheets detailing each comparable follow the location map.



SUMMARY OF COMPARABLE LAND SALES

Sale No.	Subject	1	2	3	4	5
Address	5900 Symphony Woods Road	W Chesapeake Avenue	7150 & 7200 Baltimore Avenue	1900 Chapman Avenue	3401 East West Highway	10100 & 10101 Twin Rivers Road
City, State	Columbia, MD	Towson, MD	College Park, MD	Rockville, MD	Hyattsville, MD	Columbia, MD
Date of Sale		Nov-18	Oct-17	Oct-16	Sep-16	Jan-16
Sale Price		\$7,500,000	\$8,200,000	\$12,200,000	\$10,208,000	\$23,380,000
Property Rights	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Financing		Typical	Typical	Typical	Typical	Typical
Conditions of Sale		Arms Length	Arms Length	Arms Length	Arms Length	Arms Length
Access	Good	Good	Good	Good	Good	Good
Zoning	NT	BM DT	M-U-I, D-D-O	MXTD	M-X-T	NT
Land Area (Acre)	2.58	2.00	3.52	2.89	3.65	4.96
Land Area (Sq.Ft.)	112,385	87,294	153,416	125,728	158,787	216,058
Proposed No. of Units	192	214	393	270	351	437
Price/Acre		\$3,742,515	\$2,328,256	\$4,226,836	\$2,800,357	\$4,713,710
Price/Unit		\$35,047	\$20,865	\$45,185	\$29,083	\$53,501

COMPARABLE LAND SALES MAP



Land Comparable Sale No. 1



Aerial

Property Identification

Property/Sale ID	114699/19066
Property Type	Multi-Family
Property Name	Towson Row
Address	W Chesapeake Avenue
City, State Zip	Towson, Maryland 21204
County	Baltimore
MSA	Baltimore
Tax ID	Map 70A, Grid 21, Parcel 598
Latitude/Longitude	39.399242/-76.604244

Transaction Data

Sale Status	Closed
Sale Date	11-27-2018
Sale Price	\$7,500,000
Gross Land Acres	2.004
\$/Gross Land Acre	\$3,742,515
Gross Land SF	87,294
\$/Gross Land SF	\$85.92
No. of Units	214
\$/Unit	\$35,047
Grantor	GGCAL Towson Row, LLC
Grantee	GD Towson Row, LLC
Property Rights	Fee Simple
Deed Book/Page	40909/494
Financing Terms	Cash



Property Description

Gross Acres	2.004	Density (Units/Ac)	106.79
Gross SF	87,294	Utilities	All Available
No. of Units	214	Zoning Code	BM DT

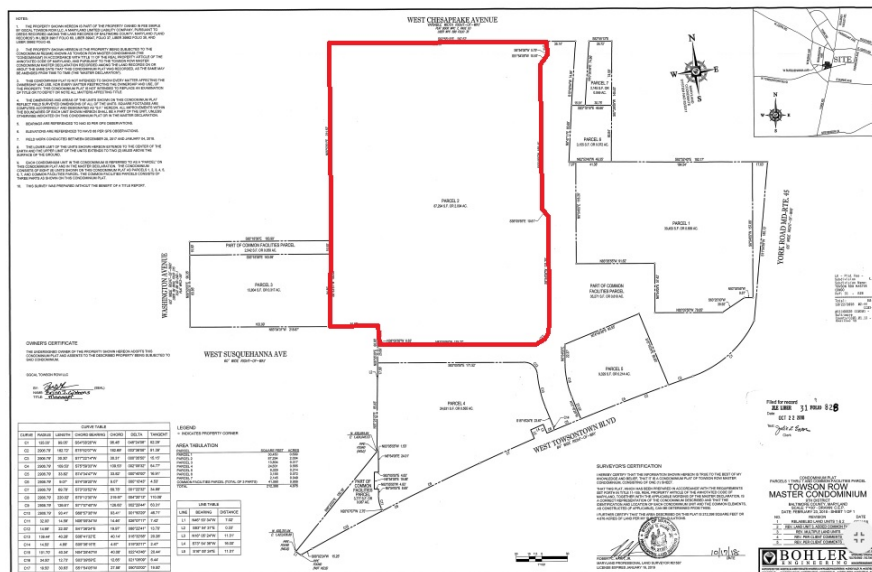
Verification

Confirmed With CoStar, Public Records, Published Reports

Remarks

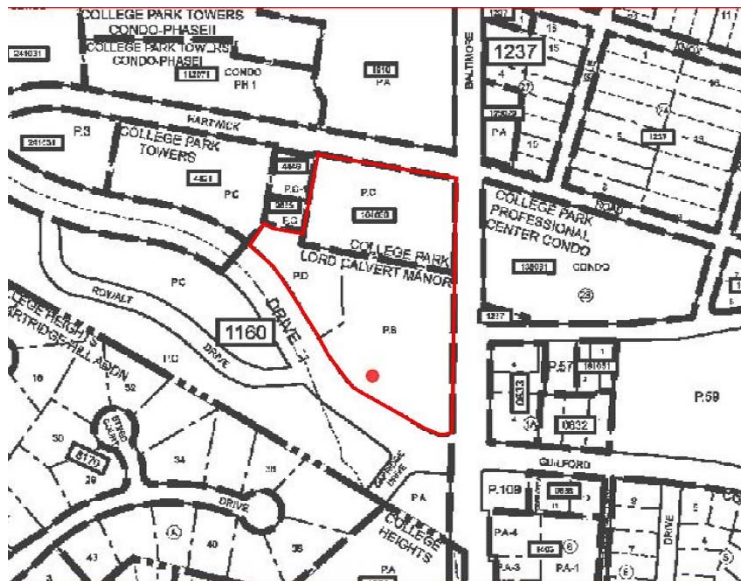
This site is platted as the "Student Housing Unit" a/k/a the "Parcel 2 Condominium". The 1st floor of the site totals 85,082 sq.ft. of which 5,498 sq.ft. would be allocated to the student housing, 64,888 sq.ft. as retail component, and 14,696 sq.ft. of common area elements. The overall site area for the student housing and retail is 2.004 acres and will be developed with a 318,948 sq.ft. student housing component across 8 stories and a 174,465 sq.ft. retail component on three stories, and 20,536 sq.ft. of common areas. Therefore, the land value reflected in this comparable excludes the contributory value of retail to the underlying land this project.

The buyer acquired the site to construct a 214-unit (720 beds) student housing building located in Towson Row mixed-use development. Towson Row will include office, retail, hotel, structured parking, and a 45,000 sq.ft. Whole Foods grocery store. The acquisition of this Student Housing Parcel excludes the retail component that will be incorporated into the 1st three levels of the proposed building. The student housing project will include clubroom, fitness center, computer lounge, study and game room, courtyards and swimming pool. The purchase agreement, dated June 8, 2018, also provided the buyer the Right of First Offer for any added student housing component the seller might provide at Towson Row.



Tax

Land Comparable Sale No. 2



7200 baltimore ave tax map 5

Property Identification

Property/Sale ID	113828/18525
Property Type	Mixed Use Land
Property Name	Southern Gateway
Address	7150 & 7200 Baltimore Avenue
City, State Zip	College Park, Maryland 20740
County	Prince Georges
MSA	Washington, DC-MD-VA-WV
Tax ID	Tax Map 33, Grid C4, Parcels B, & D
Latitude/Longitude	38.978438/-76.938335

Transaction Data

Sale Status	Closed
Sale Date	10-11-2017
Sale Price	\$8,200,000
Gross Land Acres	3.522
\$/Gross Land Acre	\$2,328,256
Gross Land SF	153,416
\$/Gross Land SF	\$53.45
Grantor	North Carolina Hosp GP Inc./Boulevard Motel Corporation
Grantee	UMCPF Property V LLC
Property Rights	Fee Simple
Deed Book/Page	40103/00188
Financing Descrip.	Subsequent to its purchase, the joint venture developer Bozzuto was awarded a PILOT from Prince George's County and TIF financing (tax increment financing) from the City of College Park

for 60% tax credits over 15 years. The development is estimated to cost \$150 million dollars.

Financing Terms

Cash to Seller

Property Description

Gross Acres	3.522	Utilities	All available
Gross SF	153,416	Zoning Code	M-U-I, D-D-O

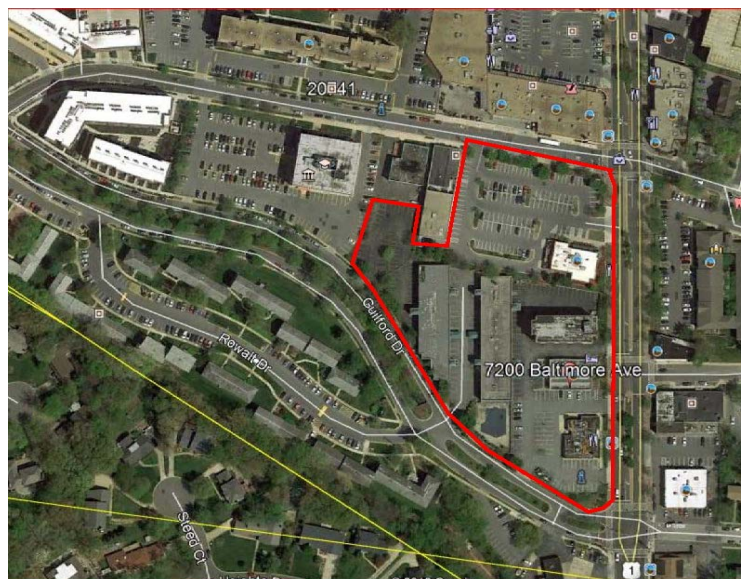
Verification

Confirmed With Representative of Grantee

Remarks

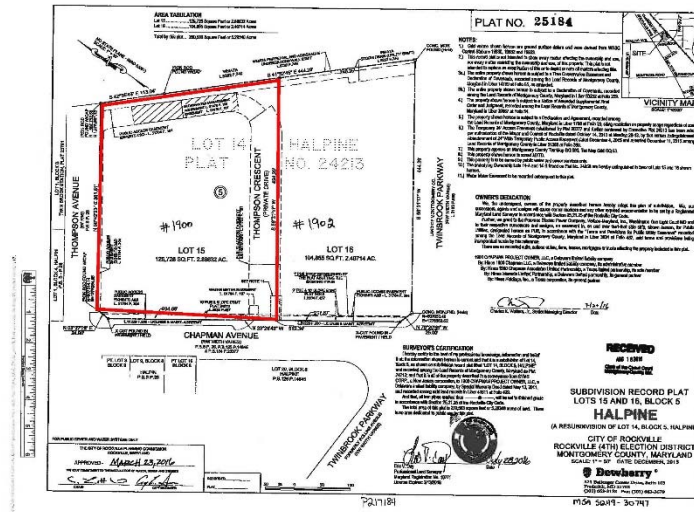
Grantee is Terrapin Development Company, an affiliate of the University of Maryland Foundation, who plans to joint venture development of the site with Bozzuto and Willard Retail to construct a mid-rise building of 5 or 6 stories with 393 traditional apartments and first floor retail space totaling 67,000 sq.ft., which will be supported by a 641 space garage. The transaction is part of an assemblage totaling 5.82 acres with the remainder of the site already under the ownership of Willard Retail. Bozzuto and Willard Retail will ground lease the 3.52 acres from the UM Foundation for the development. Construction is projected to commence in 2020.

The property was previously occupied by a Quality Inn and Plato's Diner with the grantee having demolished these improvements in early 2019. The grantee immediately closed the motel and restaurant after their purchase and those improvements remained vacant while working on a redevelopment plan until their subsequent demolition. The site is located on the west side of Baltimore Avenue bordered by Hartwick Road on the north and Guilford Drive on the south.



7200 baltimore ave AERIAL PHOTO 5

Land Comparable Sale No. 3



1900 chapman avenue plat

Property Identification

Property/Sale ID	111633/17148
Property Type	Multi-Family
Property Name	The North Building (Former Syms Property)
Address	1900 Chapman Avenue
City, State Zip	Rockville, Maryland 20852
County	Montgomery
MSA	Washington, DC-MD-VA-WV
Tax ID	Tax Map GQ63, Subdivision 201, Block 5, Lot 15
Latitude/Longitude	39.060044/-77.119320

Transaction Data

Sale Status	Closed
Sale Date	10-26-2016
Sale Price	\$12,200,000
Gross Land Acres	2.886
\$/Gross Land Acre	\$4,226,838
Gross Land SF	125,728
\$/Gross Land SF	\$97.03
Prpsd. Bldg SF	319,791
\$/Prpsd. Bldg SF (FAR)	\$38.15
No. of Units	270
\$/Unit	\$45,185
Grantor	1900 Chapman Project Owner, LLC (Hines Interests L.P.)
Grantee	JLB Chapman, LP (JLB Partners)
Property Rights	Fee Simple



Deed Book/Page 53281/199
Financing Descrip. None indicated

Property Description

Gross Acres	2.886	Density (Units/Ac)	93.54
Gross SF	125,728	Proposed FAR	2.54
Proposed Bldg SF	319,791	Zoning Code	MXTD
No. of Units	270		

Verification

Confirmed With Representative of the Grantor, Deed, City of Rockville Development Services

Remarks

The site is located on east side of Chapman Avenue between Twinbrook Parkway, Thompson Avenue and the CSX Railroad/WMATA right-of-way. It is also a short distance east of Rockville Pike and south of the Twinbrook Metro stop. The property is to be developed with 318 apartments and 5,152 sq.ft. of first floor retail. The site was subdivided off a larger parcel which will also contain 61 townhouse units. All site plan approvals were in place. The development was about 60% thru the process to ultimately obtain a building permit. The property was previously occupied by Syms retail store which had been demolished prior to the sale.

Hines purchased this property and then subdivided the land into two lots, Nos. 15 and 16. JLB purchased lot 15 for \$12,200,000 for apartment development. In a separate transaction, Winchester Homes purchased lot 16 for \$10,365,000,000 for the development of 61 townhomes. The proposed 318 unit apartment project will have 270 market rate units and 48 MPDUs.



1900 chapman avenue aerial JPEG

Land Comparable Sale No. 4



Property Identification

Property/Sale ID	111885/17325
Property Type	Multi-Family
Property Name	The Edition Apartments
Address	3401 East West Highway
City, State Zip	Hyattsville, Maryland 20782
County	Prince Georges
MSA	Washington, DC-MD-VA-WV
Tax ID	Map 41, Grid F2, Addition to Parcel 1
Latitude/Longitude	38.966454/-76.960514

Transaction Data

Sale Status	Closed
Sale Date	09-26-2016
Sale Price	\$10,208,000
Gross Land Acres	3.645
\$/Gross Land Acre	\$2,800,358
Gross Land SF	158,787
\$/Gross Land SF	\$64.29
Prpsd. Bldg SF	384,918
\$/Prpsd. Bldg SF (FAR)	\$26.52
No. of Units	351
\$/Unit	\$29,083
Grantor	Kiplinger Washington Editors, Inc.
Grantee	Edition Apartments LLC (Fore Property Company)
Property Rights	Fee Simple
Deed Book/Page	38890/429
Financing Descrip.	\$51,700,000 from U.S. Bank National Association

Financing Terms

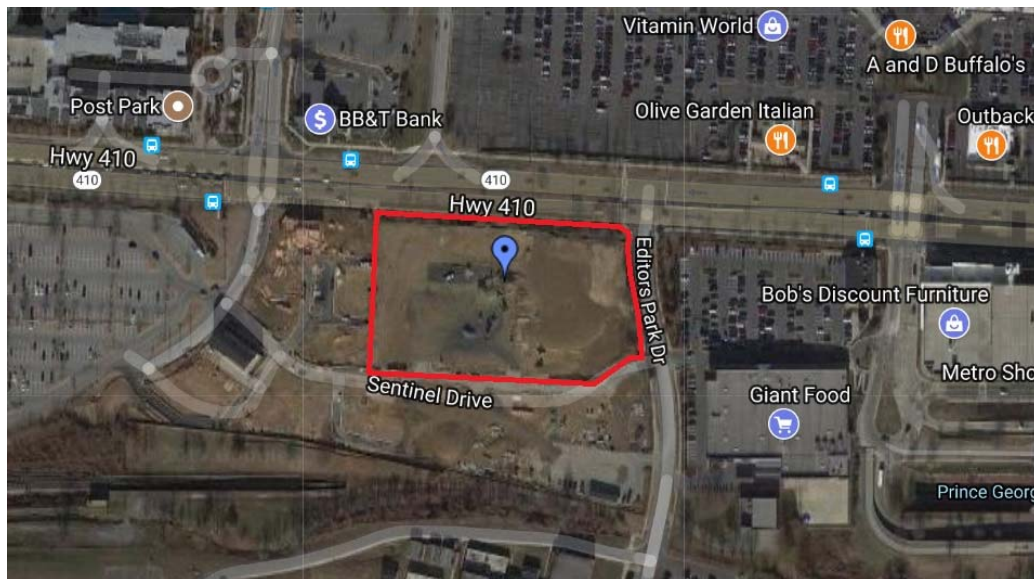
Cash to Seller

Property Description

Gross Acres	3.645	Density (Units/Ac)	96.29
Gross SF	158,787	Proposed FAR	2.42
Proposed Bldg SF	384,918	Zoning Code	M-X-T
No. of Units	351		

Verification**Confirmed With** Representative of the Grantor**Remarks**

This is the sale of land proposed for a five-story, 351 unit luxury apartment building with a parking garage structure having ground floor clubhouse/fitness center/business center, rental office and a minimal amount of retail in walking distance to the Prince George's Plaza Metro station. There are no MPDU's offered. Amenities are to include an outdoor pool, club room, courtyard and pet park. The garage and surface spaces will provide parking for more than 400 vehicles. The apartments are on floors 2 through 5.



AERIAL MAP

Land Comparable Sale No. 5



10100 Twin Rivers Road- Aerial

Property Identification

Property/Sale ID	115332/19498
Property Type	Mixed Use Land
Property Name	M Flats
Address	10100-10101 Twin Rivers Road
City, State Zip	Columbia, Maryland 21044
County	Howard
MSA	Baltimore
Tax ID	Map 36, Grid 1, Parcel 382, Lot C1 & C2
Latitude/Longitude	39.215917/-76.865430

Transaction Data

Sale Status	Closed
Sale Date	01-01-2016
Sale Price	\$23,380,000
Gross Land Acres	4.960
\$/Gross Land Acre	\$4,713,710
Gross Land SF	216,058
\$/Gross Land SF	\$108.21
Prpsd. Bldg SF	2
\$/Prpsd. Bldg SF (FAR)	\$11,690,000.00
No. of Units	437
\$/Unit	\$53,501
No. of Lots	2
\$/Lot	\$11,690,000
Grantor	The Howard Hughes Corporation
Grantee	Kettler, Inc.
Property Rights	Fee Simple



Deed Book/Page	Not yet recorded
Financing Descrip.	None recorded
Financing Terms	Unknown

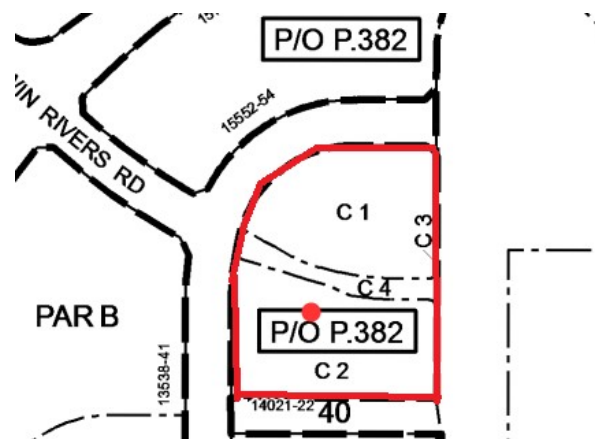
Property Description

Gross Acres	4.960	Density (Units/Ac)	88.10
Gross SF	216,058	Proposed FAR	0.09
Usable Acres	4.960	Proposed Use	Multi-family with ground floor retail
Usable SF	216,058	Utilities	All available
Proposed Bldg SF	2	Zoning Code	NT
No. of Units	437		
No. of Lots	2		

Verification

Remarks

This was the sale of a site proposed for development of a 437-unit multi-family mid-rise property with ground level retail space located at the northeast intersection of Broken Land Parkway and Town Center Avenue in downtown Columbia, just west of the Mall in Columbia. The proposed project consists of two 5-6 story mid-rise wood/frame wrap-design apartment buildings, improved around an above-grade structured parking. The project also includes with 28,756 square-feet of ground-level retail space. The site was rough-graded at the time of the sale and the purchase price reflects costs of in-place grading, road infrastructure and utilities. Entitlements for the project were approved in 2012. Kettler joined a joint venture with The Howard Hughes Corporation. Since the sale represents a joint venture, no deed was recorded. The project does not have an affordable housing component and the retail component is forecast to represent about 5.0 percent of the net operating income. The developer broke ground in mid 2016 and is scheduled for completion in 2018.



10100 Twin Rivers Road- Tax Map



Land Sales Comparison Analysis

All of the sales are analyzed, and adjustments are made for differences in the various elements of comparison, including real property rights, financing terms, conditions of sale, expenditures made immediately after purchase, market conditions, location, size, and other relevant factors. If the comparable sale is considered superior to the subject, a negative adjustment is made to the comparable. A positive adjustment to the comparable is applied if it is considered inferior to the subject. A summary of the elements of comparison follows.

Transaction Adjustments

Transaction adjustments include 1) real property rights conveyed, 2) financing terms, 3) conditions of sale, 4) expenditures made immediately after purchase, and 5) market conditions. Transaction adjustments are made prior to making property adjustments, and are discussed as follows:

Real Property Rights Conveyed

Real property rights conveyed influence sale prices and must be considered when analyzing a sale comparable.

No adjustments necessary.

Financing Terms

The transaction price of one property may differ from that of an identical property due to different financial arrangements. Sales involving financing terms that are not at or near market terms require adjustments for cash equivalency to reflect typical market terms.

No adjustments necessary.

Conditions of Sale

When the conditions of sale are atypical, the result may be a price that is higher or lower than that of a normal transaction. Adjustments for conditions of sale usually reflect the motivations of either a buyer or a seller who is under duress to complete the transaction. Another more typical condition of sale involves the downward adjustment required to a comparable property's for-sale listing price, which usually reflects the upper limit of value.

No adjustments necessary.

Expenditures Made Immediately After Purchase

A knowledgeable buyer considers expenditures that will have to be made upon purchase of a property because these costs affect the price the buyer agrees to pay. Such expenditures may include: (1) costs to demolish and remove any portion of the improvements, (2) costs to petition for a zoning change, and/or (3) costs to remediate environmental contamination.

The relevant figure is not the actual cost incurred, but the cost that was anticipated by both the buyer and seller. Unless the sales involved expenditures anticipated upon the purchase date, no adjustments to the comparable sales are required for this element of comparison.



Sale No. 2 was improved with a Quality Inn and Plato's Diner that were demolished by the buyer after purchasing the property. As such an upward adjustment was made to the sale.

Market Conditions

Market conditions change over time as a result of inflation, deflation, fluctuations in supply and demand and other factors. Changing market conditions creates the need for adjustments to sale comparables that represent transactions during periods of dissimilar market conditions.

As indicated in the market analysis section of this report, despite the pandemic, the residential market is thriving with increased demand for multifamily and rental rates are holding steady. As such, all sale comps were adjusted upward for inferior market condition.

Property Adjustments

Property adjustments can be expressed quantitatively as percentages or qualitatively to reflect the increase or decrease in value attributable to the various characteristics of the property. These adjustments are based on locational and physical characteristics and are applied after the application of transaction and market conditions adjustments. The following discussion will analyze each adjustment category deemed applicable to the subject property.

Location

Sale Nos. 1, 2, and 4 are in locations where median income per household is lower than the subject's market area as well as lower residential rental rates. As such an upward adjustment was applied for location. A downward adjustment was applied to Sale No. 3 for better location with a higher median income per household as well as higher residential rental rates.

Physical Characteristics

If the physical characteristics of a comparable property and the subject property differ, each of the differences may require comparison and adjustment to the comparable. The most notable physical differences for comparable sales in this market include size, shape, utility availability, offsites/onsites, topography, flood hazards, and environmental concerns.

Density

Per the preliminary plans provided by planning and zoning, the proposed number of units to be built is 192 units. All sales were adjusted upward for higher number of proposed units.

Size (Land Area)

Sale No. 1 was adjusted downward for smaller size. Sale Nos. 2, 4 and 5 were adjusted upward for larger size. Size adjustments are reflective of economies of scale.

Topography

No adjustments necessary.

Environmental Concerns

No adjustments necessary.

**Zoning/Use**

The highest and best use of comparable sale properties should be very similar as that of the subject property. When comparable properties with the same/similar zoning as the subject are lacking or scarce, parcels with different zoning, but a highest and use similar to that of the subject, may be used as comparable sales. These sales may have to be adjusted for differences in utility if the market indicates that this is appropriate.

Sale Nos. 3, and 4 were adjusted downward for superior zoning.

Affordable Housing

The project has been granted funding through the Low-Income Housing Tax Credit (LIHTC) program offered by the State and so a significant portion of the housing will be offered below market rate. As such, Sale Nos. 1, 2, 4 and 5 were adjusted downward as the projects are market rate units and are considered superior to Low-Income Housing projects.

Entitlements

Sale No. 5 was adjusted downward for approval of entitlements.

Summary of Adjustments

Based on the preceding comparative analysis, the adjustments to the comparable sales are presented in the following table. We completed a quantitative analysis. These adjustments are based on our best judgment and experience in the appraisal of similar properties.



SUMMARY OF ADJUSTMENTS TO LAND SALES

Sale No.	Subject	1	2	3	4	5
Address	5900 Symphony Woods Road	W Chesapeake Avenue	7150 & 7200 Baltimore Avenue	1900 Chapman Avenue	3401 East West Highway	10100 & 10101 Twin Rivers Road
City, State	Columbia, MD	Towson, MD	College Park, MD	Rockville, MD	Hyattsville, MD	Columbia, MD
Date of Sale		Nov-18	Oct-17	Oct-16	Sep-16	Jan-16
Sale Price		\$7,500,000	\$8,200,000	\$12,200,000	\$10,208,000	\$23,380,000
Property Rights	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Financing		Typical	Typical	Typical	Typical	Typical
Conditions of Sale		Arms Length	Arms Length	Arms Length	Arms Length	Arms Length
Access	Good	Good	Good	Good	Good	Good
Zoning	NT	BM DT	M-U-I, D-D-O	MXTD	M-X-T	NT
Land Area (Acre)	2.58	2.00	3.52	2.89	3.65	4.96
Land Area (Sq.Ft.)	112,385	87,294	153,416	125,728	158,787	216,058
Proposed No. of Units	192	214	393	270	351	437
Price/Acre		\$3,742,515	\$2,328,256	\$4,226,836	\$2,800,357	\$4,713,710
Transactional Adjustments						
Property Rights		0%	0%	0%	0%	0%
Financing		0%	0%	0%	0%	0%
Conditions of Sale/Motivation		0%	0%	0%	0%	0%
Anticipated Expenditures		0%	3%	0%	0%	0%
Market Conditions/Time		0%	5%	8%	8%	8%
Adjusted Price/Acre		\$3,742,515	\$2,514,516	\$4,564,982	\$3,024,385	\$5,090,806
Property Adjustments						
Location/Access		5%	10%	-20%	10%	0%
Density		5%	5%	3%	3%	5%
Site Size		-5%	10%	0%	10%	15%
Site Finish		0%	0%	0%	0%	0%
Topography		0%	0%	0%	0%	0%
Approval Status		0%	0%	0%	0%	0%
Zoning/Use		0%	0%	-5%	-5%	0%
Affordable Housing		-10%	-10%	0%	-10%	-10%
Entitlements		0%	0%	0%	0%	-30%
Composite Adjustment		-5%	24%	-16%	17%	-14%
Total Adjusted Price/Acre		\$3,555,389	\$2,891,694	\$3,560,686	\$3,266,336	\$4,072,645
Minimum Adjusted Price/Acre	\$2,891,694					
Maximum Adjusted Price/Acre	\$4,072,645					
Average Adjusted Price/Acre	\$3,469,350					

Conclusion

From the market data available, five sales in competitive market areas were selected as most comparable to the subject. The unadjusted sale prices for the comparable sales ranged from \$2,328,256 to \$4,713,710 per acre.

We adjusted the comparable sales based on pertinent elements of comparison as discussed earlier and summarized the adjustments in the preceding adjustment grid. The final adjusted sale prices reflected a range from \$2,891,694 to \$4,072,645 per acre/sq.ft.



Based on this analysis, the indicated value for the land is summarized as follows:

LAND VALUE INDICATION

Land Valuation by Sales Comparison Approach	
Value per Acre	\$3,500,000
Multiplied by Number of Acres	2.58
Land Valuation	\$9,030,000
Rounded To	\$9,030,000



Reconciliation

Summary of Value Indications

The indicated values from the approaches used and our concluded market values for the subject property are summarized in the following table.

Approach	As Is
Effective Date	September 30, 2020
Land Valuation	\$9,030,000
Final Value Estimate	\$9,030,000

In order to reach a final opinion of value, we considered the reliability and relevance of each value indication based upon the quality of the data and applicability of the assumptions underlying each approach.

The highest and best use of the subject would be for demolition and redevelopment with the proposed plan. As such only the Sales Comparison Approach has been utilized to determine market value.

Exposure Time and Marketing Periods

Exposure time may be defined as: the estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of appraisal; a retrospective opinion based on an analysis of past events assuming a competitive and open market. Exposure time is always presumed to occur prior to the effective date of the appraisal. The opinion of exposure time may be expressed as a range and can be based on one or more of the following:

- Statistical information about time on market;
- Information gathered through sales verification; and
- Interviews of market participants.

The reasonable marketing time is an opinion of the amount of time it might take to sell a real property interest at the concluded market value level during the period immediately after the effective date of an appraisal. The opinion of marketing time may be a range and can be based on one or more of the following:

- Statistical information about days on market;
- Information gathered through sales verification;
- Interviews of market participants; and
- Anticipated changes in market conditions.

The marketing time is a function of price, time, use, and anticipated market conditions, such as changes in the cost and availability of funds, and is not an isolated opinion of time alone. It is appropriate to discuss the impact of price/value relationships on marketing time and to contrast



different potential prices and their associated marketing times with an appraiser's market value opinion for the subject property.

Based on statistical information about days on market, escrow length, and marketing times gathered through national investor surveys, sales verification, and interviews of market participants, marketing and exposure time estimates of less than 12 months, respectively, are considered reasonable and appropriate for the subject property.



General Assumptions and Limiting Conditions

This appraisal is subject to the following limiting conditions:

- 1) The legal description – if furnished to us – is assumed to be correct.
- 2) No responsibility is assumed for legal matters, questions of survey or title, soil or subsoil conditions, structures, engineering, or other similar technical matters or for the discovery of such matters/conditions at the property which may be hidden or unapparent. The appraisal does not constitute a survey of the property appraised. All existing liens and encumbrances have been disregarded and the property is appraised as though free and clear, under responsible ownership and competent management unless otherwise noted.
- 3) Unless otherwise noted, the appraisal will value the property as though free of contamination. Lipman Frizzell & Mitchell LLC will conduct no hazardous materials or contamination inspection of any kind. It is recommended that the client hire an expert if the presence of hazardous materials or contamination poses any concern.
- 4) No claim is intended to be expressed for matters of expertise that would require specialized investigation or knowledge beyond that ordinarily employed by real estate appraisers. We claim no expertise in areas such as, but not limited to, legal, survey, structural, environmental, engineering or mechanical,
- 5) The stamps and/or consideration placed on deeds used to indicate sales are in correct relationship to the actual dollar amount of the transaction.
- 6) Unless otherwise noted, it is assumed there are no encroachments, zoning violations or restrictions existing in the subject property.
- 7) It is assumed that all water, sewer facilities and utilities (whether existing or proposed) are or will be in good working order, are safe for use, and are or will be sufficient to serve the current or proposed uses of the subject property or any structures or other improvements. Determining and reporting on such matters were not part of the scope of work for this assignment.
- 8) The appraiser is not required to give testimony or attendance in court by reason of this appraisal, unless previous arrangements have been made.
- 9) Unless expressly specified in the engagement letter, the fee for this appraisal does not include the attendance or giving of testimony by Appraiser at any court, regulatory, or other proceedings, or any conferences or other work in preparation for such proceeding. If any partner or employee of Lipman Frizzell & Mitchell LLC is asked or required to appear and/or testify at any deposition, trial, or other proceeding about the preparation, conclusions or any other aspect of this assignment, client shall compensate Appraiser for the time spent by the partner or employee in appearing and/or testifying and in preparing to testify according to the Appraiser's then current hourly rate plus reimbursement of expenses.



- 10) The values for land and/or improvements, as contained in this report, are constituent parts of the total value reported and neither is (or are) to be used in making a summation appraisal of a combination of values created by another appraiser. Either is invalidated if so used.
- 11) The dates of value to which the opinions expressed in this report apply are set forth in this report. We assume no responsibility for economic or physical factors occurring at some point at a later date, which may affect the opinions stated herein. The forecasts, projections, or operating estimates contained herein are based on current market conditions and anticipated short-term supply and demand factors and are subject to change with future conditions.
- 12) The sketches, maps, plats and exhibits in this report are included to assist the reader in visualizing the property. The appraiser has made no survey of the property and assumed no responsibility in connection with such matters.
- 13) The information, estimates and opinions, which were obtained from sources outside of this office, are considered reliable. However, no liability for them can be assumed by the appraiser.
- 14) Possession of this report, or a copy thereof, does not carry with it the right of publication. Neither all, nor any part of the content of the report, or copy thereof (including conclusions as to property value, the identity of the appraisers, professional designations, reference to any professional appraisal organization or the firm with which the appraisers are connected), shall be disseminated to the public through advertising, public relations, news, sales, or other media without prior written consent and approval.
- 15) This appraisal was prepared for the sole and exclusive use of the client for the function outlined herein. Any party who is not the client or intended user identified in the appraisal or engagement letter is not entitled to rely upon the contents of the appraisal without express written consent of Lipman Frizzell & Mitchell LLC and Client. The Client shall not include partners, affiliates, or relatives of the party addressed herein. The appraiser assumes no obligation, liability or accountability to any third party.
- 16) Distribution of this report is at the sole discretion of the client, but third-parties not listed as an intended user in the appraisal or the engagement letter may not rely upon the contents of the appraisal. In no event shall client give a third-party a partial copy of the appraisal report. We will make no distribution of the report without the specific direction of the client.
- 17) This appraisal shall be used only for the function outlined herein, unless expressly authorized by Lipman Frizzell & Mitchell LLC.
- 18) This appraisal shall be considered in its entirety. No part thereof shall be used separately or out of context.
- 19) Unless otherwise noted in the body of this report, this appraisal assumes that the subject property does not fall within the areas where mandatory flood insurance is effective. Unless otherwise noted, we have not completed nor have we contracted to have completed an investigation to identify and/or quantify the presence of non-tidal wetland conditions on the subject property. Because the appraiser is not a surveyor, he or she makes no guarantees, express or implied, regarding this determination.



- 20) The flood maps are not site specific. We are not qualified to confirm the location of the subject property in relation to flood hazard areas based on the FEMA Flood Insurance Rate Maps or other surveying techniques. It is recommended that the client obtain a confirmation of the subject's flood zone classification from a licensed surveyor.
- 21) If the appraisal is for mortgage loan purposes 1) we assume satisfactory completion of improvements if construction is not complete, 2) no consideration has been given for rent loss during rent-up unless noted in the body of this report, and 3) occupancy at levels consistent with our "Income and Expense Projection" are anticipated.
- 22) Our appraisal inspection included an observation of the land and improvements thereon only. It was not possible to observe conditions beneath the soil or hidden structural components within the improvements. We inspected the buildings involved, and reported damage (if observed) by termites, dry rot, wet rot, or other infestations as a matter of information, and no guarantee of the amount or degree of damage (if any) is implied. Condition of heating, cooling, ventilation, electrical and plumbing equipment is considered to be commensurate with the condition of the balance of the improvements unless otherwise stated. Should the client have concerns in these areas, it is the client's responsibility to order the appropriate inspections. The appraiser does not have the skill or expertise to make such inspections and assumes no responsibility for these items.
- 23) This appraisal does not guarantee compliance with building code and life safety code requirements of the local jurisdiction. It is assumed that the property is in compliance with all applicable federal, state and local laws, ordinances, regulations, building standards, use restrictions and zoning unless the lack of compliance is stated in the appraisal report. Determining and reporting on such compliance were not part of the scope of work for this assignment.
- 24) When possible, we have relied upon building measurements provided by the client, owner, or associated agents of these parties. In the absence of a detailed rent roll, reliable public records, or "as-built" plans provided to us, we have relied upon our own measurements of the subject improvements. We follow typical appraisal industry methods; however, we recognize that some factors may limit our ability to obtain accurate measurements including, but not limited to, property access on the day of inspection, basements, fenced/gated areas, grade elevations, greenery/shrubbery, uneven surfaces, multiple story structures, obtuse or acute wall angles, immobile obstructions, etc. Professional building area measurements of the quality, level of detail, or accuracy of professional measurement services are beyond the scope of this appraisal assignment.
- 25) We have attempted to reconcile sources of data discovered or provided during the appraisal process, including assessment department data. Ultimately, the measurements that are deemed by us to be the most accurate and/or reliable are used within this report. While the measurements and any accompanying sketches are considered to be reasonably accurate and reliable, we cannot guarantee their accuracy. Should the client desire a greater level of measuring detail, they are urged to retain the measurement services of a qualified professional (space planner, architect or building engineer). We reserve the right to use an alternative source of building size and amend the analysis, narrative and concluded values (at additional cost) should this alternative measurement source reflect or reveal substantial differences with the measurements used within the report.



- 26) In the absence of being provided with a detailed land survey, we have used assessment department data to ascertain the physical dimensions and acreage of the property. Should a survey prove this information to be inaccurate, we reserve the right to amend this appraisal (at additional cost) if substantial differences are discovered.
- 27) If only preliminary plans and specifications were available for use in the preparation of this appraisal, then this appraisal is subject to a review of the final plans and specifications when available (at additional cost) and we reserve the right to amend this appraisal if substantial differences are discovered.
- 28) Unless otherwise stated in this report, the value conclusion is predicated on the assumption that the property is free of contamination, environmental impairment or hazardous materials. Unless otherwise stated in this report, the past or current existence of hazardous materials or environmental contamination on, below or near the subject property was not known by the appraiser. The appraiser, however, is not qualified to detect such substances or to make determinations about their presence. The presence of substances such as asbestos, urea-formaldehyde foam insulation and other potentially hazardous materials or environmental contamination may affect the value of the property. Unless otherwise stated, the value estimated is predicated on the assumption that there is no such material on, below or affecting the property that would cause a loss in value. No responsibility is assumed for such conditions or for any expertise or engineering assistance required to discover them. The client/intended user is urged to retain an expert in this field, if desired.
- 29) The Americans with Disabilities Act ("ADA") became effective January 26, 1992. We have not made a specific compliance survey of the property to determine if it is in conformity with the various requirements of the ADA. It is possible that a compliance survey of the property, together with an analysis of the requirements of the ADA, could reveal that the property is not in compliance with one or more of the requirements of the Act. If so, this could have a negative effect on the value of the property. Since we have no direct evidence relating to this issue, we did not consider possible noncompliance with the requirements of ADA in developing an opinion of value.
- 30) This appraisal applies to the land and building improvements only. The value of trade fixtures, furnishings, and other equipment, or subsurface rights (minerals, gas, and oil) were not considered in this appraisal unless specifically stated to the contrary.
- 31) No changes in any federal, state or local laws, regulations or codes (including, without limitation, the Internal Revenue Code) are anticipated, unless specifically stated to the contrary.
- 32) Any income and expense estimates contained in the appraisal report are used only for the purpose of estimating value and do not constitute prediction of future operating results. Furthermore, it is inevitable that some assumptions will not materialize and that unanticipated events may occur that will likely affect actual performance.
- 33) Any estimate of insurable value, if included within the scope of work and presented herein, is based upon figures developed consistent with industry practices. However, actual local and regional construction costs may vary significantly from our estimate and individual insurance policies and underwriters have varied specifications, exclusions, and non-insurable items. As



such, we strongly recommend that the Client obtain estimates from professionals experienced in establishing insurance coverage. This analysis should not be relied upon to determine insurance coverage and we make no warranties regarding the accuracy of this estimate.

- 34) The data gathered in the course of this assignment (except data furnished by the Client) shall remain the property of the Appraiser. The appraiser will not violate the confidential nature of the appraiser-client relationship by improperly disclosing any confidential information furnished to the appraiser. Notwithstanding the foregoing, the Appraiser is authorized by the client to disclose all or any portion of the appraisal and related appraisal data to appropriate representatives of the Appraisal Institute if such disclosure is required to enable the appraiser to comply with the Bylaws and Regulations of such Institute now or hereafter in effect.
- 35) You and Lipman Frizzell & Mitchell LLC both agree that any dispute over matters in excess of \$5,000 will be submitted for resolution by arbitration. This includes fee disputes and any claim of malpractice. The arbitrator shall be mutually selected. If Lipman Frizzell & Mitchell LLC and the client cannot agree on the arbitrator, the presiding head of the Local County Mediation & Arbitration panel shall select the arbitrator. Such arbitration shall be binding and final. In agreeing to arbitration, we both acknowledge that, by agreeing to binding arbitration, each of us is giving up the right to have the dispute decided in a court of law before a judge or jury. In the event that the client, or any other party, makes a claim against Lipman Frizzell & Mitchell LLC or any of its employees in connections with or in any way relating to this assignment, the maximum damages recoverable by such claimant shall be the amount actually received by Lipman Frizzell & Mitchell LLC for this assignment, and under no circumstances shall any claim for consequential damages be made.
- 36) Lipman Frizzell & Mitchell LLC shall have no obligation, liability, or accountability to any third party. Any party who is not the "client" or intended user identified in the appraisal or in the engagement letter is not entitled to rely upon the contents of the appraisal. "Client" shall not include partners, affiliates, or relatives of the party named in the engagement letter. Client shall hold Lipman Frizzell & Mitchell LLC and its employees harmless in the event of any lawsuit brought by any third party, lender, partner, or part-owner in any form of ownership or any other party as a result of this assignment. The client also agrees that in case of lawsuit arising from or in any way involving these appraisal services, client will hold Lipman Frizzell & Mitchell LLC harmless from and against any liability, loss, cost, or expense incurred or suffered by Lipman Frizzell & Mitchell LLC in such action, regardless of its outcome.
- 37) Acceptance and/or use of this appraisal report constitutes acceptance of the foregoing general assumptions and limiting conditions. Use of or reliance on this appraisal or appraisal report, regardless of whether such use or reliance is known or authorized by the appraiser, constitutes acknowledgment and acceptance of these general assumptions and limiting conditions, any extraordinary assumptions or hypothetical conditions, and any other terms and conditions stated in this report.



Certification

I certify that, to the best of my knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
4. I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of the appraisal within the three-year period immediately preceding acceptance of this assignment.
5. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
8. My analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
9. Michael J. Chicorelli, MAI made a personal inspection of the property that is the subject of this report.
10. No one provided significant real property appraisal assistance to the person signing this certification.
11. The reported analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Appraisal Practice of the Appraisal Institute.
12. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
13. As of the date of this report, I, Michael J. Chicorelli, MAI have completed the continuing education program for Designated Members of the Appraisal Institute.

Michael J. Chicorelli, MAI
Principal
Maryland License #04-27767
License Expires February 17, 2021



Certification

I certify that, to the best of my knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
4. I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of the appraisal within the three-year period immediately preceding acceptance of this assignment.
5. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
8. My analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
9. Nina W. Mwangi, made a personal inspection of the property that is the subject of this report.
10. No one provided significant real property appraisal assistance to the person signing this certification.
11. The reported analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Appraisal Practice of the Appraisal Institute.
12. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
13. As of the date of this report, I, Nina W. Mwangi, have completed the Standards and Ethics Education Requirement for Candidates/Practicing Affiliates of the Appraisal Institute.

Nina W. Mwangi,
Certified General
Maryland License #04-32555
License Expires March 18, 2023
nmwangi@lfmvalue.com



Addenda

Subject Photos

Assessment

Deed

Engagement Letter

Glossary

Qualifications

Michael J. Chicorelli, MAI - Principal

Nina W. Mwangi, - Certified General

Client List

Subject Photographs



Front Elevation



Side Elevation



Rear Elevation



Reception Area



Theatre



Kitchen

Subject Photographs



Walk in Fridge



Outdoor Fridge



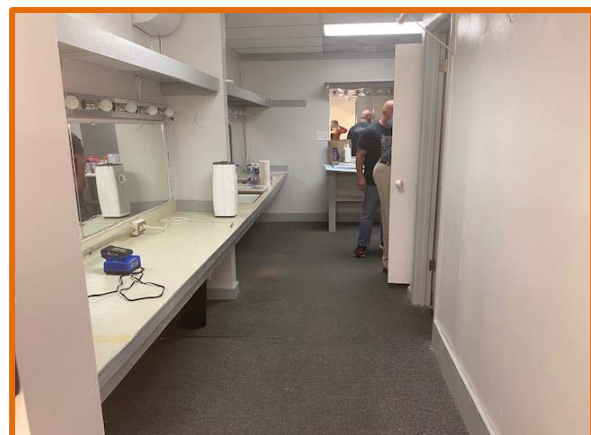
Outdoor Freezer



Outdoor shed

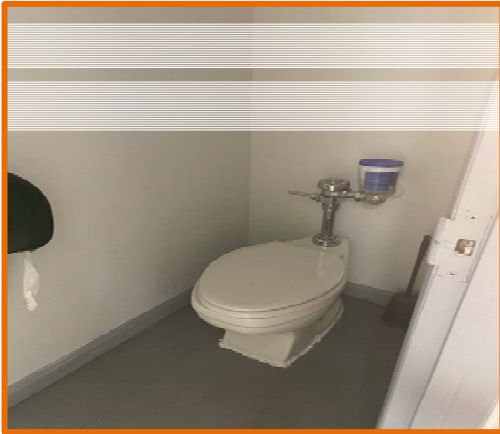


Production Room



Dressing Room

Subject Photographs



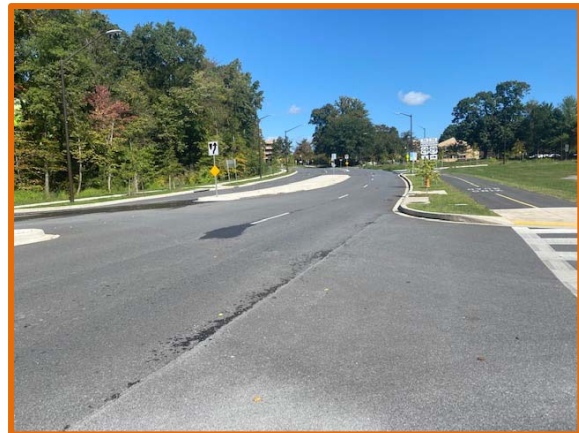
Toilet in dressing room



Restrooms in hallway



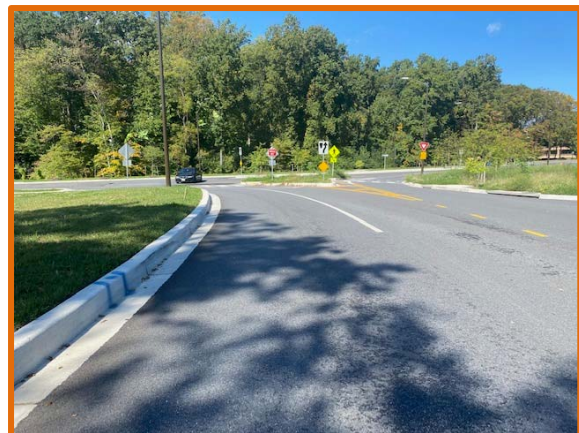
Symphony Woods Road facing east



Symphony Woods Road facing west



South Entrance Road facing east



South Entrance Road facing east



Assessment

9/21/2020

SDAT: Real Property Search

Real Property Data Search

Search Result for HOWARD COUNTY

View Map	View GroundRent Redemption	View GroundRent Registration
Special Tax Recapture: None		
Account Identifier: District - 15 Account Number - 018364		
Owner Information		
Owner Name:	TOBYS GENERAL PARTNERSHIP C/O HAROLD D ORENSTEIN 10709 VISTA RD COLUMBIA MD 21044-4223	Use: COMMERCIAL Principal Residence: NO Deed Reference: /01530/ 00379
Mailing Address:		
Location & Structure Information		
Premises Address:	5900 SYMPHONY WOODS RD COLUMBIA 21044-	Legal Description: LOT 1 AREA 1 S 5 5900 SYMPHONY WOODS RD
Map: 0036	Grid: 0008	Parcel: 0307
Neighborhood: 10000.14	Subdivision: 0000	Section:
Block:	Lot: 1	Assessment Year: 2019
Plat No:	Plat Ref:	
Town: None		
Primary Structure Built 1969	Above Grade Living Area 9,661 SF	Finished Basement Area 2,5800 AC
Property Land Area	County Use	
Stories	Basement	Type
		RESTAURANT
Exterior	Quality	Full/Half Bath
/	C3	
Garage	Last Notice of Major Improvements	
Value Information		
	Base Value	Value
		As of 01/01/2019
Land:	1,101,100	1,101,100
Improvements	804,300	1,151,000
Total:	1,905,400	2,252,100
Preferential Land:	0	0
		Phase-in Assessments
		As of 07/01/2020
		As of 07/01/2021
		2,136,533
		2,252,100
Transfer Information		
Seller: CDT VIRGINIA PART	Date: 09/26/1986	Price: \$800,000
Type: ARMS LENGTH IMPROVED	Deed1: /01530/ 00379	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Exemption Information		
Partial Exempt Assessments:	Class	07/01/2020
County:	000	0.00
State:	000	0.00
Municipal:	000	0.00 0.00
		0.00 0.00
Special Tax Recapture: None		
Homestead Application Information		
Homestead Application Status: No Application		
Homeowners' Tax Credit Application Information		
Homeowners' Tax Credit Application Status: No Application		
Date:		

<https://sdat.dat.maryland.gov/RealProperty/Pages/default.aspx>

1/1



Deed

LIBER 1530 FOLIO 379

THIS DEED, made this 26 day of September, 1986, by and between CDT, a Virginia partnership, party of the first part ("Grantor") and TOBY'S GENERAL PARTNERSHIP, a Maryland general partnership, party of the second part ("Grantee").

WITNESSETH:

THAT in consideration of the sum of Eight Hundred Thousand and No/100 Dollars (\$800,000.00), the receipt of which is hereby acknowledged, the said Grantor does hereby grant, convey, and assign unto the said Grantee, its successors and assigns, in fee simple, all that tract of land situate in Howard County, Maryland, and described as follows, that is to say:

ALL that parcel of land being known and designated as Lot 1, containing 2.589 acres of land, all as more particularly shown on a plat entitled, "Columbia Town Center, Lot 1, Section 5, Area 1, Sheet 1 of 1," which plat is recorded among the Land Records of Howard County, Maryland, in Plat Book 15, folio 48.

TOGETHER with the buildings and improvements thereon and building service equipment related thereto (together, the "Improvements"; with the Land, the "Subject Premises");

TOGETHER with all right, title, and interest, if any, in and to (i) an easement for ingress and egress to and from the Subject Premises, as set forth more fully on the aforesaid plat, (ii) any rights of way, highways, public places, easements, appendages, appurtenances, alleys, gores, and strips of land adjoining or appurtenant to the Subject Premises and now or hereafter used in connection therewith, (iii) any land lying in the bed of any street, road, or avenue, open or proposed, in front of or adjoining the Subject Premises, to the centerline thereof, and (iv) any award made or to be made in lieu of any of the foregoing and in and to any unpaid award for damages to the Land by reason of the change of grade of any street, road, or avenue;

TOGETHER with any and all reversionary interests in and to the Subject Premises.

BEING the same lot of ground which by Confirmatory Deed dated December 3, 1979, and recorded among the Land Records of Howard County, Maryland, in Liber CMP No. 0976, folio 272, was granted and conveyed by Columbia Dinner Theatre, Inc., unto CDT, a Virginia partnership, the within-named Grantor.

TO HAVE AND TO HOLD the Subject Premises unto and to the use of the said Grantee, its successors and assigns, in fee simple.

SUBJECT, HOWEVER, to those certain covenants, agreements, easements, charges, liens, restrictions, reservations, and other encumbrances of record as of the date hereof, all of which shall, in all events and regardless of

THE
SENTINEL TITLE
CORPORATION
400 East Pratt Street
Baltimore, Maryland 21202
(301) 547-1111

Agri Cultural Transfer Tax in the

Amount of \$ 520.00

Signature [Signature]

Received for Transfer
State Department of Assessments & Taxation
Howard County

[Signature]
Transfer Clerk Date: 9/25/86

HOWARD COUNTY CIRCUIT COURT (Land Records) CMP 1530, p. 0379, MSA_CE53_1516. Date available 03/29/2004. Printed 09/23/2020.



LIBER 1530 FOLIO 380

ownership or possession, be binding upon the Subject Premises herein conveyed to the end that the provisions thereof shall run with, bind upon, and burden the Subject Premises for the period specified in said instruments.

AND the said Grantor covenants that it has not done or suffered to be done any act, matter, or thing whatsoever to encumber the property hereby conveyed; that it will warrant specially the property hereby granted and execute such further assurances of the same as may be requisite.

WITNESS the hands and seals of the general partners of said Grantor.

Witness
~~Attest~~ (As to All):

CDT, a Virginia general partnership

Samuel B. Sorota

By Harold D. Orenstein
 Harold D. Orenstein, General Partner

By Toby B. Orenstein
 Toby B. Orenstein, General Partner

By Wilson P. Andrews
 Wilson P. Andrews, General Partner

By The Estate of T. Coleman Andrews, Sr.,
 General Partner

By Wilson P. Andrews
 Wilson P. Andrews,
 Personal Representative

By T. Coleman Andrews, Jr.
 T. Coleman Andrews, Jr.,
 Personal Representative

All Taxes on Assessments certified
 to the Collector of Taxes for
 Howard County, Md. by 9/16/86

have been paid. This statement is for
 the purpose of recording and
 is not evidence against further
 action even for prior periods, nor
 is it a guarantee of satisfaction of
 outstanding tax rules. mdc

15018364

By Edward M. Nettleton
 Edward M. Nettleton, General Partner

By Vernon L. Roberts
 Vernon L. Roberts, General Partner

By Richard H. Hamlin
 Richard H. Hamlin, General Partner

[Acknowledgment on following page]

- 2 -

HOWARD COUNTY CIRCUIT COURT (Land Records) CMP 1530, p. 0380, MSA, CE53, 1516. Date available 03/29/2004. Printed 09/23/2020.

THE
 SENTINEL TITLE
 CORPORATION
 400 East Pratt Street
 Baltimore, Maryland 21202
 (301) 547-1111



LIBER 1530 FOLIO 381

STATE OF MARYLAND

COUNTY OF HOWARD, To-wit:

I HEREBY CERTIFY, That on this 26 day of September, 1986, before me, the subscriber, a Notary Public of the State aforesaid, personally appeared Harold D. Orenstein, Toby D. Orenstein, Wilson P. Andrews, Edward M. Nettleton, Vernon L. Roberts, and Richard H. Hamlin, known to me (or satisfactorily proven) to be General Partners of CDT, and also personally appeared Wilson P. Andrews and T. Coleman Andrews, Jr., known to me (or satisfactorily proven) to be the Personal Representatives of the Estate of T. Coleman Andrews, Sr., a General Partner of CDT, and being authorized so to do, executed the foregoing Deed for the purposes therein contained by signing, in my presence, the name of the Partnership.

IN WITNESS WHEREOF, I hereunto set my hand and official seal.

[Signature]
Notary Public

My Commission expires:

July 1, 1990



HOWARD COUNTY CIRCUIT COURT (Land Records) CMP 1530, p. 0381, MSA_CE53_1516. Date available 03/29/2004. Printed 09/23/2020.

THE
SENTINEL TITLE
CORPORATION
400 East Pratt Street
Baltimore, Maryland 21202
(301) 547-1111

REC'D FEE 14.50
HARD TAX 3520.00
CITY TAX 8000.00
STAT TAX 4000.00
NEED 148 #
#13763 C184 R02
T15:43
1109/26/86



LIBER 1530 FOLD 382

3092588TMD
A-12D-1

**DEED OF TRUST AND SECURITY AGREEMENT
WITH ASSIGNMENT OF LEASES, RENTS AND PROFITS**

THIS DEED OF TRUST AND SECURITY AGREEMENT WITH ASSIGNMENT OF LEASES, RENTS AND PROFITS ("Deed of Trust") is made this 26th day of September, 1986, by and between TOBY'S GENERAL PARTNERSHIP, a Maryland general partnership and WILLIAM E. THOMPSON and MARY C. SWAIN (collectively, "Trustee" or "Trustees").

WITNESSETH:

RECD FEE 40.50
RECD TAX 1.28.00
H/1364 C194 R32 113:44
H/1364 R32 113:44
H/1364 R32 113:44

RECITALS:

Recital 1. The Grantor is justly indebted unto FIRST AMERICAN BANK OF MARYLAND, a Maryland banking corporation ("Beneficiary"), whose principal office is located at 8401 Colesville Road, Silver Spring, Maryland 20910, in the principal sum of \$1,100,000.00. The aforesaid indebtedness is evidenced by that certain Promissory Note ("Note"), in the aforesaid principal sum, bearing even date herewith, made by the Grantor and payable to the order of the Beneficiary. Principal and interest due under the Note is payable in accordance with the terms therein set forth. The Note has been identified by the notary public taking the acknowledgments hereon as evidenced by the certificate of said notary public on the Note. All the terms, conditions and provisions of the Note and any renewals, extensions or modifications thereof are hereby incorporated herein and made a part hereof in their entirety.

Recital 2: Grantor desires hereby to secure unto the Beneficiary the full and punctual payment of the principal sum and interest due under the Note, as well as any and all renewals and extensions of the Note, or any part thereof, and the full and punctual performance and observance by the Grantor of all of the covenants, agreements, terms, conditions and provisions of the Note, this Deed of Trust, the Loan Agreement and all other documents and instruments now or any time hereafter evidencing, securing and/or related to the indebtedness evidenced by the Note (all said documents and instruments being hereinafter sometimes collectively referred to as the "Loan Documents") that are required thereunder on the part of the Grantor to be performed and/or observed; and also to secure unto the Beneficiary, or the Trustees or substituted Trustees hereunder, or to any purchaser or purchasers, grantee or grantees of Beneficiary's interests hereunder, the reimbursement of all sums of money which may at any time be advanced as provided for in this Deed of Trust, and for any and all costs and expenses (including attorneys' fees) incurred or paid on account of any litigation at law or in equity which may arise in respect to this Deed of Trust, or to the indebtedness hereby secured, or to the property herein described and conveyed, or in obtaining possession of the premises conveyed hereby after any sale which may be made as hereinafter provided.

NOW, THEREFORE, THIS DEED OF TRUST WITNESSETH:

THAT, to secure unto the Beneficiary, and its successors and assigns, the full and punctual payment of said indebtedness and of all interest, charges and advances as in the Note and as herein provided, and the full and punctual performance and observance by the Grantor of all of the covenants, agreements, terms, conditions and provisions of each and every of the Loan Documents that are required thereunder on the part of the Grantor to be performed and/or observed, the Grantor, in consideration of the premises and of \$1.00 to it in hand paid by the Trustees, the receipt of which, before the sealing and delivery of these presents, is hereby acknowledged, does hereby GRANT AND CONVEY unto the Trustees, in fee simple, certain real property situate, lying and being in the State of Maryland ("Applicable Jurisdiction"), that is particularly and legally

Mail To- First American Bank of Maryland
8401 Colesville Rd.
Silver Spring, Md.
20910 Attn: Mary Swain -
Collections Dept.

HOWARD COUNTY CIRCUIT COURT (Land Records) CMP 1530, p. 0382, MSA_CE53_1516. Date available 03/29/2004. Printed 09/23/2020.



Engagement Letter



HOWARD COUNTY DEPARTMENT OF PUBLIC WORKS

3430 Courthouse Drive ■ Ellicott City, Maryland 21043 ■ 410-313-4401

Thomas Meunier, Director
tmeunier@howardcountymd.gov

FAX 410-313-3408
TDD 410-313-2323

September 17, 2020

Mr. Michael Chicorelli
Lipman Frizzel & Mitchell
6240 Old Dobbin Lane, Suite 140
Columbia, Maryland 21045

Re: RESD Bid No. 2020-056
Capital Project No. Real Estate Planning & Design
Name of Project: Toby's Parcel
Number of Appraisals: One (1) Appraisal

Dear Mr. Chicorelli:

The County is requesting an appraisal for 5900 Symphony Woods Road, Columbia Maryland – see attached SDAT sheet with property information. The appraisal should include the land and any existing improvements.

If you are able to complete this assignment, please sign the acceptance statement on Page 2 and return to me by as soon as possible. Once accepted, a Purchase Order will be issued which will authorize you to start work.

If you are unable to accept the assignment, please sign in the appropriate space on the acceptance statement and return so that I can assign to the next appraisal company.

If you have any questions or require additional information regarding this matter, please feel free to contact me at mbishop@howardcountymd.gov.

Sincerely,

Melanie A. Bishop
Chief, Real Estate Services



September 17, 2020
Page - 2

Re: RESD Bid No. 2020-056
Capital Project No. Real Estate Planning & Design
Name of Project: Toby's Parcel
Number of Appraisals: One (1)

 X Yes I accept the above appraisal assignment and will complete the appraisal report(s) after receipt of the award in accordance with the terms and conditions of my contract:

Number of Appraisals:	Type of Appraisal (Residential, Commercial, Industrial):	Multi-Appraisal Discount Applied? (Yes,No,N/A):	Price per Appraisal**:
<u> 1 </u>	<u> </u>	<u> </u>	<u> \$4,250 </u>
<u> </u>	<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>	<u> </u>

Total Number of Appraisals: 1

Total Cost of Appraisals: \$4,250

**** If this price is different from your contract price, please provide an explanation.**

 No I cannot accept the above appraisal assignment and am returning to you for your action.

Michael Chicorelli
Lipman Frizzell & Mitchell

SDAT: Real Property Search

Search Result for HOWARD COUNTY

1. This screen allows you to search the Real Property database and display property records.
2. Click **here** for a glossary of terms.
3. Deleted accounts can only be selected by Property Account Identifier.

 $\frac{1}{2}$



Glossary

Definitions are taken from the Dictionary of Real Estate Appraisal, 6th Edition (Dictionary), the Uniform Standards of Professional Appraisal Practice (USPAP) and Building Owners and Managers Association International (BOMA).

Absolute Net Lease

A lease in which the tenant pays all expenses including structural maintenance, building reserves, and management; often a long-term lease to a credit tenant. (Dictionary)

Additional Rent

Any amounts due under a lease that is in addition to base rent. Most common form is operating expense increases. (Dictionary)

Amortization

The process of retiring a debt or recovering a capital investment, typically through scheduled, systematic repayment of the principal; a program of periodic contributions to a sinking fund or debt retirement fund. (Dictionary)

As Is Market Value

The estimate of the market value of real property in its current physical condition, use, and zoning as of the appraisal date. (Dictionary)

Base (Shell) Building

The existing shell condition of a building prior to the installation of tenant improvements. This condition varies from building to building, landlord to landlord, and generally involves the level of finish above the ceiling grid. (Dictionary)

Base Rent

The minimum rent stipulated in a lease. (Dictionary)

Base Year

The year on which escalation clauses in a lease are based. (Dictionary)

Building Common Area

The areas of the building that provide services to building tenants but which are not included in the rentable area of any specific tenant. These areas may include, but shall not be limited to, main and auxiliary lobbies, atrium spaces at the level of the finished floor, concierge areas or security desks, conference rooms, lounges or vending areas

food service facilities, health or fitness centers, daycare facilities, locker or shower facilities, mail rooms, fire control rooms, fully enclosed courtyards outside the exterior walls, and building core and service areas such as fully enclosed mechanical or equipment rooms. Specifically excluded from building common areas are; floor common areas, parking spaces, portions of loading docks outside the building line, and major vertical penetrations. (BOMA)

Building Rentable Area

The sum of all floor rentable areas. Floor rentable area is the result of subtracting from the gross measured area of a floor the major vertical penetrations on that same floor. It is generally fixed for the life of the building and is rarely affected by changes in corridor size or configuration. (BOMA)

Certificate of Occupancy (COO)

A statement issued by a local government verifying that a newly constructed building is in compliance with all codes and may be occupied.

Common Area (Public) Factor

In a lease, the common area (public) factor is the multiplier to a tenant's useable space that accounts for the tenant's proportionate share of the common area (restrooms, elevator lobby, mechanical rooms, etc.). The public factor is usually expressed as a percentage and ranges from a low of 5 percent for a full tenant to as high as 15 percent or more for a multi-tenant floor. Subtracting one (1) from the quotient of the rentable area divided by the useable area yields the load (public) factor. At times confused with the "loss factor" which is the total rentable area of the full floor less the useable area divided by the rentable area. (BOMA)

Common Area Maintenance (CAM)

The expense of operating and maintaining common areas; may or may not include management charges and usually does not



include capital expenditures on tenant improvements or other improvements to the property.

CAM can be a line-item expense for a group of items that can include maintenance of the parking lot and landscaped areas and sometimes the exterior walls of the buildings. CAM can refer to all operating expenses.

CAM can refer to the reimbursement by the tenant to the landlord for all expenses reimbursable under the lease. Sometimes reimbursements have what is called an administrative load. An example would be a 15 percent addition to total operating expenses, which are then prorated among tenants. The administrative load, also called an administrative and marketing fee, can be a substitute for or an addition to a management fee. (Dictionary)

Condominium

A form of ownership in which each owner possesses the exclusive right to use and occupy an allotted unit plus an undivided interest in common areas.

A multiunit structure, or a unit within such a structure, with a condominium form of ownership. (Dictionary)

Conservation Easement

An interest in real property restricting future land use to preservation, conservation, wildlife habitat, or some combination of those uses. A conservation easement may permit farming, timber harvesting, or other uses of a rural nature to continue, subject to the easement. In some locations, a conservation easement may be referred to as a conservation restriction. (Dictionary)

Contributory Value

The change in the value of a property as a whole, whether positive or negative, resulting from the addition or deletion of a property component. Also called deprival value in some countries. (Dictionary)

Debt Coverage Ratio (DCR)

The ratio of net operating income to annual debt service ($DCR = NOI/Im$), which measures the relative ability to a property to meet its debt service out of net operating income. Also called Debt Service Coverage Ratio (DSCR). A larger DCR indicates a greater ability for a property to withstand a downturn in revenue, providing an improved safety margin for a lender. (Dictionary)

Deed Restriction

A provision written into a deed that limits the use of land. Deed restrictions usually remain in effect when title passes to subsequent owners. (Dictionary)

Depreciation

In appraising, the loss in a property value from any cause; the difference between the cost of an improvement on the effective date of the appraisal and the market value of the improvement on the same date. 2) In accounting, an allowance made against the loss in value of an asset for a defined purpose and computed using a specified method. (Dictionary)

Disposition Value

The most probable price that a specified interest in real property is likely to bring under the following conditions:

- 1) Consummation of a sale within a exposure time specified by the client; 2) The property is subjected to market conditions prevailing as of the date of valuation; 3) Both the buyer and seller are acting prudently and knowledgeably; 4) The seller is under compulsion to sell; 5) The buyer is typically motivated; 6) Both parties are acting in what they consider to be their best interests; 7) An adequate marketing effort will be made during the exposure time specified by the client; 8) Payment will be made in cash in U.S. dollars or in terms of financial arrangements comparable thereto; and 9) The price represents the normal consideration for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated with the sale. (Dictionary)

**Easement**

The right to use another's land for a stated purpose. (Dictionary)

EIFS

Exterior Insulation Finishing System. This is a type of exterior wall cladding system. Sometimes referred to as dry-vit.

Effective Date

The date at which the analyses, opinions, and advice in an appraisal, review, or consulting service apply. 2) In a lease document, the date upon which the lease goes into effect. (Dictionary)

Effective Gross Income (EGI)

The anticipated income from all operations of the real property after an allowance is made for vacancy and collection losses and an addition is made for any other income. (Dictionary)

Effective Rent

The rental rate net of financial concessions such as periods of no rent during the lease term and above- or below-market tenant improvements (TIs). (Dictionary)

EPDM

Ethylene Diene Monomer Rubber. A type of synthetic rubber typically used for roof coverings. (Dictionary)

Escalation Clause

A clause in an agreement that provides for the adjustment of a price or rent based on some event or index. e.g., a provision to increase rent if operating expenses increase; also called an expense recovery clause or stop clause. (Dictionary)

Estoppel Certificate

A statement of material factors or conditions of which another person can rely because it cannot be denied at a later date. In real estate, a buyer of rental property typically requests estoppel certificates from existing tenants. Sometimes referred to as an estoppel letter. (Dictionary)

Excess Land

Land that is not needed to serve or support the existing improvement. The highest and best use of the excess land may or may not be the same

as the highest and best use of the improved parcel. Excess land may have the potential to be sold separately and is valued separately. (Dictionary)

Expense Stop

A clause in a lease that limits the landlord's expense obligation, which results in the lessee paying any operating expenses above a stated level or amount. (Dictionary)

Exposure Time

1) The time a property remains on the market. 2) The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; a retrospective estimate based on an analysis of past events assuming a competitive and open market. (Dictionary)

Extraordinary Assumption

An assumption, directly related to a specific assignment, which, if found to be false, could alter the appraiser's opinions or conclusions. Extraordinary assumptions presume as fact otherwise uncertain information about physical, legal, or economic characteristics of the subject property; or about conditions external to the property such as market conditions or trends; or about the integrity of data used in an analysis. (Dictionary)

Fair Market Value

The price at which the property should change hands between a willing buyer and a willing seller, neither being under any compulsion to buy or sell and both having reasonable knowledge of relevant facts. [Treas. Reg. 20.2031-1(b); Rev. Rul. 59-60. 1959-1 C.B. 237]

Fee Simple Estate

Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat. (Dictionary)

Floor Common Area

Areas on a floor such as washrooms, janitorial closets, electrical rooms, telephone rooms,



mechanical rooms, elevator lobbies, and public corridors which are available primarily for the use of tenants on that floor. (BOMA)

Full Service (Gross) Lease

A lease in which the landlord receives stipulated rent and is obligated to pay all of the property's operating and fixed expenses; also called a full service lease. (Dictionary)

Going Concern Value

The market value of all the tangible and intangible assets of an established and operating business with an indefinite life, as if sold in aggregate; more accurately termed the market value of the going concern.

The value of an operating business enterprise. Goodwill may be separately measured but is an integral component of going-concern value when it exists and is recognizable. (Dictionary)

Gross Building Area

The total constructed area of a building. It is generally not used for leasing purposes (BOMA)

Gross Measured Area

The total area of a building enclosed by the dominant portion (the portion of the inside finished surface of the permanent outer building wall which is 50 percent or more of the vertical floor-to-ceiling dimension, at the given point being measured as one moves horizontally along the wall), excluding parking areas and loading docks (or portions of the same) outside the building line. It is generally not used for leasing purposes and is calculated on a floor by floor basis. (BOMA)

Gross Up Method

A method of calculating variable operating expense in income-producing properties when less than 100 percent occupancy is assumed. The gross up method approximates the actual expense of providing services to the rentable area of a building given a specified rate of occupancy. (Dictionary)

Gross Retail Sellout

The sum of the appraised values of the individual units in a subdivision, as if all of the units were completed and available for retail sale, as of the

date of the appraisal. The sum of the retail sales includes an allowance for lot premiums, if applicable, but excludes all allowances for carrying costs. (Dictionary)

Ground Lease

A lease that grants the right to use and occupy land. Improvements made by the ground lessee typically revert to the ground lessor at the end of the lease term. (Dictionary)

Ground Rent

The rent paid for the right to use and occupy land according to the terms of a ground lease; the portion of the total rent allocated to the underlying land. (Dictionary)

HVAC

Heating, ventilation, air conditioning. A general term encompassing any system designed to heat and cool a building in its entirety.

Highest and Best Use

The reasonably probable and legal use of vacant land or an improved property that is physically possible, appropriately supported, financially feasible, and that results in the highest value. The four criteria the highest and best use must meet are 1) legal permissibility, 2) physical possibility, 3) financial feasibility, and 4) maximally profitability. Alternatively, the probable use of land or improved –specific with respect to the user and timing of the use—that is adequately supported and results in the highest present value. (Dictionary)

Hypothetical Condition

That which is contrary to what exists but is supposed for the purpose of analysis. Hypothetical conditions assume conditions contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis. (Dictionary)

Industrial Gross Lease

A lease of industrial property in which the landlord and tenant share expenses. The landlord receives stipulated rent and is obligated to pay certain operating expenses, often structural maintenance, insurance and real



estate taxes as specified in the lease. There are significant regional and local differences in the use of this term. (Dictionary)

Insurable Value

A type of value for insurance purposes. (Dictionary)

(Typically this includes replacement cost less basement excavation, foundation, underground piping and architect's fees).

Investment Value

The value of a property interest to a particular investor or class of investors based on the investor's specific requirements. Investment value may be different from market value because it depends on a set of investment criteria that are not necessarily typical of the market. (Dictionary)

Just Compensation

In condemnation, the amount of loss for which a property owner is compensated when his or her property is taken. Just compensation should put the owner in as good a position as he or she would be if the property had not been taken. (Dictionary)

Leased Fee Interest

A freehold (ownership interest) where the possessory interest has been granted to another party by creation of a contractual landlord-tenant relationship (i.e., a lease). (Dictionary)

Leased Fee Interest (Ground Lease)

In the context of a ground lease, the leased fee interest is held by the landowner, who is the landlord under the ground lease. The leased fee interest is entitled to receipt of land rent and other financial benefits during the lease term, plus the reversion of the land and improvements, if any, when the ground lease expires.

Leasehold Interest

The tenant's possessory interest created by a lease. (Dictionary)

Leasehold Interest (Ground Lease)

The leasehold interest is held by the tenant under the ground lease. The tenant may be the developer of the property, who has leased the land from the landowner, or the developer's

successor. Unless the developer is also the owner/operator of the improvements, the tenant under the ground lease is also the landlord under the space leases to subtenants of any improvements constructed by the tenant on the land and, as such, is often said to be in the sandwich position.

Lessee (Tenant)

One who has the right to occupancy and use of the property of another for a period of time according to a lease agreement. (Dictionary)

Lessor (Landlord)

One who conveys the rights of occupancy and use to others under a lease agreement. (Dictionary)

Liquidation Value

The most probable price that a specified interest in real property should bring under the following conditions:

- 1) Consummation of a sale within a short period.
- 2) The property is subjected to market conditions prevailing as of the date of valuation.
- 3) Both the buyer and seller are acting prudently and knowledgeably.
- 4) The seller is under extreme compulsion to sell.
- 5) The buyer is typically motivated.
- 6) Both parties are acting in what they consider to be their best interests.
- 7) A normal marketing effort is not possible due to the brief exposure time.
- 8) Payment will be made in cash in U.S. dollars or in terms of financial arrangements comparable thereto.

The price represents the normal consideration for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated with the sale. (Dictionary)

Loan to Value Ratio (LTV)

The amount of money borrowed in relation to the total market value of a property. Expressed as a percentage of the loan amount divided by the property value. (Dictionary)

Major Vertical Penetrations

Stairs, elevator shafts, flues, pipe shafts, vertical ducts, and the like, and their enclosing walls. Atria, lightwells and similar penetrations above



the finished floor are included in this definition. Not included, however, are vertical penetrations built for the private use of a tenant occupying office areas on more than one floor. Structural columns, openings for vertical electric cable or telephone distribution, and openings for plumbing lines are not considered to be major vertical penetrations. (BOMA)

Market Rent

The most probable rent that a property should bring in a competitive and open market reflecting all conditions and restrictions of the lease agreement including permitted uses, use restrictions, expense obligations; term, concessions, renewal and purchase options and tenant improvements (TIs). (Dictionary)

Market Value

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- a. Buyer and seller are typically motivated;
- b. Both parties are well informed or well advised, and acting in what they consider their own best interests;
- c. A reasonable time is allowed for exposure in the open market;
- d. Payment is made in terms of cash in United States dollars or in terms of financial arrangements comparable thereto; and
- e. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

Market Value As If Complete

Market value as if complete means the market value of the property with all proposed construction, conversion or rehabilitation hypothetically completed or under other specified hypothetical conditions as of the date of the appraisal. With regard to properties wherein

anticipated market conditions indicate that stabilized occupancy is not likely as of the date of completion, this estimate of value shall reflect the market value of the property as if complete and prepared for occupancy by tenants.

Market Value As If Stabilized

Market value as if stabilized means the market value of the property at a current point and time when all improvements have been physically constructed and the property has been leased to its optimum level of long term occupancy.

Marketing Time

An opinion of the amount of time it might take to sell a real or personal property interest at the concluded market value level during the period immediately after the effective date of the appraisal. Marketing time differs from exposure time, which is always presumed to precede the effective date of an appraisal. (Advisory Opinion 7 of the Standards Board of the Appraisal Foundation and Statement on Appraisal Standards No. 6, "Reasonable Exposure Time in Real Property and Personal Property Market Value Opinions" address the determination of reasonable exposure and marketing time). (Dictionary)

Master Lease

A lease in which the fee owner leases a part or the entire property to a single entity (the master lease) in return for a stipulated rent. The master lessee then leases the property to multiple tenants. (Dictionary)

Modified Gross Lease

A lease in which the landlord receives stipulated rent and is obligated to pay some, but not all, of the property's operating and fixed expenses. Since assignment of expenses varies among modified gross leases, expense responsibility must always be specified. In some markets, a modified gross lease may be called a double net lease, net net lease, partial net lease, or semi-gross lease. (Dictionary)

Operating Expense Ratio

The ratio of total operating expenses to effective gross income (TOE/EGI); the complement of the net income ratio, i.e., OER = 1 – NIR (Dictionary)



Option

A legal contract, typically purchased for a stated consideration, that permits but does not require the holder of the option (known as the optionee) to buy, sell, or lease real property for a stipulated period of time in accordance with specified terms; a unilateral right to exercise a privilege. (Dictionary)

Partial Interest

Divided or undivided rights in real estate that represent less than the whole (a fractional interest). (Dictionary)

Pass Through

A tenant's portion of operating expenses that may be composed of common area maintenance (CAM), real estate taxes, property insurance, and any other expenses determined in the lease agreement to be paid by the tenant. (Dictionary)

Potential Gross Income (PGI)

The total income attributable to real property at full occupancy before vacancy and operating expenses are deducted. (Dictionary)

Prospective Future Value Upon Completion

Market value "upon completion" is a prospective future value estimate of a property at a point in time when all of its improvements are fully completed. It assumes all proposed construction, conversion, or rehabilitation is hypothetically complete as of a future date when such effort is projected to occur. The projected completion date and the value estimate must reflect the market value of the property in its projected condition, i.e., completely vacant or partially occupied. The cash flow must reflect lease-up costs, required tenant improvements and leasing commissions on all areas not leased and occupied.

Prospective Future Value Upon Stabilization

Market value "upon stabilization" is a prospective future value estimate of a property at a point in time when stabilized occupancy has been achieved. The projected stabilization date and the value estimate must reflect the absorption period required to achieve stabilization. In addition, the cash flows must reflect lease-up costs, required tenant

improvements and leasing commissions on all unleased areas.

Replacement Cost

The estimated cost to construct, at current prices as of the effective appraisal date, a substitute for the building being appraised, using modern materials and current standards, design, and layout. (Dictionary)

Reproduction Cost

The estimated cost to construct, at current prices as of the effective date of the appraisal, an exact duplicate or replica of the building being appraised, using the same materials, construction standards, design, layout, and quality of workmanship and embodying all of the deficiencies, super-adequacies, and obsolescence of the subject building. (Dictionary)

Retrospective Value Opinion

A value opinion effective as of a specified historical date. The term does not define a type of value. Instead, it identifies a value opinion as being effective at some specific prior date. Value as of a historical date is frequently sought in connection with property tax appeals, damage models, lease renegotiation, deficiency judgments, estate tax, and condemnation. Inclusion of the type of value with this term is appropriate, e.g., "retrospective market value opinion." (Dictionary)

Sandwich Leasehold Estate

The interest held by the original lessee when the property is subleased to another party; a type of leasehold estate. (Dictionary)

Sublease

An agreement in which the lessee (i.e., the tenant) leases part or all of the property to another party and thereby becomes a lessor. (Dictionary)

Subleasehold Interest (Ground Lease)

A subleasehold interest is held by any subtenants of the leasehold interest, and usually refers to tenants under space leases of the improvements, although it can also refer to a subtenant of the ground lease.



Subordination

A contractual arrangement in which a party with a claim to certain assets agrees to make his or her claim junior, or subordinate, to the claims of another party. (Dictionary)

Substantial Completion

Generally used in reference to the construction of tenant improvements (TIs). The tenant's premises are typically deemed to be substantially completed when all of the TIs for the premises have been completed in accordance with the plans and specifications previously approved by the tenant. Sometimes used to define the commencement date of a lease.

Surplus Land

Land that is not currently needed to support the existing improvement but cannot be separated from the property and sold off. Surplus land does not have an independent highest and best use and may or may not contribute value to the improved parcel. (Dictionary)

Triple Net (Net Net Net) Lease

A lease in which the tenant assumes all expenses (fixed and variable) of operating a

property except that the landlord is responsible for structural maintenance, building reserves, and management. Also called NNN, triple net lease, or fully net lease. (Dictionary)

(The market definition of a triple net lease varies; in some cases tenants pay for items such as roof repairs, parking lot repairs, and other similar items.)

Usable Area

The measured area of an office area, store area or building common area on a floor. The total of all the usable areas on a floor shall equal floor usable area of that same floor. The amount of floor usable area can vary over the life of a building as corridors expand and contract and as floors are remodeled. (BOMA)

Value-in-Use

The value of a property assuming a specific use, which may or may not be the property's highest and best use on the effective date of the appraisal. Value in use may or may not be equal to market value but is different conceptually. (Dictionary)



Qualifications of Michael J. Chicorelli, MAI - Principal

Lipman Frizzell & Mitchell LLC

6240 Old Dobbin Lane, Suite 140

Columbia, Maryland 21045

www.LFMvalue.com

mchicorelli@LFMValue.com

410-423-2340 (direct)

410-423-2300 (main)



Appraisal Licenses

State of Maryland

Commonwealth Of Virginia

District of Columbia

State of Delaware

Education

Towson State University -

Bachelor of Science – Biology, Chemistry

Johns Hopkins University -

Master of Science in Environmental Science

Membership/Affiliations

Appraisal Institute

Appraisal Institute

Maryland Chapter Board Member (2009-Present)

Maryland Chapter President (2017-2018)

Experience

Lipman Frizzell & Mitchell LLC (2019-Present)

Principle Real Estate Consultants, LLC (2016-2019)

Lipman Frizzell & Mitchell LLC (2005-2016)

Experience as Expert Witness

Courts

Tax Assessment Boards & State Tax Court

U.S. Bankruptcy Court

District of Columbia, RPTAC, Maryland,

Prince George's County, Anne Arundel County

Appraisal Institute & Related Courses

Appraisal Institute Courses for MAI Designation, General Appraiser Income Approach, USPAP, General Market Analysis & Highest and Best Use, Appraiser as an Expert Witness: Preparation & Testimony, Small Hotel/Motel Valuation, Appraisal Principles & Procedures, Uniform Standards for Federal Land Acquisitions, Appraising Small Commercial Properties, Complex Litigation Appraisal Case Studies, general Report Writing & Case Studies, Advanced Concepts & Case Studies, Advanced Income Capitalization, Advanced Sales Comparison & Cost Approaches, Business Practices & Ethics, Appraisal Financing & Math, Advanced Techniques for Commercial & Industrial Properties, Loss Prevention Program for Real estate Appraisers

Competency

Appraisal/valuation and consulting assignments include: office buildings, shopping centers, industrial properties, mixed-use and urban developments, right-of-way projects, subdivisions, distressed real estate, tax appeals, estate planning, easement valuation, feasibility studies, government rent studies, income projections, and going concern appraisals. Assignments have been concentrated in the District of Columbia, Maryland, Northern Virginia and Delaware.



Qualifications of Nina W. Mwangi

Lipman Frizzell & Mitchell LLC

6240 Old Dobbin Lane, Suite 140

Columbia, Maryland 21045

www.LFMvalue.com

nmwangi@LFMValue.com

410-423-2350 (direct)

410-423-2300 (main)

Appraisal License

State of Maryland – Certified General

Education

Worcester State University – Bachelor of Science

Business Administration Concentration in Finance

Membership/Affiliations

Practicing Affiliate - Appraisal Institute

Experience

Appraiser Trainee - Lipman Frizzell & Mitchell LLC (2019-Present)

Associate - Principle Real Estate Consultants (2017-2019)

Associate - Chaney & Associates (2015-2017)

Associate - Weinstein Realty Consultants (2013-2014)

Appraisal Institute & Related Courses

Appraisal Institute – National USPAP Course

Appraisal Institute – Basic Appraisal Principles

Appraisal Institute – Basic Appraisal Procedures

Appraisal Institute – Real Estate Finance Statistics and Valuation Modeling

Appraisal Institute – General Appraiser Income Approach Part I

Appraisal Institute – General Appraiser Income Approach Part II

Appraisal Institute – General Appraiser Site Valuation and Cost Approach

Appraisal Institute – General Appraiser Sales Comparison Approach

Appraisal Institute – General Appraiser Report Writing and Case Studies

Appraisal Institute – General Appraiser Market Analysis and Highest and Best Use

McKissock – Expert Witness for Commercial Appraisers

McKissock – Appraisal Review

Competency

Appraisal/valuation and consulting assignments include: apartment buildings; retail buildings and shopping centers; office buildings; industrial buildings; commercial and residential land and right of way projects. Assignments have been concentrated in the District of Columbia, Maryland and Pennsylvania.



Representative Clients of Lipman Frizzell & Mitchell LLC

Developers/Investors/Advisors:

A&R Development Corporation
 ATAPCO
 Bavar Properties Group
 Bozzuto Group
 Casey Management, Inc.
 Cignal Corporation
 Clark Enterprises, Inc.
 Continental Realty
 Cordish Companies
 Corporate Office Properties Trust
 Enterprise Homes Inc.
 Federal Realty Investment Trust
 Forest City Enterprises
 FRP Development Corporation
 Greenebaum & Rose
 H & S Properties
 Harrison Group
 Heritage Properties
 Himmelrich Associates, Inc.
 Home Properties
 James Keelty & Co.
 James F. Knott Realty Group
 JBG Smith
 J.P. Morgan Investment
 Jones Lang LaSalle
 Kimco Realty
 KLNB Retail
 Lerner Enterprises
 Lubert-Adler Management Inc.
 MacKenzie Commercial
 Manekin Corporation
 Merritt Properties
 Muni Cap, Inc.
 NVR, Inc.
 Riparius
 Ryland Homes
 Shelter Development
 Southern Management Corp.
 St. John Properties
 Time Group
 Toll Brothers
 Trammel Crow
 Whiting Turner

Accounting Firms:

Grant Thornton
 Ernst & Young
 Ellin & Tucker Chartered
 Hertzbach & Company
 PriceWaterhouse Coopers

Corporate:

7-Eleven, Inc.
 Amtrak
 AT&T
 Black & Decker
 Blue Cross/Blue Shield
 Chaney Enterprises
 Costco Wholesale Corp.
 CSX
 Exxon Mobil
 Fort Myer Construction Corp.
 GEICO
 General Electric
 General Motors
 Google
 Home Depot
 Hyatt Hotels
 IBM
 JCPenney
 Kaiser Permanente
 Lockheed Martin
 Lord & Taylor
 Macy's
 Marriott Corporation
 McDonalds Corporation
 Noxell
 Peebles Stores
 PEPCO
 Percontee, Inc.
 Safeway Inc.
 Solo Cup
 Target Corporation
 T. Rowe Price
 Under Armour
 Verizon
 Wal-Mart
 Washington Gas
 Wawa



Lenders/Mortgage Brokers:

Aetna Insurance
 Allstate Investments LLC
 Artisan's Bank
 AXA Equitable
 Bank of America
 Bank of New England
 BB&T
 CalPERS
 Capital Funding Group
 Cecil Bank
 Chesapeake Bank
 Columbia Bank
 Community Bank of the Chesapeake
 EagleBank
 FCNB Bank
 First Bank Financial Centre
 FNMA
 GE Capital
 GMAC
 Harford Bank
 HSBC
 Key Bank
 M & T Bank
 Money Store
 Morgan Stanley Capital
 New York Life
 NorthMarq Capital Inc.
 Northwest Savings Bank
 Old Line Bank
 PNC Bank
 Revere Bank
 Sandy Spring Bancorp
 Travelers
 Sun Life of Canada
 SunTrust
 TIAA/CREF
 Transamerica
 United Bank
 Walker & Dunlop
 Wells Fargo Bank
 Wilmington Trust

Law Firms:

Abramoff, Neuberger, LLP
 Arent Fox LLP
 Ballard Spahr LLP
 Basik, Bushel and Bushel
 Blank, Rome LLP

DLA Piper (US)
 Eccleston & Wolfe
 Fedder & Garten
 Friedman & Friedman, LLP
 Gallagher, Evelius & Jones LLP
 Gibbs & Haller
 Goodwin Procter LLP
 Gordon Feinblatt LLC
 Hogan Lovells
 Jacobs & Dembert, P.A.
 Lerch Early & Brewer
 Linowes & Blocher LLP
 London & Mead
 McGuire Woods LLP
 Miles & Stockbridge P. C.
 Miller, Miller & Canby
 Niles, Barton & Wilmer LLP
 Paley Rothman
 Pasternak & Fidis, P.C.
 Rosenberg Martin & Greenberg
 Saul Ewing Arnstein & Lehr
 Semmes, Bowen & Semmes
 Shapiro, Sher, Guinot & Sandler
 Shipley & Horne, P.A.
 Shulman Rogers
 Squire Patton Boggs, L.L.P.
 Steptoe & Johnson LLP
 Tydings & Rosenberg LLP
 Venable LLP
 Whiteford, Taylor & Preston LLP
 Wilkes Artis Chartered
 Zuckerman Spaeder LLP

Institutional:

American University
 Archdiocese of Baltimore
 Bon Secours Health System
 Catholic Charities
 Coppin State University
 Franklin Square Hospital
 Greater Baltimore Medical Center
 Good Samaritan Hospital
 Harry & Jeanette Weinberg Foundation
 Johns Hopkins Hospital
 Loyola College
 Mass. Institute of Tech. (MIT)
 Morgan State University
 Notre Dame of Maryland University
 St. Agnes Hospital



St. Joseph Medical Center
St. Paul School
Sinai Hospital/LifeBridge Health
Sisters of Notre Dame
Towson University
University of Maryland
University of MD Medical System

Governmental/Other:

Baltimore City
Baltimore County
Baltimore Development Corp.
Blaustein Family Interests
BOMA
Carroll County
Cecil County
District of Columbia
D.C. Housing Finance Agency
Federal Communication Commission
Federal Deposit Insurance Corp.
Federal Home Loan Bank Board
Frederick County
Harford County
Anne Arundel County
Howard County
Internal Revenue Service
MD Dept. of Natural Resources
MD Economic Development Corp
Maryland Historical Trust
MNCPPC
Maryland Stadium Authority
Mass Transit Administration
Montgomery County

Prince George's County
MD State Highway Administration
U.S. Army Corps of Engineers
U.S. Dept. of Housing & Urban Development
U.S. Dept. of Justice
U.S. Dept. of the Navy
U.S. General Services Admin.
U.S. Naval Academy Athletic Assoc.
U.S. Postal Service
Washington, D.C. Office of Tax & Revenue
Washington Suburban Sanitary Commission

Recreational:

Argyle Country Club
Baltimore Country Club
Bethesda Country Club
Burning Tree Golf Club
Caves Valley Golf Club
Columbia Association
Country Club of Maryland
Country Club at Woodmore
Elkridge Club
Four Streams Golf Club
Green Spring Valley Hunt Club
Hillendale Country Club
Hunters Oak Golf Course
Lakewood Country Club
Maryland Club
Norbeck Country Club
Suburban Country Club
Woodmont Country Club



LFM-20-177

Tobby's Dinner Theatre
5900 Symphony Woods Road
Columbia, Maryland 21044

For: Ms. Melanie Bishop
Howard County Department of Public Works

MJC/NWM

Item 14
Appraisal 2 of
5900 Symphony Woods Road

**Appraisal of
Toby's General Partnership
C/O Harold D. Orenstein
5900 Symphony Woods Road
Columbia, Maryland 21044**

**Prepared For
Jeremy Zeller
Real Estate Services Division
Howard County
3430 Court House Drive
Ellicott City, Maryland 21043**

**Prepared By
Associated Appraisers
Melville P. Peters
4815 Prince George's Avenue
Suite 101
Beltsville, Maryland 20705**

Associated Appraisers



Appraisers - Consultants - Realtors

Melville Peters

Senior Appraiser ASA



4815 PRINCE GEORGE'S AVENUE
BELTSVILLE, MARYLAND 20705
Phone: (301) 937-7000

October 28, 2020

Mr. Jeremy Zeller
Real Estate Services Division
Howard County
3430 Court House Drive
Ellicott City, Maryland 21043

Re: Toby's General Partnership
C/O Harold D Orenstein
5900 Symphony Woods Road
Columbia, MD 21044

Dear Mr. Zeller:

Pursuant to your request, I have made an inspection and appraisal of the above named property to estimate the market value thereof, subject to the Assumptions and Limiting Conditions as set forth in this appraisal report.

After completing a careful study of all conditions affecting value and analyzing all available data in consideration of matters pertinent to the value thereof, it is my opinion that the fair market value of the subject property as of October 27, 2020 is:

SEVEN MILLION TEN THOUSAND DOLLARS

(\$7,010,000.00)

The accompanying report contains the data gathered and an explanation of the valuation methods employed in this appraisal report.

Respectfully submitted,

11/12/2020

Melville Patrick Peters
MD Certified General No. 32344

Executive Summary of Important Facts and Conclusions

Appraisal of:	Toby's General Partnership
Date of Valuation:	October 27, 2020
Date of Inspection:	October 27, 2020
Appraisal Purpose:	To estimate the market value of the fee simple interest of the subject property as a basis of negotiation for the potential acquisition of the property by Howard County, as of the date of value, October 27, 2020
Property Location:	Tax Map 36, Grid 8, Parcel 307 5900 Symphony Road Columbia, MD 21044 Howard County
Improvements:	9,692 +/- Square Foot Dinner Theater
Land Size:	2.558 +/- Acres or say 111,426 +/- Square Feet of land Proposed Plan: Parcel "S" indicates 2.86 +/- Acres or say 124,582 +/- Square Feet Assemblage
Highest and Best Use:	Full development within the NT zoning ordinance and in accordance with the Downtown Columbia Master Plan
Present Use:	Dinner Theater/Restaurant
Zoning:	NT New Town
Value:	\$ 7,010,000.00



Typical view of improvements on subject property, looking southeasterly



Front entrance to theatre



Typical view of lobby and ticket booth



Typical view of theatre area



Typical view of patron seating and dining area



Typical view of kitchen and food prep



Typical view of kitchen and dish washing area



Typical view of kitchen and beverage prep area



Dressing and changing area for performers



Rear of building



Typical view of the northeastern side of the site, looking southeasterly along S. Entrance Road, towards Route 29



Typical view of the northern portion of the property, looking northwesterly towards intersection of S. Entrance Road and Symphony Woods Road



Street view looking westerly on S. Entrance Road, subject is on the left



Street view looking southwesterly along Symphony Woods Road



Typical site view, looking easterly at entrance to property off S. Entrance Road



Looking westerly along the southern portion of the property



Typical view of entrance off Symphony Woods Road, looking westerly from
westerly side of the subject property



Typical view of Symphony Woods Road, subject is on the left

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1. Identification:

The subject property is located within the Sixth Election District of Howard County, Maryland. The property located on Tax Map 36, Grid 08 as Parcel 307 is identified with Tax ID Number 14-15-018364 and containing 2.558 +/- acres or say 111,426 +/- square feet of land. The subject parcel has been assigned a current street address of 5900 Symphony Woods Road, Columbia, Maryland 21044. It is further identified under Liber/Folio 1530/0379 as recorded among the Land Records of Howard County, Maryland, and is under the ownership of Toby's General Partnership, C/O Harold D. Orenstein.

2. Deed Information:

Grantor:	CDT
Grantee:	Toby's General Partnership
Deed Date:	September 26, 1986
Record Date:	September 26, 1986
Liber/Folio:	1530/379
Consideration:	\$ 800,000.00

The above transaction is the only reported transfer of the subject as shown in the land records of Howard County within the past five years. Your appraiser is not aware and has not been made aware of any contracts or offers for the purchase of the subject property as of the effective date of value. The information provided under the history of the property is not intended as an opinion or representation of title. Your appraiser(s) are not experts on title, land surveys, or legal issues. The information provided is limited to records compiled from Howard County, our client, and the current property owner. Legal and professional counsel should be obtained to determine clear title, to identify any and all easements, encumbrances, property surveys, feasibility studies, development potential and or restrictions.

3. Legal Description:

Reference is made to the deed recorded under Liber/Folio 1530/379 among the Land Records of Howard County, Maryland, a copy of which is shown on the following pages.

LIBER 1530 FOLIO 379

THIS DEED, made this 26 day of September, 1986, by and between CDT, a Virginia partnership, party of the first part ("Grantor") and TOBY'S GENERAL PARTNERSHIP, a Maryland general partnership, party of the second part ("Grantee").

WITNESSETH:

THAT in consideration of the sum of Eight Hundred Thousand and No/100 Dollars (\$800,000.00), the receipt of which is hereby acknowledged, the said Grantor does hereby grant, convey, and assign unto the said Grantee, its successors and assigns, in fee simple, all that tract of land situate in Howard County, Maryland, and described as follows, that is to say:

ALL that parcel of land being known and designated as Lot 1, containing 2.589 acres of land, all as more particularly shown on a plat entitled, "Columbia Town Center, Lot 1, Section 5, Area 1, Sheet 1 of 1," which plat is recorded among the Land Records of Howard County, Maryland, in Plat Book 15, folio 48.

TOGETHER with the buildings and improvements thereon and building service equipment related thereto (together, the "Improvements"; with the Land, the "Subject Premises");

TOGETHER with all right, title, and interest, if any, in and to (i) an easement for ingress and egress to and from the Subject Premises, as set forth more fully on the aforesaid plat, (ii) any rights of way, highways, public places, easements, appendages, appurtenances, alleys, gores, and strips of land adjoining or appurtenant to the Subject Premises and now or hereafter used in connection therewith, (iii) any land lying in the bed of any street, road, or avenue, open or proposed, in front of or adjoining the Subject Premises, to the centerline thereof, and (iv) any award made or to be made in lieu of any of the foregoing and in and to any unpaid award for damages to the Land by reason of the change of grade of any street, road, or avenue;

TOGETHER with any and all reversionary interests in and to the Subject Premises.

BEING the same lot of ground which by Confirmatory Deed dated December 3, 1979, and recorded among the Land Records of Howard County, Maryland, in Liber CMP No. 0976, folio 272, was granted and conveyed by Columbia Dinner Theatre, Inc., unto CDT, a Virginia partnership, the within-named Grantor.

TO HAVE AND TO HOLD the Subject Premises unto and to the use of the said Grantee, its successors and assigns, in fee simple.

SUBJECT, HOWEVER, to those certain covenants, agreements, easements, charges, liens, restrictions, reservations, and other encumbrances of record as of the date hereof, all of which shall, in all events and regardless of

1430
3,520.00
8000.00
4000.00

THE
SEWELL TITLE
CORPORATION
400 East Pratt Street
Baltimore, Maryland 21202
(202) 547-1111

Agri Cultural Transfer Tax in the

Amount of \$ 716

Signature [Signature]

Received for Transfer
State Department of Assessments & Taxation
Howard County

[Signature]
Transfer Clerk Date: 9/25/86

ownership or possession, be binding upon the Subject Premises herein conveyed to the end that the provisions thereof shall run with, bind upon, and burden the Subject Premises for the period specified in said instruments.

AND the said Grantor covenants that it has not done or suffered to be done any act, matter, or thing whatsoever to encumber the property hereby conveyed; that it will warrant specially the property hereby granted and execute such further assurances of the same as may be requisite.

WITNESS the hands and seals of the general partners of said Grantor.

Witness
Attest (As to All):

CDT, a Virginia general partnership

Samuel B. Jorsta

By Harold D. Orenstein
Harold D. Orenstein, General Partner

By Toby H. Orenstein
Toby H. Orenstein, General Partner

By Wilson P. Andrews
Wilson P. Andrews, General Partner

By The Estate of T. Coleman Andrews, Sr.,
General Partner

By Wilson P. Andrews
Wilson P. Andrews,
Personal Representative

By T. Coleman Andrews, Jr.
T. Coleman Andrews, Jr.,
Personal Representative

All Taxes on Assessments certified
to the Collector of Taxes for
Stafford County, VA. by 9/26/86
have been paid. This statement is for
the purpose of certifying recordation
it is not evidence against further
action even for prior periods, nor
is it presented in satisfaction of
any pending tax sales. moe

15018364

By Edward M. Nettleton
Edward M. Nettleton, General Partner

By Vernon L. Roberts
Vernon L. Roberts, General Partner

By Richard H. Hamlin
Richard H. Hamlin, General Partner

[Acknowledgment on following page]

LIBER 1530 FOLIO 381

STATE OF MARYLAND

COUNTY OF HOWARD, To-wit:

I HEREBY CERTIFY, That on this 26 day of September, 1986, before me, the subscriber, a Notary Public of the State aforesaid, personally appeared Harold D. Orenstein, Toby D. Orenstein, Wilson P. Andrews, Edward M. Nettleton, Vernon L. Roberts, and Richard H. Hamlin, known to me (or satisfactorily proven) to be General Partners of CDT, and also personally appeared Wilson P. Andrews and T. Coleman Andrews, Jr., known to me (or satisfactorily proven) to be the Personal Representatives of the Estate of T. Coleman Andrews, Sr., a General Partner of CDT, and being authorized so to do, executed the foregoing Deed for the purposes therein contained by signing, in my presence, the name of the Partnership.

IN WITNESS WHEREOF, I hereunto set my hand and official seal.


Notary Public

My Commission expires:

July 1, 1990



REC'D FEE 14.50
INCRD TAX 3520.00
CHTY TAX 8000.00
STAT TAX 4000.00
NEED 148 H
#13763 C1541832
TAX: 43
1109/86/26

THE
SENTINEL TITLE
CORPORATION
400 East Pratt Street
Baltimore, Maryland 21202
(301) 547-1111

- 3 -

4. Howard County General Area Analysis

Howard County is one of the nation's largest and fastest growing communities. It is centrally located between two of the largest metropolitan areas, Washington D.C. and Baltimore. It has a strong and educated workforce, with recognition as one of the best places to live and work. Initially Howard County's agriculture was the economic mainstay. Agriculture continues to be a solid contributor as the 5th largest economic driver in Maryland with Howard County's own agriculture industry including 335 farms. In recent years, the county's economy has shown significant growth in cyber security due to its proximity to Fort George Meade, U.S. Cyber Command and National Security Agency. Other major research institutions located in the county include Johns Hopkins Applied Physics Lab, W.R. Grace, Merkle, Tenable Network Security, Medstar, and Maxim Healthcare Services. Howard County's strategic location, suburban setting and strong employment based provided by the above-mentioned companies and other government and non-government employers provide large growth potential and economic output. The county's private sector industries generate \$21.9 billion in economic output. Howard County is expected to continue growth in population and employment opportunities well into the next decade and remain stable in long-term value for all types of real property.

Population: Howard County is home to 323,196 residents and has an average of 2.7 persons per household. The median age is 39.2. It is Maryland's fastest growing county for rate of growth. The overall growth rate in the last year is 1.17% and anticipated to increase another 2.7% over the next year. In the last eight years, it has seen the largest growth population in Maryland with 12.6%.

Employment: The unemployment rate in the county is at 6.9%, increased from 2.6% from March 2020. The subject property neighborhood has an unemployment rate of 3.5%. Recent job growth on the county is at 0.7% and future job growth is at 34.2%.

Housing: The Howard County housing market is projected to continue to improve in the years ahead. The geographic position of the County, its expanding employment base, the availability of developable residential land, plus the quality of life, remain positive contributing factors for anticipated future growth. Many new residents will be attracted by the expansion of job opportunities and housing choices in the County. The overall housing market includes 97% occupancy rate with 72% owner occupied. The median home value in the county is \$476,600 and the home appreciation is at 7.22% year to year.

Income in Howard County:

Based upon the Metropolitan Regional Information Systems, the reported median household income is reported to be \$116,984.00 with a 4.94% yearly growth. The average income per capita in the county is \$52,664.00.

Recent Economic Trends:

Howard County has demonstrated resilience despite increases in unemployment's rates in the last year. It continues to boast a thriving economy. Overall ratings expect Howard County to remain stable in growth and demonstrate strong economic activity and continued investments in the county. Early 2020 fiscal data indicates strong revenue performance and expenditure savings despite the impact of the pandemic. The county is one of the wealthiest in the nation, with workforce employed by a deep and diverse economy. Economic development efforts continue to be underway with new commercial and residential development in various communities within the county.

5. Neighborhood Analysis:

The subject property is located at 5900 Symphony Woods Road in Columbia in the heart of the master planned community town center, which was established by developer James Rouse. The community is made up of 10 villages, 9 of which are clustered around village centers. Developed

in 1967 it includes plans for population diversity and a mix of housing types. The downtown Columbia Plan, an amendment to the Howard County General Plan, is a 30-year plan for the revitalization and redevelopment of Downtown Columbia. It was approved by the Howard County Council in 2010 and subsequently amended in 2016. The plan delineates land use, design, transportation, environmental, and housing recommendations as well as a phasing and implementation framework for reinvestment and redevelopment of Downtown properties. The subject property is located in the Crescent neighborhood in the downtown Columbia Plan.

Most recent population data from the US census bureau and Bright MLS, dated 2018, shows a population of 104,000 with a growth of 7.7% over the last 10 years. The average education level of the population is 63.3% with a college education and above. Within 1 Mile of the subject property are 14,798 people, an average household income of \$105,400, and a daytime population of 23,359 people, a 3 mile radius contains 87,308 people, an average household income of \$125,176.00 and a 63,398 daytime population. 181,971 people live within 5 miles, with an average household income of \$142,573.00. The overall average household income for the Columbia 21044 Zip Code is \$137,381.00 with a disposable income reported to be \$91,750.

Current housing trends show 66% home ownership versus rental units with approximately 17,882 homes within the community. Average home values are \$389,900.00 with an 8.1% growth over the last 10 years and 4% growth in the last year.

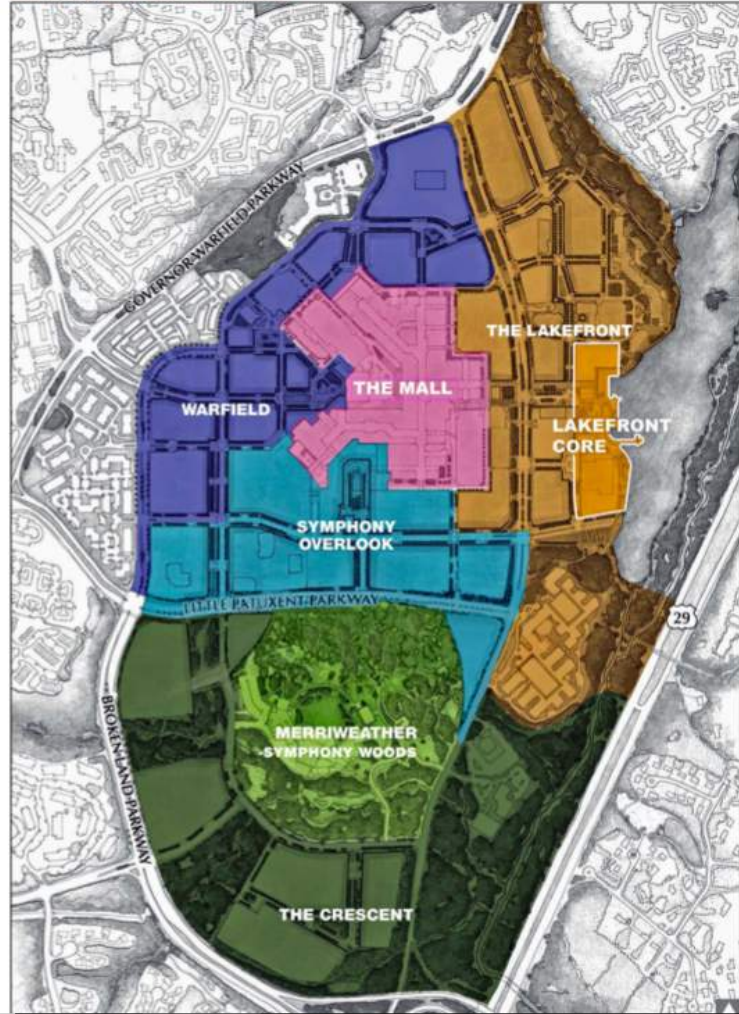
For insight into economic vitality and expected growth a review of the Columbia Plan, Census Bureau and Bright MLS was used and shows a strong likelihood of continued growth in the area. Downtown Columbia is well positioned as a major financial and economic center. Its current economic core is supported by offices, The Mall in Columbia, other retail, entertainment and a strong existing residential base. As the population is expected to continue to grow, the

economic activity in terms of employment, spending and tax revenue generation is also expected to continue to strengthen through these diverse uses.

Over recent years, the strength of job growth in Columbia has shifted from Downtown Columbia to Gateway, which features newer and higher quality office product and closer access to I-95. Downtown Columbia still enjoys a strong retail environment, and its centrally located mall attracts 15 million visitors a year and is one of Maryland's top-performing regional malls. This retail-driven vitality and strength of the downtown should be well positioned to reverse recent negative pandemic trends economic trends. Currently, Merriweather Post Pavilion attracts thousands of patrons annually to its events, and in addition to direct spending at the venue many patrons utilize other retail venues during their stay further adding to economic well-being. Additionally, Columbia is in the heart of a region, which benefits from growth and changes in military operations. Job growth stemming from the relocation of many jobs related to the Base Realignment and Closure (BRAC) Act is expected to bring as many as 40,000 new jobs to the area proximate to Fort Meade. This growth and the lack of any mixed-use and well-planned communities in that area provides an opportunity for Downtown Columbia to regain its prominence as a major employment base. Columbia is also advantaged by being close to both Baltimore and Washington D.C., and a major international airport.

The Columbia Plan designates four million three hundred thousand square feet of new office space to be developed in phases over a 30-year time frame. In economic terms, by providing space for expansion of current employers and opportunities for new and relocated businesses, this viability will continue to strengthen Downtown Columbia as a major economic center for the County and will generate significant new employment opportunities and millions of dollars in wages and tax revenues.

EXHIBIT E. THE NEIGHBORHOODS



Columbia Downtown Plan Limits

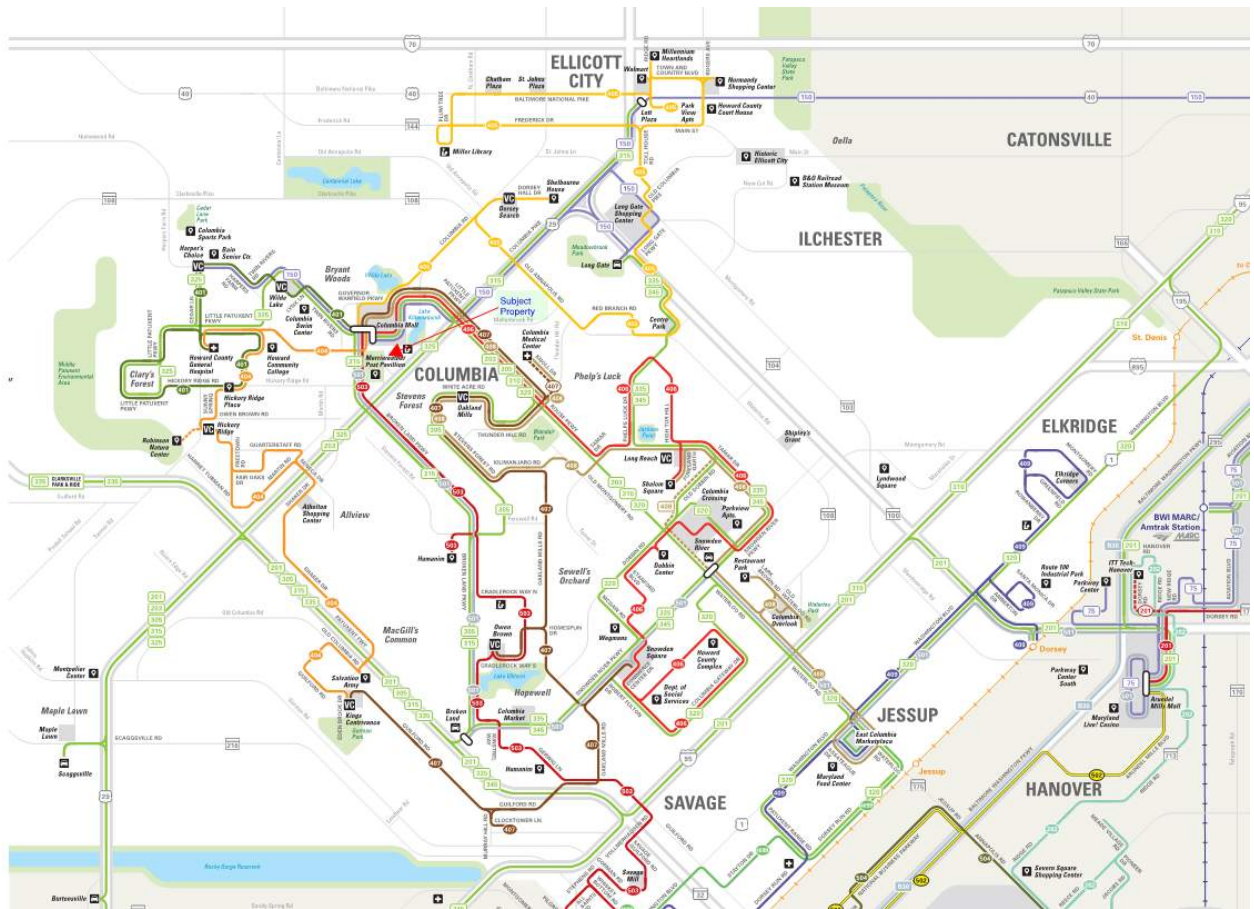
DOWNTOWN REVITALIZATION PHASING PROGRESSION															
Use Type	PHASE I				PHASE II CUMULATIVE				PHASE III COMPLETION				PHASE IV COMPLETION		TOTAL
	Min		Max		Min		Max		Min		Max		Up To	Up To	
	Units	SF	Units	SF	Units	SF	Units	SF	Units	SF	Units	SF	Units	SF	
Retail		300,000		676,446		429,270		1,100,000		558,540		1,250,000		691,460	1,250,000
Office/ Conf*		1,000,000		1,513,991		1,868,956		2,756,375		2,737,912		4,300,000		1,562,058	4,300,000
Hotel Rms**	100		640		200***		540***		300		640		340		640
Residential**	656		2,296		1,442		4,700		2,228		5,500		4,016		6,244

* Office/conference includes hotel conference/banquet space greater than 20 sq ft per hotel room.

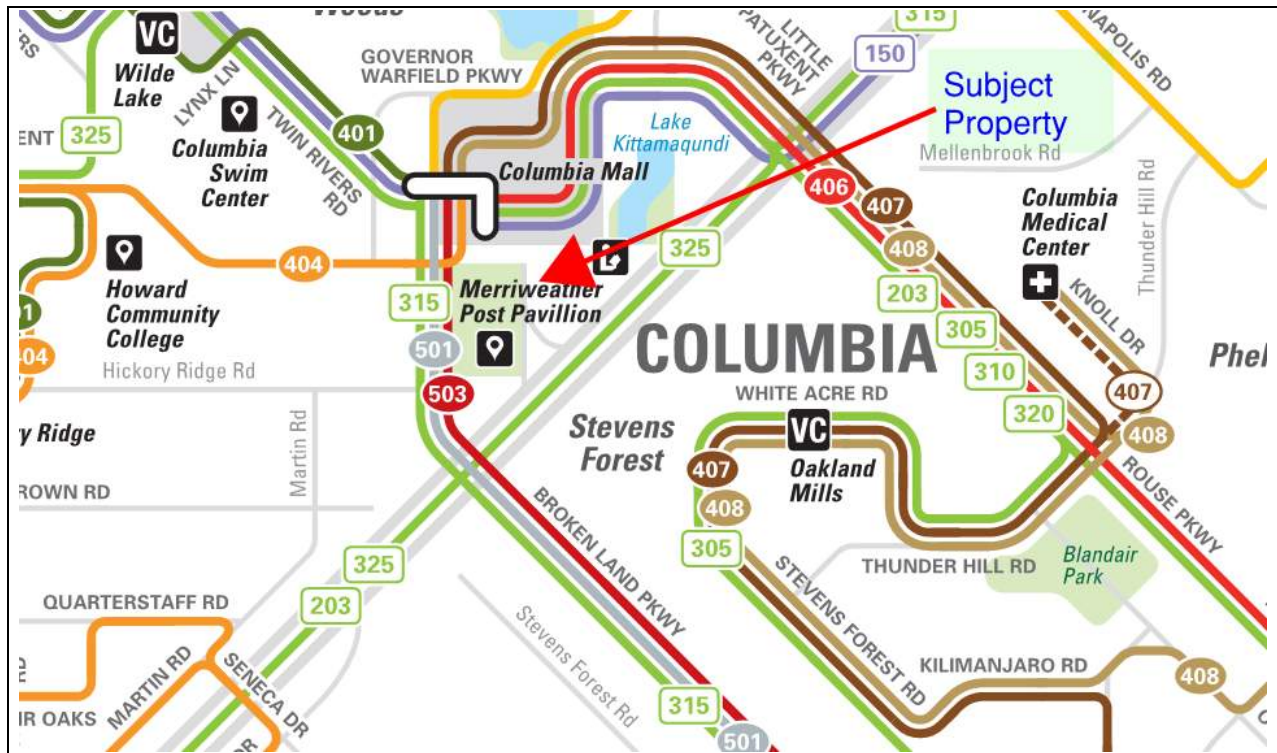
** For zoning and phasing purposes, hotel rooms and residential development are tracked by unit. Actual square footage of hotel and residential development will be calculated for CEPPA compliance.
At least 5% of the residential units in Phase I, 12% of the residential units in Phase II, and 12% of the residential units in Phase III, must be affordable before moving on to the subsequent phase.

*** The minimum number of hotel rooms required in Phase II is 100 unless more than 540 rooms were constructed in Phase I; the maximum number of hotel rooms for Phase II will be the difference between 640 and the number of rooms constructed in Phase I.

The Columbia Plan Phases



Map of Public Transportation from RTA (Regional Transportation Agency of Central Maryland)

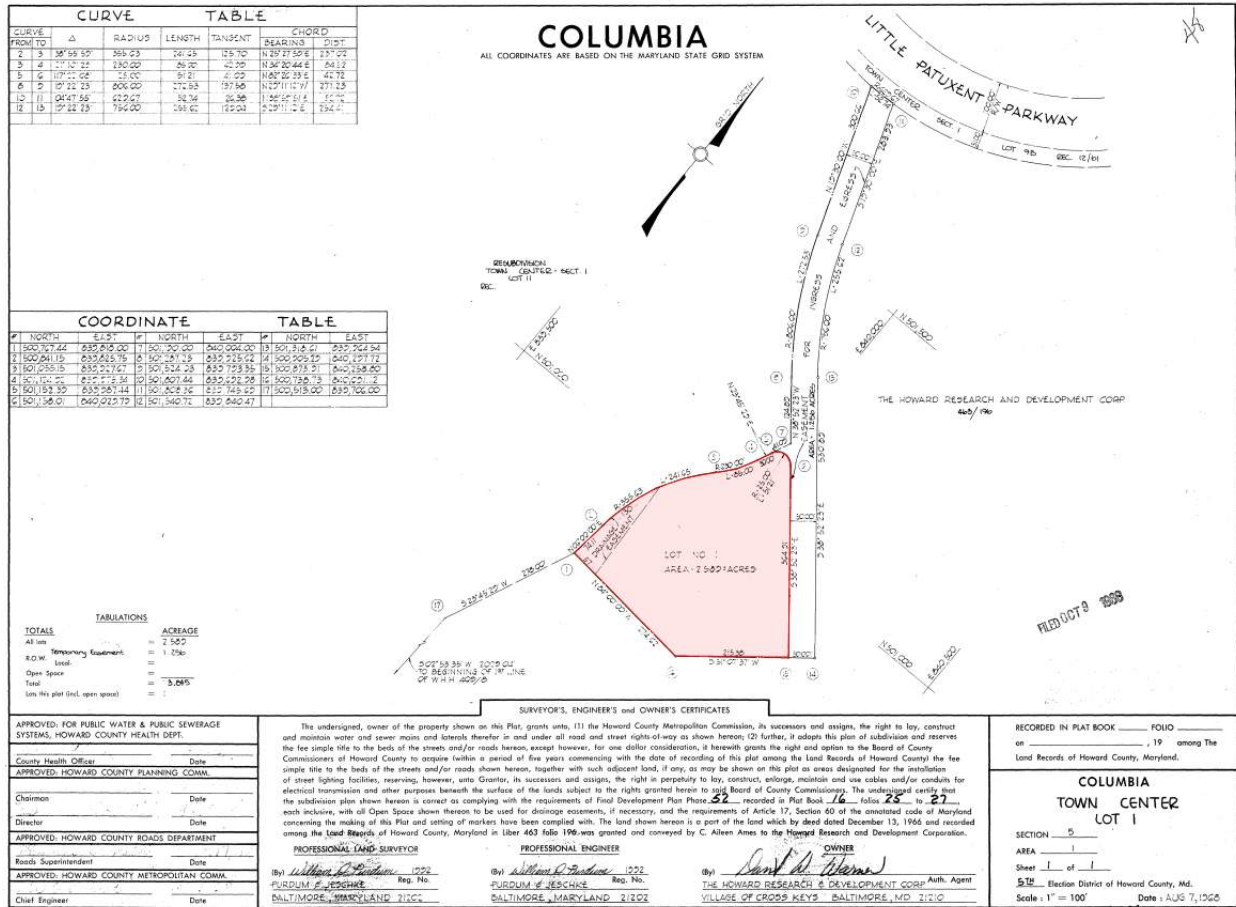


Map of Public Transportation Enlarged

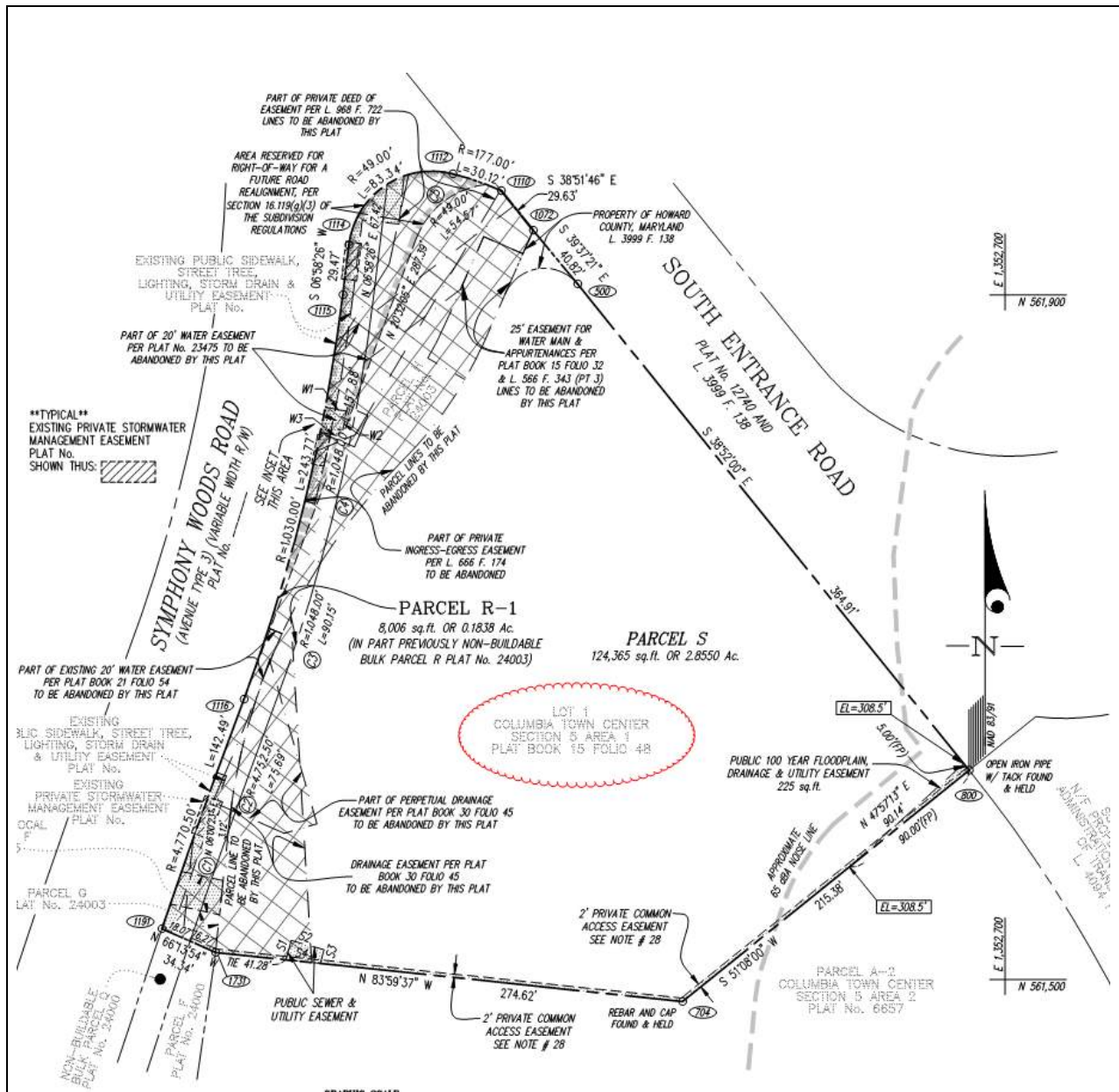
6. Description of Land:

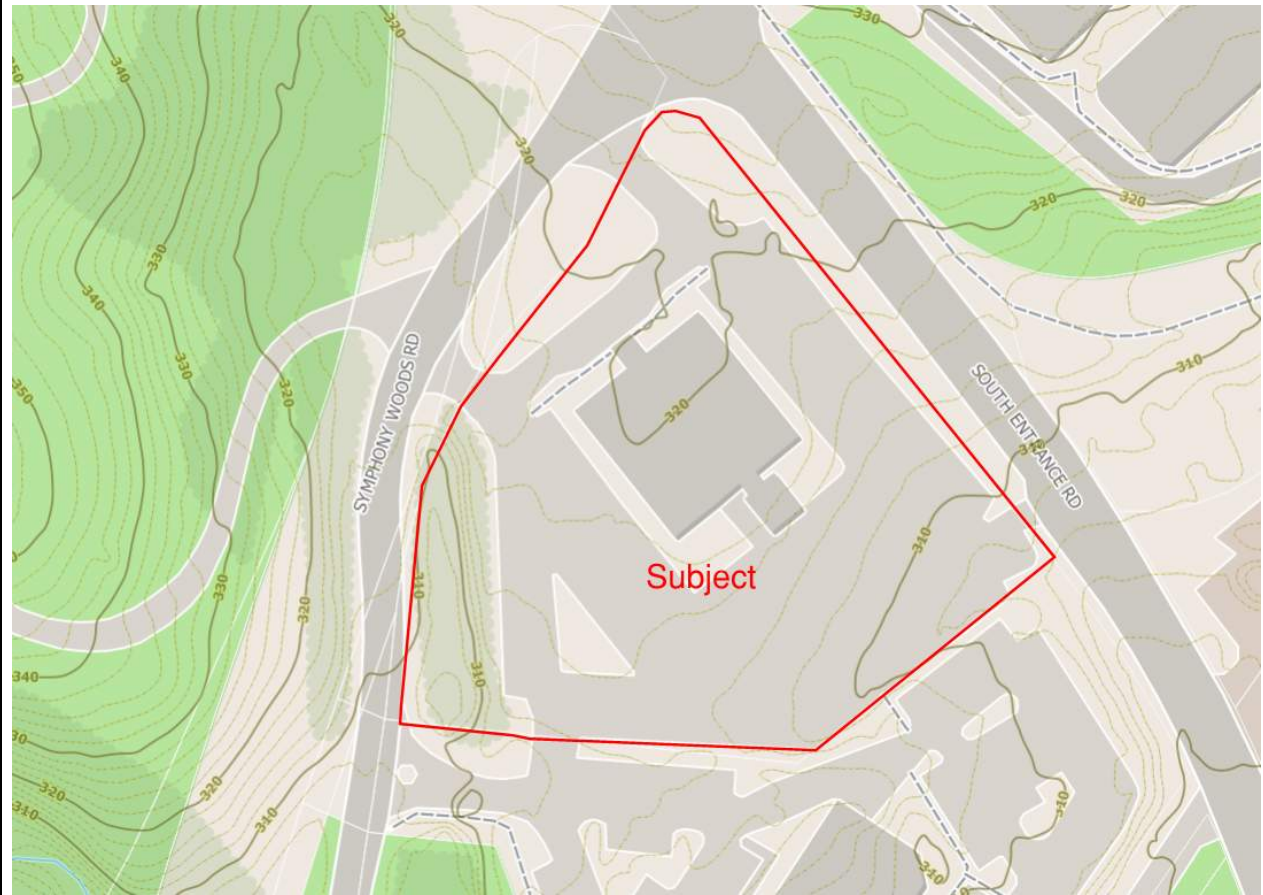
The subject property is located on Howard County Tax Map 36 in Grid 8 as Parcel 307. The subject property is shown on the plat Columbia Town Center Lot 1, dated August 7, 1968, prepared by Purdum & Jeschke of Baltimore Maryland, and recorded in Howard County Plat Book 15, Plat 48. According to the Plat, Parcel 307 is reported to contain 2.58 +/- acres or say 112,777 +/- square feet and can be described as irregular in shape. In correspondence with Dan Sweeney of GLWPA Engineering, the most recent survey of the property is shown to be 2.558 +/- acres or say 111,426 square feet. For the purposes of this appraisal, we will utilize that land area provided by GLWPA Engineering for the subject property. The property fronts South Entrance Road, for a length of 364.91 +/- feet and its frontage terminates in a radius with the roadbed, shown on the northern end of the property to be 51.21 +/- feet in length on a 25 foot radius. The property has no other public road frontage although, Symphony Woods Road is located just

northwest of the subject property. Present access to the property is an entrance off South Entrance Road and two entrances off Symphony Woods Road, with short access roads that enter the westerly side of the parking lot. The maximum depth of the property, running northwest to southeast is represented by the frontage on South Entrance Road. The width of the property is scaled from the plat to be approximately 396 +/- feet bisecting the center of the property from east to west. A drainage easement is located along the westerly boundary of the property, scaled to contain approximately 6,765 +/- square feet. The property is mostly cleared with a wooded perimeter that surrounds the parking lot and improvements in the center of the property. The wooded perimeter connects to a larger tract of woodlands that surround Merriweather Post Pavilion. The topography of the property generally slopes from the north down to the southeast and southwest corners of the property. Elevations range from a high of 324 +/- feet on the northern point of the property, just below the intersection of Symphony Woods Road and South Entrance Road. The lowest elevation is the southeastern and southwestern corners of the property, shown to be approximately 306 +/- feet above sea level, and provide drainage for the parking lot. Overall, for the size of the site, the elevation change is minimal, and the slope can be described as rolling. According to Maryland Department of Natural Resources Mapping, the property is classified as all uplands. A stream flows southeasterly just south of the property and is a tributary to the Little Patuxent River. A copy of the subject location map, plat, topographical map, aerial photo is included on the following pages.

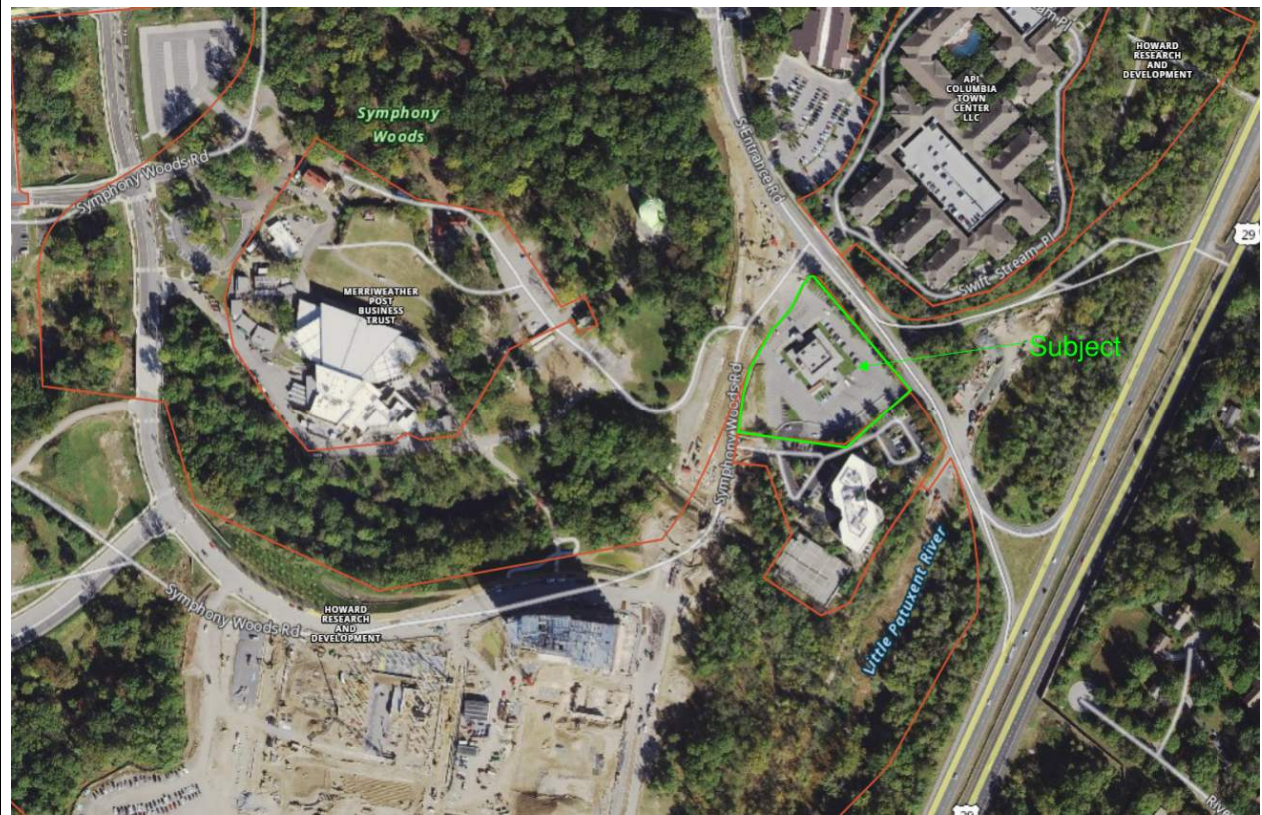


Plat of Subject Property, Lot 1 Columbia Town Center





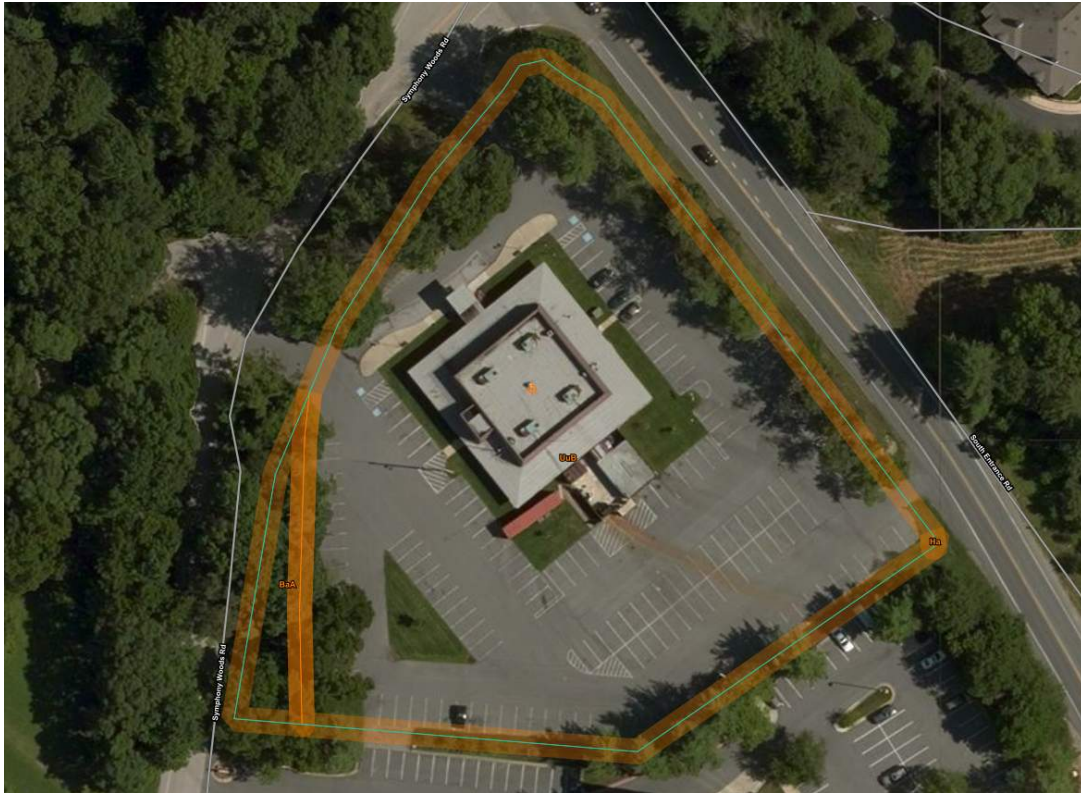
Topographical Map of Subject Property



Aerial Photo of Subject Property

7. Soils and Flood Plain Data:

The information on the soils was obtained from the United States Department of Agriculture – Natural Resources Conservation Service Web Site for Howard County, Maryland.



Soils Map

Howard County, Maryland

Map Unit: BaA—Baile silt loam, 0 to 3 percent slopes

Component: Baile (85%)

The Baile component makes up 85 percent of the map unit. Slopes are 0 to 3 percent. This component is on depressions, drainageways, swales, piedmonts. The parent material consists of loamy colluvium derived from phyllite and/or loamy colluvium derived from schist. Depth to a root restrictive layer is greater than 60 inches. The natural drainage class is poorly drained. Water movement in the most restrictive layer is moderately low. Available water to a depth of 60 inches (or restricted depth) is high. Shrink-swell potential is low. This soil is not flooded. It is frequently ponded. A seasonal zone of water saturation is at 3 inches during January, February,

March, April, November and, December. Organic matter content in the surface horizon is about 3 percent. Nonirrigated land capability classification is 5w. This soil meets hydric criteria.

Component: Glenville (15%)

Generated brief soil descriptions are created for major soil components. The Glenville soil is a minor component.

Map Unit: Ha—Hatboro-Codorus silt loams, 0 to 3 percent slopes

Component: Hatboro (60%)

The Hatboro component makes up 60 percent of the map unit. Slopes are 0 to 3 percent. This component is on flood plains, river valleys. The parent material consists of loamy alluvium derived from greenstone, quartzite, phyllite, schist and/or diabase. Depth to a root restrictive layer is greater than 60 inches. The natural drainage class is poorly drained. Water movement in the most restrictive layer is moderately low. Available water to a depth of 60 inches (or restricted depth) is high. Shrink-swell potential is low. This soil is occasionally flooded. It is frequently ponded. A seasonal zone of water saturation is at 3 inches during January, February, March, April, May, October, November and December. Organic matter content in the surface horizon is about 3 percent. Nonirrigated land capability classification is 5w. This soil meets hydric criteria.

Component: Codorus (35%)

The Codorus component makes up 35 percent of the map unit. Slopes are 0 to 3 percent. This component is on flood plains, river valleys. The parent material consists of loamy alluvium from phyllite, schist, diabase, greenstone. Depth to a root restrictive layer is greater than 60 inches. The natural drainage class is moderately well drained. Water movement in the most restrictive layer is moderately high. Available water to a depth of 60 inches (or restricted depth) is moderate. Shrink-swell potential is low. This soil is occasionally flooded. It is not ponded. A seasonal zone of water saturation is at 24 inches during January, February, March, April, November and December. Organic matter content in the surface horizon is about 3 percent. Nonirrigated land capability classification is 2w. This soil does not meet hydric criteria.

Component: Glenville (5%)

Generated brief soil descriptions are created for major soil components. The Glenville soil is a minor component.

Map Unit: UuB—Urban land-Udorthents complex, 0 to 8 percent slopes

Component: Urban land (60%)

Generated brief soil descriptions are created for major soil components. The Urban land is a miscellaneous area.

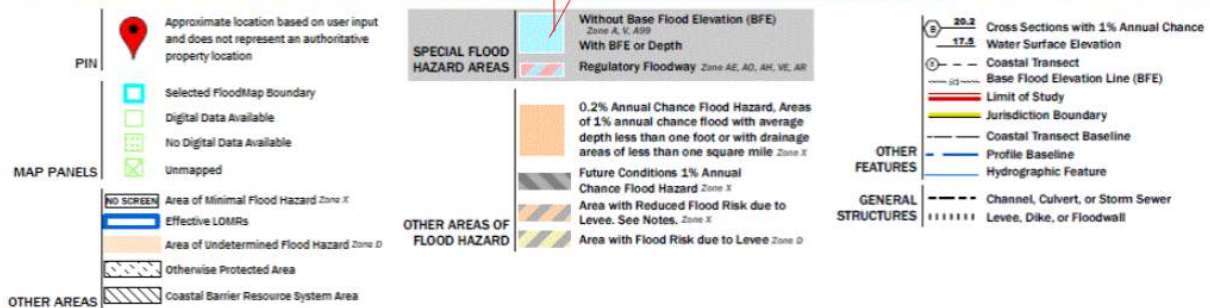
Component: Udorthents (40%)

The Udorthents component makes up 40 percent of the map unit. Slopes are 0 to 8 percent. Depth to a root restrictive layer, bedrock, paralithic, is 40 to 60 inches. The natural drainage class is well drained. Water movement in the most restrictive layer is moderately low. Available water to a depth of 60 inches (or restricted depth) is moderate. Shrink-swell potential is moderate. This soil is not flooded. It is not ponded. A seasonal zone of water saturation is at 60 inches during January, February, March, November and December. Organic matter content in the surface horizon is about 2 percent. This soil does not meet hydric criteria.

Howard County, Maryland							
Map symbol and soil name	Pct. of map unit	Dwellings without basements		Dwellings with basements		Small commercial buildings	
		Rating class and limiting features	Value	Rating class and limiting features	Value	Rating class and limiting features	Value
BaA—Baile silt loam, 0 to 3 percent slopes							
Baile	85	Very limited		Very limited		Very limited	
		Ponding	1.00	Ponding	1.00	Ponding	1.00
		Depth to saturated zone	1.00	Depth to saturated zone	1.00	Depth to saturated zone	1.00
		Shrink-swell	0.12			Shrink-swell	0.12
Ha—Hatboro-Codorus silt loams, 0 to 3 percent slopes							
Hatboro	60	Very limited		Very limited		Very limited	
		Ponding	1.00	Ponding	1.00	Ponding	1.00
		Flooding	1.00	Flooding	1.00	Flooding	1.00
		Depth to saturated zone	1.00	Depth to saturated zone	1.00	Depth to saturated zone	1.00
Codorus	35	Very limited		Very limited		Very limited	
		Flooding	1.00	Flooding	1.00	Flooding	1.00
		Depth to saturated zone	0.39	Depth to saturated zone	1.00	Depth to saturated zone	0.39
UuB—Urban land-Udorthents complex, 0 to 8 percent slopes							
Urban land	60	Not rated		Not rated		Not rated	
Udorthents	40	Somewhat limited		Somewhat limited		Somewhat limited	
		Shrink-swell	0.50	Depth to saturated zone	0.16	Shrink-swell	0.50
				Shrink-swell	0.13	Slope	0.01

Floodplain Data:

According to the Flood Insurance Rate Maps for Howard County, issued by the Federal Emergency Management Agency, the subject property is located on Map 24027C0165D, revised November 6, 2013. The subject property is located outside the 100-year floodplain in Zone X surrounding the improvements. The extreme northeastern corner of the property is shown to be located within flood Zone A. Zone A consists of areas within the 1% annual flood (100 year flood), also known as the base flood, is the flood that has a 1% chance of being equaled or exceeded in any given year. The Special Flood Hazard Area is the area subject to flooding by the 1% annual chance flood with Base Elevations Not Yet Determined.



FEMA Map 24027C0155D



Maryland DNR Flood Map

8. Description of Improvements:

The subject site is improved with a one story dinner theater building, constructed in 1969. The main structure contains approximately 9,692 +/- square feet and had a predominantly masonry exterior, composed of brick and CMU (concrete masonry units) with minimal fenestration. On the rear of the building is a concrete loading dock that contains a wood frame shed of 560 +/- square feet, partitioned off for storage with electric and a flat roof. The rear of the building has two walk in coolers on concrete slabs and a dumpster pad surrounded by a privacy fence.

The main building has a combination sloping wood frame roof that overhangs the entire perimeter of the site with a center flat roof above the theatre area. The building is built on a concrete slab that is on grade with the site.

The main entrance to the building is on the northwest side, with a wood frame overhang, approximately 18 feet long by 13 feet wide leading to double entrance doors. The double doors enter a lobby of approximately 450 +/- square feet that has a ticket booth/front sales office to the left and men's and women's restrooms on each front corner of the building, accessed by a hallway that runs around the perimeter of the theater area. The public area of the lobby terminates at the office next to the women's restroom on the eastern side of the building and a storage room just past the men's restroom on the western side of the building. The main entrance to the theatre is a set of double doors off the lobby that enters on to the floor of the theatre. The theater measures 64 feet by 64 feet and has a two tier patron seating and dining area in a symmetrical layout, with four walkways separating the theater into quadrants surrounding the main performance floor. The east and west access is primarily for performers, but provides emergency exits to the exterior as well. The southern entrance to the theater, leads to the "back of house" kitchen, food prep and beverage prep area. A sound and control room are located above the rear theatre entrance. The fourth entrance to the theater doubles as the public entrance off the front lobby.

Interior finishes are painted dry wall, wall to the wall carpet and a drop-in acoustical ceiling with lights in the lobby and public spaces. The theater has a carpeted deck in the dining area, the performance floor is a composite tile and walls are painted block. The ceilings are exposed painted with steel joists and steel racking to support theater equipment.

The kitchen and food service areas are ceramic tile on concrete floors, a combination of painted block and painted drywall and acoustical ceilings. The kitchen area is equipped with a fume/grease hood with fire suppression, exhaust fan, a walk in cooler, small locker room, and built in sinks, floor drains and shelving as well as mobile tables and commercial kitchen equipment. The south west corner of the building has a beverage preparation area, lockable liquor closet, soda machines and bar top to lay out drink orders. The west side of the building is

dressing/changing room with two small bathrooms, and individual seating areas to prep and put on makeup. A small office is located north of the dressing room and south of the exterior exit. North of the exit is a storage room used to store theater equipment and props with a small mechanical closet that a gas fired hot water heater and janitorial sink.

The eastern side of the building has a utility room that doubles as storage and an office off the perimeter hallway that terminates at the exterior egress hallway. The opposite side of the hall is the kitchen and food prep area.

The property is heated with two gas fired furnaces and central air conditioning units servicing the perimeter rooms of the theater. Four gas fired units are located on the flat roof inside the parapet that condition the theatre room with heating and cooling. The electric feed is 240 volt 400 amp service, and the kitchen appliances are connected to the natural gas feed.

An asphalt parking lot reported to be 52,350 +/- square feet, provides parking for customers, employees and deliveries to the loading dock. A concrete sidewalk around the building and streetlights also improve the exterior.

The building shows some deferred maintenance, particularly in the non-public areas of the kitchen and utility rooms. The building has no sprinkler system (aside from the kitchen hood) and a minimal basic fire alarm and emergency lighting system.

Overall, the improvements can be described as average to slightly below average for condition and quality, given the age of approximately 50 years.



Living Area		Calculation Details	
First Floor	9692.32 Sq ft	$62.4 \times 1.6 =$	99.84
		$62.4 \times 1.6 =$	99.84
		$62.4 \times 1.6 =$	99.84
		$62.4 \times 1.6 =$	99.84
		$96.4 \times 96.4 =$	9292.96
Total Living Area (Rounded):		9692 Sq ft	
Non-living Area			
Front Overhang	217.8 Sq ft	$12.1 \times 18 =$	217.8
Theater	4096 Sq ft	$64 \times 64 =$	4096
Shed	560 Sq ft	$28 \times 20 =$	560

9. Utilities:

The property is presently serviced with public water and sewer and natural gas. The property also has electric, telephone and cable.

10. Zoning:

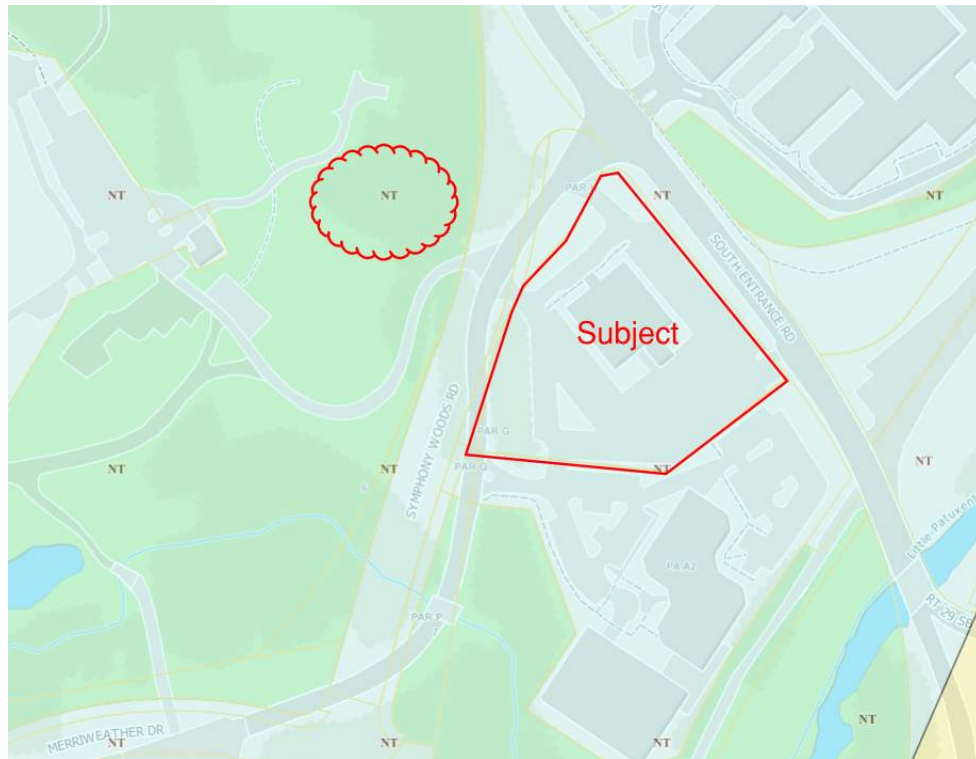
The subject property is zoned (NT) New Town District. A copy of the full zoning ordinance is included in the addendum of this report.

The NT district intent is to be an area of at least 2,500 contiguous acres of unincorporated city, town or village, which is designated and planned as an economically and culturally self-sufficient community of at least 20,000 inhabitants.

Development within the NT district follows four step criteria outlined by Howard Planning and Zoning. The four steps are as follows

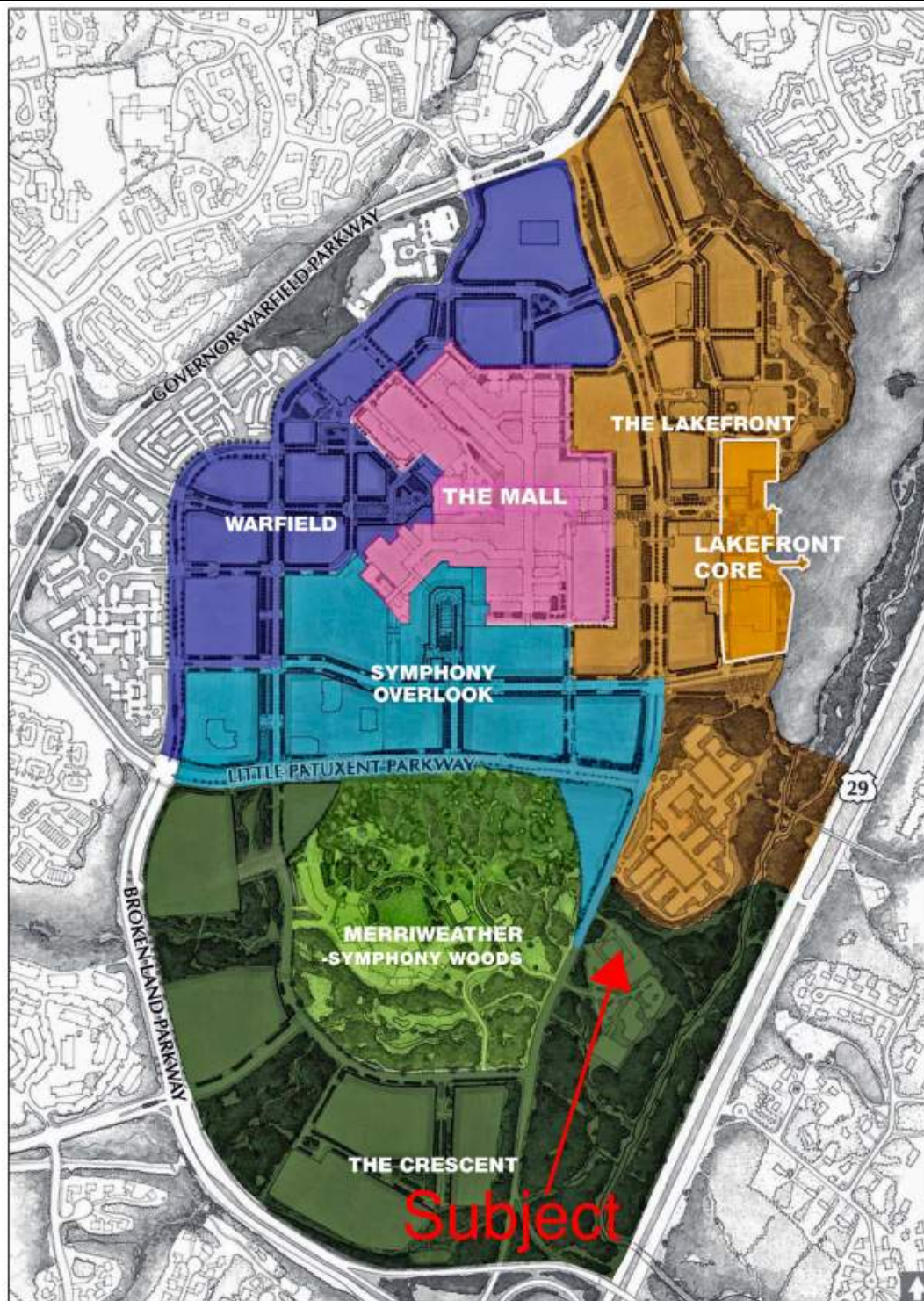
1. Preliminary Development Plan
2. Comprehensive Sketch Plan
3. Final Development Plan
4. Site Development Plant

Further, construction of any structures must be approved by the county in the final development plan or use other than what is approved in the final development plan.



Zoning Map of subject property

The Downtown Columbia Plan, Adopted on February 1, 2010 and amended on November 9, 2016, further indicates the subject property is located in “The Crescent” neighborhood of “Downtown Columbia.”

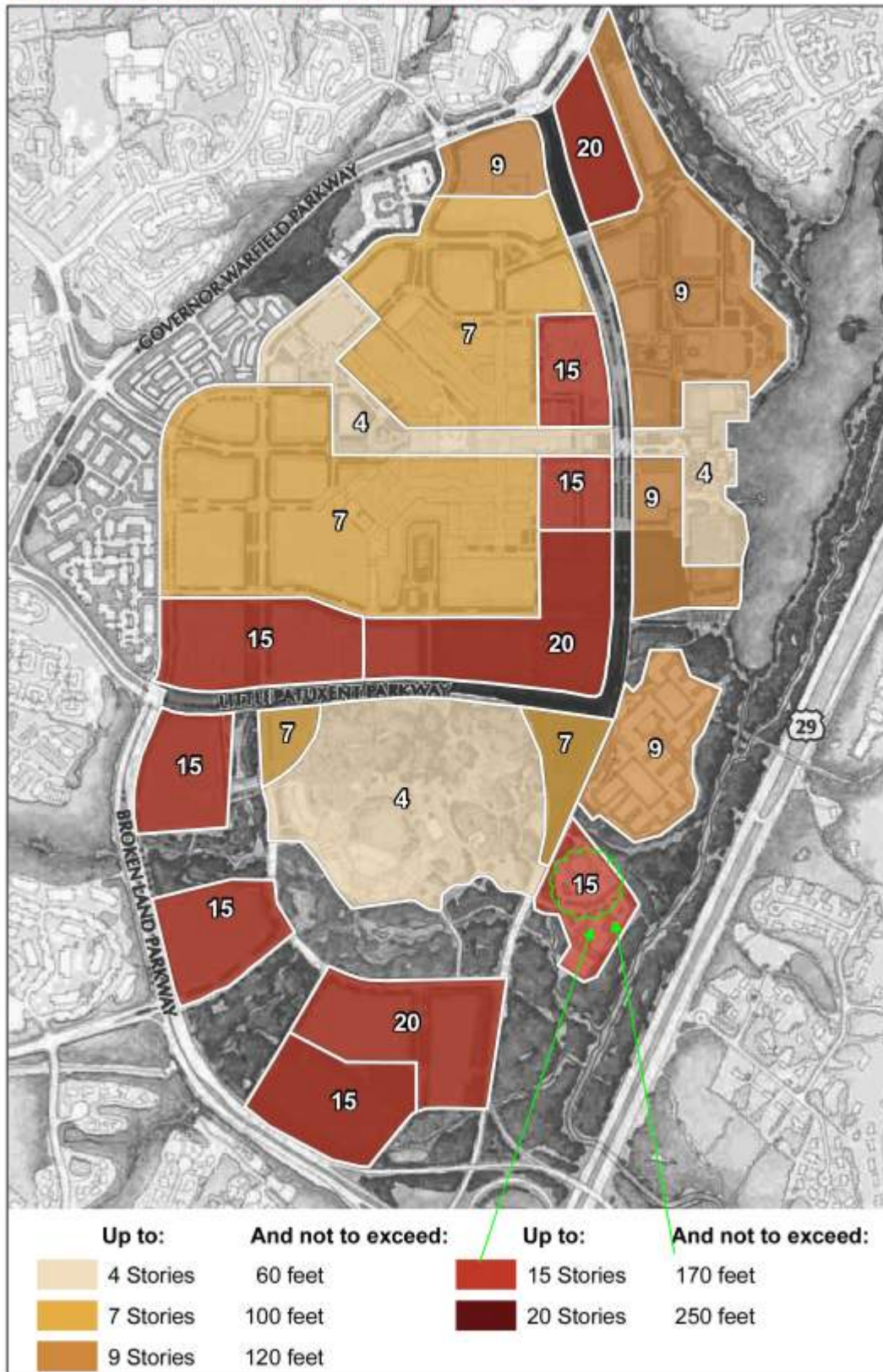


According to the plan, The Crescent neighborhood will have many distinctive features. Its greatest asset will be its natural setting amidst preserved and enhanced woodlands and tributaries of Symphony Stream and the Little Patuxent River. A new mixed-use neighborhood with

residences, offices, shops, restaurants and other uses, The Crescent neighborhood will become a live-work location as well as an employment center. Maximum building heights of 15 to 25 stories will frame Merriweather-Symphony Woods neighborhood in a distinctive curving arc. A new street between The Crescent and Merriweather will provide an entry for these buildings. This curving street with sidewalks along building fronts and paths along with edge of the green space will connect The Crescent north to Symphony Overlook and The Lakefront. Paths will also connect The Crescent to Merriweather, which will allow parking built for office uses in the Crescent to be shared by patrons of Merriweather Post Pavilion. (Page 22 of Columbia Downtown Plan).

.....In addition, it may be desirable for various arts organizations to move their offices and/or operations downtown. Considering the popularity of Toby's Dinner Theatre, opportunities should be explored for a new and improved facility for the theatre as well as the possibility of a new children's theatre. (Page 27 of Columbia Downtown Plan).

EXHIBIT F. MAXIMUM BUILDING HEIGHT PLAN



11. Assessment/Tax Information:

Real property is reassessed on a three-year cycle by reviewing one-third of all property in Maryland every year. The review may or may not include an inspection of the property. The Real Property Valuation Division participates in all court proceedings where assessment questions are involved.

For each county and Baltimore City, the Director of Assessments and Taxation appoints a supervisor of Assessments from a list of five qualified applicants submitted by the Mayor of Baltimore City, the County Commissioners, or, under charter government, the County Council or the County Executive with the approval of the Council.

The 2020 real estate taxes and assessments for the subject property, as shown by the Maryland Department of Assessments and Taxation is shown in the assessment accounts as follows:

Tax Account Number	14-15-018364
Tax Parcel	307
Land Area	111,426 +/- SF
Year Assessed	2020
Land:	\$ 1,101,100.00
Improvements:	\$ 1,151,000.00
Total:	\$ 2,136,533.00
Current Taxes	\$ 30,599.00

12. Highest and Best Use:

That reasonable and probable use that will support the highest present value, as defined, as of the effective date of the appraisal.

Alternatively, that use, from among reasonably probable and legal alternative uses, found to be physically possible, appropriately supported, financially feasible, and which results in the highest land value.

The definition immediately above applies specifically to the highest and best use of land. It is to be recognized that in cases where a site has existing improvements on it, the highest and best use may very well be determined to be different from the existing use. The existing use will continue, however, unless and until land value in its highest and best use exceeds the total value of the property in its existing use. Implied within these definitions is recognition of the contribution of that specific use to community environment or to community development goals in addition to wealth maximization of individual property owners.

Also implied is that the determination of highest and best use results from the appraiser's judgment and analytical skill, i.e., that the use determined from analysis represents an opinion, not a fact to be found. In appraisal practice, the concept of highest and best use represents the premise upon which value is based. In the context of most probable selling price (market value) another appropriate term to reflect highest and best use would be most probable use. In the context of investment value an alternative term would be most profitable.

The first element of the highest and best use is whether a use is physically possible. Size, shape, area, and topography affect the uses to which land may be developed. The utility of a tract of land can also be affected by frontage, depth, shape, etc.

The second element within the concept of highest and best use is whether development would be legally possible. Zoning, building codes, environmental regulations, covenants, deed restrictions, APFO, etc., must be analyzed as they could preclude or restrict many uses that might otherwise produce the highest and best use.

The third concept of highest and best use is whether or not a use is financially feasible. If a use is unable to generate enough income to offer a prudent investor an attractive return on investment capital, while servicing operating and financial expenses, it is not a financially feasible use.

The use that is physically possible, legally permissible, and financially feasible, that provides the highest rate of return, or value, and the use that is maximally productive is considered to be a property's highest and best use.

Highest and Best Use As Vacant:

The subject property contains 111,426 +/- square feet or say 2.558 +/- acres, which is zoned NT New Town. According to the New Town zoning ordinance, any development within the Downtown Columbia that is approved after April 6, 2010 must comply with all provisions applicable to Downtown Revitalization and the recommendations of the Downtown Columbia Plan. According to the Downtown Columbia Plan, the maximum height of improvements on the subject property is 15 stories or say 170 feet. Further, the NT zoning ordinance allows for previously developed properties as of April 6, 2010 may continue to be used in accordance with the terms and requirements on the Final Development Plan, but only to the same size and dimensions in the sale location as shown on the plan. The subject property has a land area shown to be 111,426 +/- square feet. Maximum density of development of the property at 15 stories, is 1,685,775 +/- potential FAR. However, a Phase 2 Plan, dated April 2017, approved April 20, 2017 and recorded April 28, 2017 shows a proposed Downtown Signature Building. According to the plan, Parcel "S", is shown to contain 192 residential development units, 210,842 +/- gross square footage of residential development and 115,692 +/- square feet of Cultural/Community Development, totaling 326,534 +/- FAR square footage.

PROPOSED 7 STORY MIXED USE BUILDING

SIGNATURE BUILDING

GREEN BUILDING

INSIDE METER SETTING

192 UNITS, 608,547 SF TOTAL

(115,692 SF CULTURAL, 210,842 SF RESIDENTIAL,

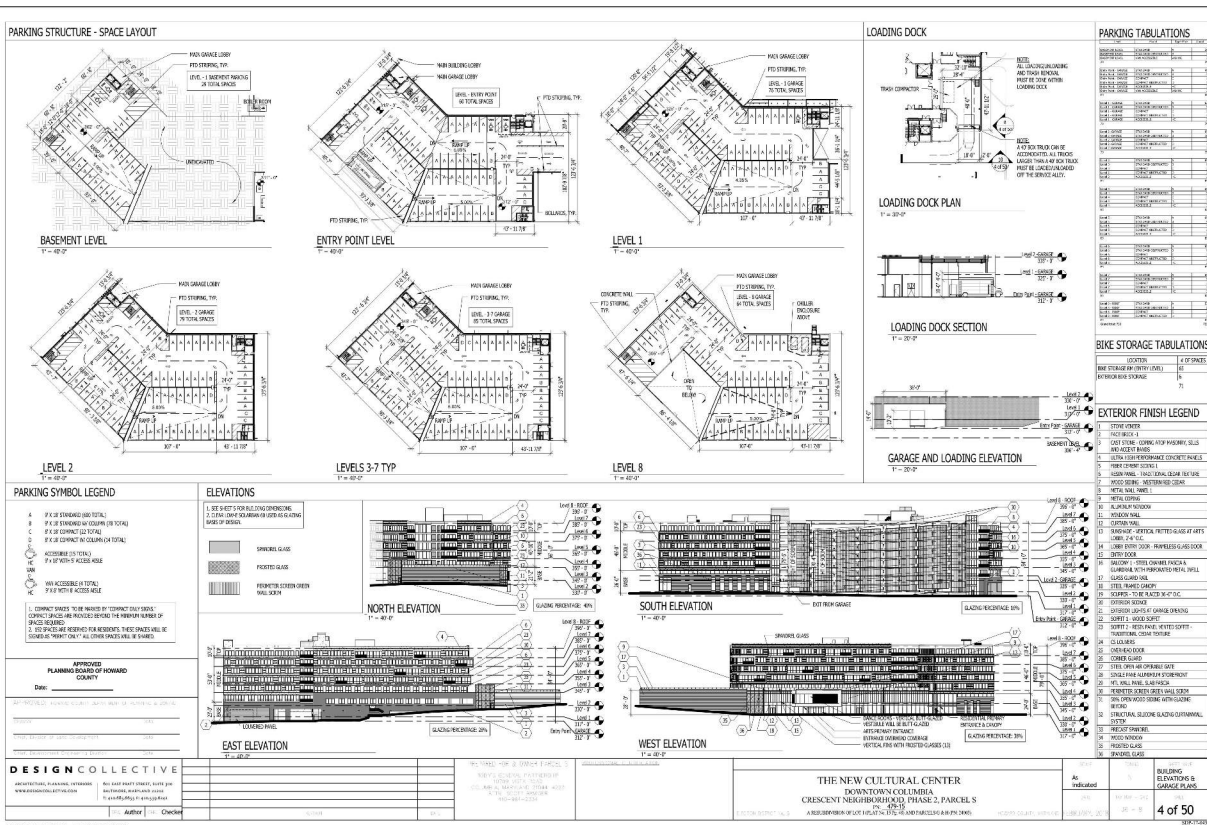
79,249 SF SERVICE, 262,764 SF GARAGE)

Given the recommendations in the Downtown Columbia Plan for an improved theater and a focus on the arts, as well as the prominence of the location within the Crescent Neighborhood, close to Merriweather and good access to both Little Patuxent Parkway, and Route 29, and public transportation, residential development of site appears to be maximally productive. Recent office development is focused in the Lakefront neighborhood and around Columbia Mall as well as existing hotels in the Lakefront Core. Further supporting residential development and a cultural community center/theatre appear to be the highest and best use of the property, is a reasonably probable use of the property that results in the highest land value that is legally permissible, physical possible, financially feasible and maximally profitable. The proposed and approved plan to develop the property yielding a Cultural/Community Development of 115,692 +/- square feet and 210,842 +/- square feet of residential development is considered the highest and best use.

Highest and Best Use As Improved:

The existing improvements, constructed in 1969, containing 9,692 +/- square feet is a very small building currently occupying the property in comparison to the very large building allowed by zoning; which strongly indicates that the subject's current use is no longer the highest and best use. Further, the \$5 billion dollar redevelopment of Downtown Columbia, with more than 14 million square feet of mixed-use development comprised of 4.3 million square feet of commercial office

space, 1.25 million square feet of street retail, 6,244 residential units and 640 hotel rooms within the immediately surrounding neighborhood supports the assertion that the improvements have reached the end of the economic life. Thus, the highest and best use of the property, is redevelopment, this is essentially a land appraisal. The existing improvements to the property contribute nothing to market value and essentially are a negative to the property as they will cost money to raze. However, given the building's small size, cost to demo and raze the improvements are negligible relative to the overall value of the site. Taking that into consideration, the typical buyer, a real estate investor, with the intention the proposed construction of 202 residential units and a cultural center would not overly take into account the cost to raze in an offer to purchase the property. To conclude, the highest and best use, as improved, is the same as the highest and best use, as vacant, to develop the property with the proposed seven story signature building containing 192 units, 115,692 square feet of cultural space, 210,842 square feet of residential, 79,249 square feet of service and a 262,764 square feet of garage. The improvements are shown on the site development plan "The New Cultural Center" Downtown Columbia., dated February 2018. Note that, according to Dan Sweeney of GLWPA, Engineers for the project, the reference drawings, are the most current plans, but not fully approved by the county.



13. Present Use:

The subject property is used as a dinner theatre. The theater and business, known as Toby's Dinner Theater, has been in existence for 40 years, offering Broadway and original musicals and a buffet-style dinner. Toby's is one of the few regional dinner theatres featuring a live orchestra.

14. Purpose of the Appraisal:

The purpose of the appraisal is to estimate the fair market value of the subject property.

Jeremy Zeller of Howard County Real Estate Services, have requested an appraisal of the subject property, to determine the value of the property including the existing improvements and consideration of the proposed development of the property. The value of the appraisal will be used as a basis to determine the economic feasibility of redevelopment of the property and a basis of negotiation for the potential acquisition of the property by Howard County. Any use of this appraisal report other than for this acquisition as described is prohibited without the written consent of the appraiser. The addressee is the sole intended user of this appraisal report.

The fee simple estate is defined by the Dictionary of Real Estate Appraisal as being the "Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat."

15. Function of Appraisal:

The function of this appraisal is to assist Jeremy Zeller of Howard County Real Estate Services in evaluating the subject property for the fair market value as a basis of negotiation for the potential acquisition. The intended user is Howard County and/or their designated representatives. The intended use of the appraisal is to provide Howard County with a basis for negotiations relating to the possible acquisition of fee simple acquisition and easements on the subject property. Any use other than for acquisition purposes is prohibited without the written consent of the appraiser. The

appraiser reserves the right to review and/or revise the appraisal in the event of any material changes in the underlying facts and assumptions, as such changes may render the appraisal null and void.

COVID-19 Statement

COVID-19 has been declared a pandemic by the World Health Organization (WHO) and a national state of emergency is in place. Substantial turmoil has occurred in financial markets and due to the developing situation, it is not possible at this time to quantify its long-term or short-term effects on real estate markets or on the subject property. The value opinion contained in this appraisal is based on findings of an analysis of market data available to the appraiser at the time of the assignment. Further, the appraiser performed the property inspection from the exterior and interior of the improvements, however, the building was occupied, and occupants were quarantined and “social distancing” per local health department and state guidelines. The intended user is cautioned and reminded that the conclusions presented in this appraisal report apply only as of the effective date(s) indicated. The appraiser makes no representation as to the effect on the subject property of any unforeseen event, subsequent to the effective date of the appraisal.

16. Scope of the Appraisal:

The scope of this appraisal includes the inspection of the subject property. The appraiser sent a letter to the property owner on record notifying them of the appraisal and inspection and also spoke with Mr. Harold Orenstein, property owner who granted permission to inspect the property. The intended users are Howard County and/or their designated representatives. This appraisal report is being written in a narrative appraisal report format in reporting the results of the appraisal assignment, as defined in USPAP Standard Rule 2-2(b). The direct sales comparison approach to value is considered to be the most applicable when valuing land, unimproved properties and improved

properties with dated/older improvements. The income approach was considered, however, the existing improvements, a dinner theatre is not the highest and best use of the property and therefore, the income approach is not applicable to the theatre. The cost approach was considered; however, the improvements are in below average condition, and approximately 50 years in age. The cost approach is generally used for new construction or recently constructed improvements. In conducting the appraisal report the data collection sources for comparable sales data was obtained through county recorded data and/or multiple listing data, Costar from 2016 to current. The sales data was researched within the immediate election districts, and surrounding election districts considered having similar locational characteristics. Data verification was provided through land records, buyer, seller, broker, settlement attorney, or a combination thereof. Lease information, if necessary, was compiled from the appraiser's files, brokers, leasing agent, or by contacting landlords/tenants of similar properties located through inspection of the neighborhood. Additional data relied upon for the valuation of this property include the review of FEMA Flood Plain Maps, GIS maps, County Tax Maps, County zoning ordinance and subdivision regulations, along with other various publications and information. The appraisal as prepared is for the purposes of estimating the fair market value of the property as described previously in this appraisal report. The final conclusions and values are based upon the adjustment of the sale properties for dissimilar characteristics in comparison to the subject property.

17. Environmental Audit:

This appraiser has not had the benefit of an environmental audit of the subject site in order to determine the effect upon value of any adverse environmental conditions, such as gas or oil contamination, or any nuisances affecting the subject property. Depending upon the quantity of such influences on a property, market value can be adversely affected. The evaluation herein is based upon the assumption that there are no adverse environmental conditions affecting the subject

property, which would have a negative impact on value. Further, it is assumed that the subject site/property is no more contaminated than is typical for similar sites and the comparables relied upon in developing this appraisal. The appraiser generally recommends that any contract of sale for the purchase of real property be made contingent upon an environmental audit to enable the buyer to properly assess the impact of same, if any.

18. Fair Market Value:

“The fair market value of property in a condemnation proceeding is the price as of the valuation date for the highest and best use of the property which a vendor, willing but not obligated to sell, would accept for the property, and which a purchaser, willing but not obligated to buy, would pay, excluding any increment in value proximately caused by the public project for which the property condemned is needed. In addition, fair market value includes any amount by which the price reflects a diminution in value occurring between the effective date of legislative authority for the acquisition of the property and the date of actual taking if the trier of facts finds that the diminution in value was proximately caused by the public project for which the property condemned is needed, or by announcements or acts of the plaintiff or its officials concerning the public project, and was beyond the reasonable control of the property owner.”

Source: Maryland Real Property Code Ann. §12-105(b).

19. General Assumptions and Limiting Conditions:

The certification of the Appraiser appearing in this appraisal report is subject to the following conditions and to such other specific and limiting conditions as are set forth by the Appraiser in the report.

1. The legal description used in this report is assumed to be correct.
2. The Appraiser assumes no responsibility for matters of a legal nature affecting the property appraised or the title thereto, nor does the Appraiser render any opinion as to the title, which is assumed to be good and marketable. The property is appraised as though under responsible ownership and competent management and all mortgages, liens, encumbrances, leases and servitudes have been disregarded unless so specified within the report.

3. The sketch in this report is included to assist the reader in visualizing the property, and the Appraiser assumes no responsibility for its accuracy. The Appraiser had made no survey of the property, and assumes that there are no hidden or unapparent conditions of the property, subsoil, or structures, which would render it more or less valuable. The Appraiser assumes no responsibility for such conditions or for engineering, which might be required to discover such factors.
4. Information, estimates, and opinions furnished to the Appraiser and contained in this report were obtained from sources considered reliable and are believed to be true and correct. However, no responsibility for accuracy of such items furnished the Appraiser can be assumed by the Appraiser.
5. No environmental impact studies were either requested or made in conjunction with this appraisal, and the Appraiser hereby reserves the right to alter, amend, revise or rescind any of the value opinions based upon any subsequent environmental impact studies, research or investigation.
6. It is assumed that there is full compliance with applicable federal, state and local environmental regulations and laws unless non-compliance is stated, defined and considered in the appraisal report.
7. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a nonconformity has been stated, defined and considered in the appraisal report.
8. It is assumed that all required licenses, consents or other legislative or administrative authority from any local, state or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
9. It is assumed that the utilization of the land and improvements is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted within the report.
10. The distribution of the total valuation in this report between land and improvements applies only under the existing or proposed program of utilization. The separate valuations for land and building must not be used in conjunction with any other appraisal and are invalid if so used.
11. The Appraiser is not required to give testimony or appear in court because of having made this appraisal, with reference to the property in question, unless arrangements have been previously made therefore.⁴
12. Disclosure by the Appraiser of the contents of this appraisal report is subject to review in accordance with the bylaws and regulations of the professional appraisal organizations with which the Appraiser is affiliated.
13. Neither all, nor any part of the contents of this report, or copy thereof (including conclusions as to the property value, the identity of the Appraiser, professional designations, reference to any professional appraisal organization, or the firm with which the appraiser is connected) shall be used for any purposes by anyone but the client specified in the report, the borrower if appraisal fee paid by same, the mortgagee or its successors and assigns, mortgage insurers, consultants, professional appraisal organizations, any state or federally approved financial institution, any department, agency, or instrumentality of the United States or any state or the District of Columbia, without the

previous written consent of the Appraiser; nor shall it be conveyed by anyone to the public through advertising, public relations, news, sales, or other media, without the written consent and approval of the Appraiser.

14. Any liability shall not exceed the fee for doing this appraisal report.

15. Acceptance of and/or use of this appraisal report constitutes acceptance of the foregoing general assumptions and general limiting conditions.

16. The appraiser assumes no responsibility for undisclosed or unapparent hazards (ie: chemical wastes, radon gas, nuclear plant plume zones, etc.) which may have a detrimental effect to the property or occupants. Any knowledge of such hazards is assumed to have been disclosed by the property owner or assigned agents.

17. The Americans with Disabilities Act (ADA) became effective January 26, 1992. Your appraisers have not made a specific compliance survey or analysis of this property to determine whether or not it is in conformity with the various ADA guidelines. Should a detailed survey be completed as to ADA guidelines, and the property is not found to comply with one or more of the requirements, this could have a negative impact upon the value of the property.

18. This appraisal is based upon the plats and plans provided by the client. Should an additional engineering study be completed that provides information that is different than what has been described could render this appraisal invalid. Should the engineering study indicate a use that is different than described in this report your appraiser reserves the right to review and revise this appraisal report which could render this appraisal invalid.

19. An assumption and condition that the appraiser is that the drawings provided by Dan Sweeny of GLW are the most accurate readily available in consideration of the potential future use on the property.

20. Competency Provision:

Every effort has been made through education and related work experience to comply with the "competency" provision in the Uniform Standards of Professional Appraisal Practice. (USPAP, Section I-4, Competency Provision).

21. Jurisdictional Exception:

The State of Maryland is subject to federal and state laws specifying how certain valuation issues are addressed (See federal regulation at Title 49 C.F.R. Section 24.103 and Maryland Law on Real Estate Section 5-201). Paragraph 5c of the federal regulations states, in part, that "the appraiser shall disregard any decrease or increase in the fair market value of the real property

caused by the project for which the property is to be acquired or by the likelihood that the property would be acquired for the project. In the case of a partial acquisition in Maryland, special benefits as a result of the project can only offset damages to the remainder and not to the part taken.” Since this is a partial acquisition for a public agency the Jurisdictional Exception has been invoked.

22. Hypothetical Conditions:

A hypothetical Condition is an assumption, directly related to a specific assignment, as of the effective date of the assignment results, which, if found to be false, could alter the appraiser’s opinions or conclusions. Given the effects hypothetical conditions can have upon an estimate of market value, readers of this report should have a clear understanding of how such conditions can impact value and market appeal. In the subject’s case, there are no hypothetical conditions.

23. Extraordinary Assumptions:

An assumption, directly related to a specific assignment, as of the effective date of the assignment results which, if found to be false, could alter the appraiser’s opinions or conclusions.

For example, if hazardous materials are located on the property, and the appraiser is instructed not to consider their impact in the appraisal report, an extraordinary assumption exists. Beyond the defined hypothetical conditions noted above, the extraordinary assumptions included in this appraisal report are discussed below. Given the potential effects extraordinary conditions can have upon an estimate of market value, readers are cautioned to have a clear understanding of the context in which such assumptions are invoked in an appraisal assignment.

1. The proposed building used in the FAR calculations is based on the assumption that the underlying land, which is an assemblage, can be legally assembled to create “Proposed” Parcel S, 2.86 Acres, of which 2.558 +/- acres is presently under the ownership of Toby’s General Partnership

24. Exposure Time:

The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; retrospective opinion based upon an analysis of past events assuming a competitive and open market. The estimated marketing time is consistent with the exposure time, which is estimated at 2 to 4 months.

25. Larger Parcel:**Definition and Analysis of the Larger Parcel:**

Defined in “The Dictionary of Real Estate Appraisal.” In governmental land acquisitions, the tract or tracts of land that are under the beneficial control of a single individual or entity and have the same, or an integrated, highest and best use. Elements for consideration by the appraiser in making a determination in this regard are contiguity, or proximity, as it bears on the highest and best use of the property, unity of ownership, and unity of highest and best use. In most states, unity of ownership, contiguity, and unity of use are the three conditions that establish the larger parcel for the consideration of severance damages. In federal and some state cases, however, contiguity is sometimes subordinated to unitary use. In the case of this appraisal, the proposed building is located on an assembled tract, “Parcel S”, 2.86 +/- acre or say 124,582 +/- square foot, which represents the parent tract. Of which the subject property, Part of Lot 1, totaling 111,426 +/- square feet or say 2.558 +/- acres of land is located within.

Re: **Toby's Dinner Theatre Columbia, Plat Questions**



Dan Sweeney <dsweeney@glwpa.com>
To: Melville Peters

Reply Reply All Forward ...
Mon 10/26/2020 4:21 PM

You replied to this message on 10/26/2020 5:16 PM.
Click here to download pictures. To help protect your privacy, Outlook prevented automatic download of some pictures in this message.



Patrick,

Proposed Parcel S (2.86 Acres) is made up of several different existing parcels.

Parcel G (PN 24003): 0.276 Ac
Parcel H (PN 24003): 0.013 Ac
Part of Lot 1 (PB 15-48): 2.558 Ac
Former Howard County Right of Way: 0.009 Ac

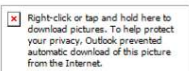
← Subject Property

I have attached the current (not yet fully approved) plans including the plat and a few pages from the site plan.

Although the property has a max building height of 15 stories, the proposed building is only 7 stories. The building surrounds the garage, they are not stacked.

Let me know if you have any other questions.

Dan



2909 National Dr., Suite 250 | Burtonsville, MD 20866
PH: 301-421-4024 | PH (Baltimore): 410-880-1820
PH (Northern VA): 301-989-2524 | FAX: 301-421-4186

WWW.GLWPA.COM

26. Valuation:

Methodologies of Valuation: Typically, there are three approaches to value: the direct Sales Comparison, Cost, and the Income Approach to value. As defined by the Dictionary of Real Estate Appraisal, Third Edition, published by the Appraisal Institute, the three basic approaches to value are described as follows:

Sales Comparison Approach: is an approach through which an appraiser derives a value indication by comparing the property being appraised to similar properties that have been sold recently, applying appropriate units of comparison and making adjustments, based on the elements of comparison, to the sale prices of the comparables.

Cost Approach: is an approach through which an appraiser derives a value indication of the fee simple interest in a property by estimating the current cost to construct a reproduction of or replacement for the existing structure, deducting for all evidence of accrued depreciation from the cost new of the reproduction or replacement structure, and adding the estimated land value plus an

entrepreneurial profit. Adjustments may be made to the indicated fee simple value of the Subject Property to reflect the value indication of the property interest being appraised.

Income Approach – Income Capitalization Approach: is an approach through which an appraiser derives a value indication for income-producing property by converting anticipated benefits (i.e., cash flows and reversions) into property value. This conversion can be accomplished in two ways: (1) one year's income expectancy or an annual average of several years' income expectancies may be capitalized at a market-derived capitalization rate or a capitalization rate that reflects a specified income pattern, return on investment, and change in the value of the investment, and/or (2) the annual cash flow may be discounted for the holding period and the reversion at a specified yield rate.

DIRECT SALES COMPARISON APPROACH

Direct Sales Comparison Approach to Value

The Sales Comparison Approach is a process of correlation and analysis of recently sold similar properties. The reliability of this technique is dependent upon, (A) the degree of comparability of each property with the property under appraisal, (B) the time of sale, (C) the verification of the sale data, and (D) the absence of unusual conditions affecting the sale.

The following items of comparison have been considered by this appraiser with regards to these comparable sales: The date of the comparable sale, the size of same, its relation to the subject property with regards to topography, highest and best use, availability of public services, such as public utilities, transportation, school, police and fire protection, and other factors that affect value and aid this appraiser in arriving at a market value estimate when comparing the subject with the sales listed at the end of this appraisal report.

(Appraisal Terminology and Handbook, American Institute of Real Estate Appraisers).

The Direct Sales Comparison Approach is often referred to as the “substitution principle.” In implementing the substitution principle, comparable sale properties are substituted for the subject property and then adjusted for dissimilar characteristics. The subject property is the standard, with adjustments for dissimilar characteristics applied to each sale, if warranted.

The land sales were converted to a price per square foot of land and price per square foot of FAR as the common units of comparison. The price per square of land is calculated by dividing the price per square foot of land by the sale property of the property less any contributory value of existing improvements. The price per FAR is calculated by the selling price divided by the maximum potential or anticipated square footage that is developable on the property. The resulting dollar amount is the price per unit, in this case price per square foot of land and price per FAR. Upward adjustments were made to the sales price per unit when the subject property is

judged to be superior. Downward adjustments were made to the sales price per unit when the subject property is judged to be inferior.

We considered two potential units of comparison amongst the sales: price per square foot of land and price per FAR (Floor Area Ratio) Square Foot. The price per square of land is calculated by dividing the price per square foot of land by the sale property of the property less any contributory value of existing improvements. The price per FAR is calculated by the selling price divided by the maximum potential or anticipated square footage that is developable on the property. After closely examining the Downtown Columbia Real Estate Market, surrounding Sales within Columbia and in Howard County, it was concluded that no Arm's length, which represent the land value and development potential of the subject property, with consideration to the proposed signature building, either in price per square foot of land or price per square foot of FAR exist. This is likely due to the fact that the majority of land and buildings within the Downtown Columbia Plan is under the ownership of Howard Hughes, some of which have been owned for 10 to 20 or more years. In the past six years, two comparables (Also Considered) took place within the Downtown Columbia Plan that warranted consideration and evaluation to draw this conclusion.

-10227 Wincopin Circle, purchased by Howard Hughes and plans to raze the building to align with the overall Downtown Columbia Plan. This property is also surrounded by property owned by Howard Hughes.

-5565 SE Sterrett Place, Columbia, purchased by Howard Hughes in a bankruptcy sale. The building was subsequently razed to align overall with the Downtown Columbia Plan.

None of these transactions represented market value of the subject property in the present marketplace, taking into account the proposed building, containing 326,534 FAR Square Footage, shown on the grid "Also Considered" on the following page.

Also Considered Sales Grid

Sale	Subject	Also Considered	Also Considered
Address	5900 Symphony Woods Road Columbia, MD 21044	10227 Wincopin Circle Columbia, MD 21044	5565 SE Sterrett Place Columbia, MD 21044
Rights Conveyed	Fee Simple	Fee Simple	Fee Simple
Conditions of Sale		Arm's Length	Arm's Length
Zoning	NT, Crescent	NT, Lakefront Core	NT, Lakefront Core
Sale Date	10/27/2020	12/20/2016	5/4/2018
Sales Price		\$16,466,667.00	\$7,000,000.00
Value of Imp.	N/A	\$0.00	\$0.00
Land Value	N/A	\$16,466,667.00	\$7,000,000.00
Number of Sq Ft Land	111,426/124,582	27,399	61680.00
Price/Sq Ft	N/A	\$601.00	\$113.49
Potential FAR Proposed Building	326,534	126,720	119,070
Price/FAR		\$129.95	\$58.79
FAR/Land Ratio	2.6/2.9	4.6	1.9
Time	2%	7.7%	5.0%
Adjusted Price/FAR		\$139.96	\$61.71
Conditions of Sale	Entitlements/ Funding	0%	0%
Location/Site Prominence	Downtown Columbia	0%	0%
Size Sq Ft	111,426/124,582	0%	0%
Potential FAR	326,534	0%	0%
FAR Ratio	2.6/2.9	0%	0%
Frontage	Public Road	0%	0%
Access	Public multiple	0%	0%
Topography	Level/Clear	0%	0%
Zoning	NT, Crescent	0%	0%
Utilities	Public	0%	0%
Shape/Engineering	Irregular	0%	0%
Demo/Site Prep	Minimal	0%	0%
Public Transportation	Convenient/ 2 blocks	0%	0%
Other		0%	0%
Net Adjustment		0%	0%
Gross Adjustment		0%	0%
Price/FAR		\$139.96	\$61.71

Given the range of unadjusted FAR values and discussions with market participants, none of these transactions represented market value of the subject property in the present marketplace, taking into account the proposed building, containing 326,534 FAR Square Footage.

As a result, we examined surrounding areas, with similar zoning and characteristics, that also supported a proposed project that is either incentivized by an Affordable Housing Commission or is purpose built housing with the potential for mixed use on the ground floor. The areas that most resemble these factors was College Park, along Route 1 Corridor/Baltimore Avenue adjacent to University of Maryland, and areas of redevelopment in Montgomery County with similar densities.

SALES GRID

Sale	Subject	1	2	3	4	5
Address		11250 Veirs Mill Road Silver Spring, MD	10140 New Hampshire Avenue Silver Spring, MD	9845 Lost Knife Road Gaithersburg, MD 20879	4700 Berwyn House Road College Park, MD 20740	8430 Baltimore Avenue College Park, MD 20740
Rights Conveyed	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Conditions of Sale		Arms Length	Arms Length	Arms Length	Arms Length	Arms Length
Zoning	NT, Crescent	CRT-3.0,C-2.5,R-2.5,H-100	CRT-1.75, C-0.5,R-1.5,H-85	CRT-1.25, C-0.25, R-1.0, H-75	MUI-DDO	MUI-DDO
Sale Date	10/27/2020	1/23/2019	2/14/2019	1/9/2019	9/25/2015	1/31/2019
Sales Price		\$11,500,000	\$1,920,000	\$3,500,000	\$9,775,000	\$29,750,000
Value of Imp.	N/A	\$0	\$0	\$0	\$0	\$0
Land Value	N/A	\$11,500,000	\$1,920,000	\$3,500,000	\$9,775,000	\$29,750,000
Number of Sq Ft Land	111,426/124,582	235,254	43,671	127,946	92,347	89,162
Price/Sq Ft		\$48.88	\$43.97	\$27.36	\$105.85	\$333.66
Potential FAR (Proposed Building)	326,534	514,648	76,424	159,933	330,555	713,296
Price/FAR		\$22.35	\$25.12	\$21.88	\$29.57	\$41.71
FAR/Land Ratio	2.6/2.9	2.19	1.75	1.25	3.58	8.00
Time	10/27/2020 2%	3.6%	3.4%	3.6%	10.2%	3.5%
Adjusted Price/FAR		\$23.14	\$25.98	\$22.67	\$32.58	\$43.16
Conditions of Sale	Entitlements	0%	-10%	0%	-15%	-15%
Location/ Site Prominence	Downtown Columbia	-5%	0%	5%	-5%	-5%
Size Sq Ft	111,426/124,582	0%	0%	0%	0%	0%
Potential FAR	326,534	0%	0%	0%	0%	5%
FAR Ratio	2.6/2.9	0%	0%	0%	0%	-10%
Frontage	Public Road	0%	0%	0%	0%	0%
Access	Public multiple	0%	-5%	0%	0%	-10%
Topography	Level/Clear	0%	0%	0%	0%	0%
Zoning	NT, Crescent	0%	0%	0%	0%	0%
Utilities	Public	0%	0%	0%	0%	0%
Shape/Engineering	Irregular	0%	0%	0%	0%	0%
Demo/Site Prep	Minimal	5%	0%	0%	0%	0%
Public Transportation	Convenient 2 blocks	-5%	0%	0%	-5%	-5%
Other		5%	0%	0%	0%	0%
Net Adjustment		0%	-15%	5%	-25%	-40%
Gross Adjustment		20%	15%	5%	25%	50%
Price/FAR		\$23.14	\$22.08	\$23.81	\$24.44	\$25.90

All comparables have similar zoning and land uses to the subject, it would be reasonable to employ a price per square foot of land. However, the comparables do not all have equivalent FAR potential given the site characteristics, additional regulations/comprehensive plans superseding zoning and proposed projects. Therefore, the better unit of comparison is considered to be price per FAR-Square Footage. This tends to match the approach of urban developers and investors who often quote land values on a price per FAR basis, rather than price per square footage. Thus, given the proposed size of the building on the subject property, we will use a price per FAR-Square Footage. The FAR of the Sale #1 through Sale #5, before adjustments ranges from \$21.88 on Sale #3 to a high of \$41.71 on Sale #5.

Adjustments for Time and Conditions of Sale:

A reliable adjustment for time can be extracted from Sale #2, which sold in mid-2014 for \$1,700,000 and then in early 2019 for \$1,920,000, approximately 4.5 years later.

From this information we can determine a rate at which the property appreciated

Number of Periods	Rate	Present Value	Payments	Future Value
N	I	PV	PMT	FV
4.5 years	?	\$1,700,000	\$0	\$1,920,000

Solving for “I” we get a rate of 2.7413 % of appreciation, compounded annually. This represents an annual time adjustment from Sale #2.

Another consideration for market conditions is the CPI, (Consumer Price Index). The CPI is a measure of the average change over time in the prices paid by urban consumers for a market basket of consumer goods and services. Indexes are available for various geographical regions by the U.S. Bureau of Labor Statistics. According to the CPI, over the past twelve months, all items within the index, with the exception of energy (declined 7.7%), increased by 1.4 %. Given this range, we will

utilize 2% per year as the supported adjustment from the date of value of the subject property and the date of value of the comparable property.

The comparable Sales # 1-5, all occurred over the past two years with the exception of Sale #4, which occurred 2015. The importance of Sale #4 provides an accurate value of the entitlements that transferred with land sale of a proposed building, which were worth more than the underlying land value. Sale # 4 was under contract for the land for \$3,000,000.00, then received entitlements and the contract was sold for \$9,775,000.00. From this information, we conclude that the entitlements are worth \$6,775,000.00 or say \$20.50 per FAR Square Foot. The developed property Sale #4, was sold with improvements for \$98,000,000 in November of 2019. Sale #2 was purchased with entitlements to build the proposed building that will be located on an assemblage of two parcels. The adjoining parcel is under the ownership of the Housing Commission of Montgomery County; thus, they had vested interest in the transaction of Sale #2, indicating a downward adjustment for Conditions of Sale. Sale #5 sold with entitlements in place, according to Christian Cerria, to build the proposed building on the site, the largest of its kind in College Park.

Location and Site Prominence

The subject property occupies a visible and prominent location, within Downtown Columbia. While also offering pedestrian access, public transportation and being close in proximity to a range of amenities. The convenience and proximity to amenities, groceries, restaurants, public transportation and cultural activities is one of the most important aspects of multi-family, purpose built, high density urban living. Therefore, location adjustments were made to the comparables based on this comparison. Sale #1, located at Veirs Mill Road, is located across the street from Wheaton Plaza Mall. Although, the area might not be as picturesque as the Crescent neighborhood of Downtown Columbia, the sale is located very close to a large array of amenities important to high density residential developments, considered slightly superior to the subject, indicating a

downwards adjustment. Sale #3 is located in Gaithersburg, on a corner location, and across from Lake Forest Mall. The immediate area to the north is apartments and further south, a longer walk, to similar amenities as the subject property. The subject is considered superior, indicating an upwards adjustment. Sale #4 and Sale #5 are in College Park, immediately adjacent to the campus and all amenities desirable for that type of purpose built housing, considered superior to the subject property.

Potential FAR and Site Size

The subject's vary in potential FAR from 76,424 +/- FAR Square Feet to a high of 713,296 +/- FAR Square Feet, bracketing the subject property with an FAR of 326,534 +/- FAR Square Feet. The FAR to site size ratio ranges from 1.25 FAR on Sale #3 to a high of 8 FAR on Sale #5. Sale #5 also sold for the highest price per FAR, this can be attributed to the highest density at 8.0 FAR, considered superior to the subject at 2.9 FAR, indicating a downwards adjustment.

Frontage, Access and Shape

The irregular shape of the subject property, irregular in pentagonal, with road frontage and access on all but the southeasterly side, offers a unique opportunity to design a visually appealing and interesting building, thus not considered a negative. All of the sale properties were irregular in shape; thus, no adjustments were warranted. Sale #2 has superior frontage and access, being immediately adjacent to the Capital Beltway and New Hampshire Avenue to the southeast, while also being adjacent to the Life Sciences and FDA Village. Sale #5, the buyer indicated that they were willing to pay a premium to be on the west side of Route 1, to support a pedestrian friendly building, so residents did not have to cross Route 1. A downwards adjustment is made to Sale #5 to representing this consideration by the buyer.

Zoning

The subject property is zoned NT (New Town) and within the Downtown Columbia Master plan is permitted to have a high density of 15 stories. However, the proposed building is 7 stories, with a cultural center and residential units, totaling an FAR of 326,534 square feet. Sales #1 to #3 have similar density to the proposed building, as CRT-1.25 to CRT-3.0. CRT represents Commercial Residential Town of Montgomery County, intended for small downtown, mixed use, pedestrian-oriented centers and the edges of larger, more intense downtown, similar to the Crescent neighborhood of the subject, adjacent to the Lake Front Core. Sale #4 and Sale #5 are zoned MUI, mixed use infill. MUI is similar to the NT zoning in that it is very flexible in uses, but also one of the most intense/dense zonings in Prince George's County, which allow for the higher density of the sales in College Park. The similarities of these zonings and permitted land uses warranted no adjustments.

Demo/Site Prep

Although all of the sales had existing improvements that were beyond the economic life and will be removed, Sale #1 had the largest and most complicated given the site layout. Therefore, a minor adjustment was made to account for razing the existing improvements on the site. The remainder of the sales, the razing costs were negligible in the purchase price and offered no contributory value. Sale #5 is located adjacent to Paint Branch Stream. The western portion of the property is located within the 100 year flood plain, as a result, special site accommodations were made to support the development. Previously, the parking lot of the existing restaurant improvements was within the floodplain.

Proximity of Public Transportation

A significant consideration in high density living and zoning/land use is the proximity of public transportation. In the case of this appraisal, public transportation is by means of bus lines that connect Howard County with Anne Arundel County, the City of Laurel and Northern Prince

George's County. Sale #1 is located closer to a bus stop and approximately 2 miles from WMATA, considered superior to the subject, indicating a downwards adjustment. Sale #4 and Sale #5 have bus stops on Route 1 immediately adjacent to the property and Greenbelt/College Park WMATA is in close proximity.

Other Considerations

Sale #1 was multiple parcels of land on several adjacent blocks to Veirs Mill Road. The highest and best use of the property is all similar, with varying density, however, the fact that they are discontinuous and not all adjacent is considered inferior to the subject property, indicating an upwards adjustment for other.

After considering the evidence, the market value of the site is estimated at \$24.00 per FAR square foot, given the site and the proposed building. The estimate is based on the median adjusted value of the sales, \$23.87 per FAR square foot, with equal consideration given to Sales 1-5. Although Sale #5 was purchased at a premium, as indicated by the buyer, due to being on the same side of the road as the UMD Campus, it is being marketed as a signature building that will involve approximately 42% of the undergraduate class at UMD. The value increase is due to this and the entitlements in place at the time of the sale is only known to the buyer. In all conversations with market participants within Downtown Columbia, they were interested in the subject property, some were even familiar with the proposed building plans. They also indicated that if the property was listed for sale, it would definitely be "on the radar" watch list, given the location and surrounding land uses. Accordingly, the market indicated value of the subject property is calculated as follows:

Parcel S - 124,582 Square Feet, (proposed building site) supporting 326,534 FAR Square Feet
326,534 FAR Square Feet at \$24.00 per FAR Square Foot equals \$7,836,816.00.

Part of Lot 1, (Toby's General Partnership, as shown in Plat Book 15-48) contains 2.558 +/- acres or say 111,426 Square Feet.

$111,426/124,582 = 0.8944405594$ or say 89.444%

89.444% of \$7,836,816 equals \$7,009,292.00, Rounded to \$7,010,000.00.

The reader is reminded that the above property land areas, 111,426 +/- square feet or say 2.558 +/- acres is the existing Toby's General Partnership Tract, while the proposed building is an assemblage of several small adjacent parcels creating a 2.86 +/- acre or say 124,582 +/- square foot tract shown as Parcel S on the GLW drawings.

27. Correlation:

We have determined this is a land appraisal and the existing building contributes no value, the use of three approaches to value, the direct sales comparison approach, cost approach and income approach is not applicable.

We arrived at our value based on the direct sales comparison approach utilizing recent comparables of other sites within Columbia and Southern Howard County, then expanding the search to neighboring municipalities that had similar redevelopments of purpose built housing. Therefore, there is no other alternate valuation method to reconcile (Cost or Income Approach).

Thus, the estimated market value of the subject property, under the terms and conditions set forth in this report, as of October 27, 2020, is:

SEVEN MILLION TEN THOUSAND DOLLARS

(\$7,010,000.00)

This appraisal report is being transmitted in a narrative format. Should a complete engineering study be provided to the appraiser, the appraiser reserves the right to review and revise this appraisal report. Should the engineering report provide material differences than what has been reported within this appraisal report could render this appraisal as invalid.

SALES INFORMATION

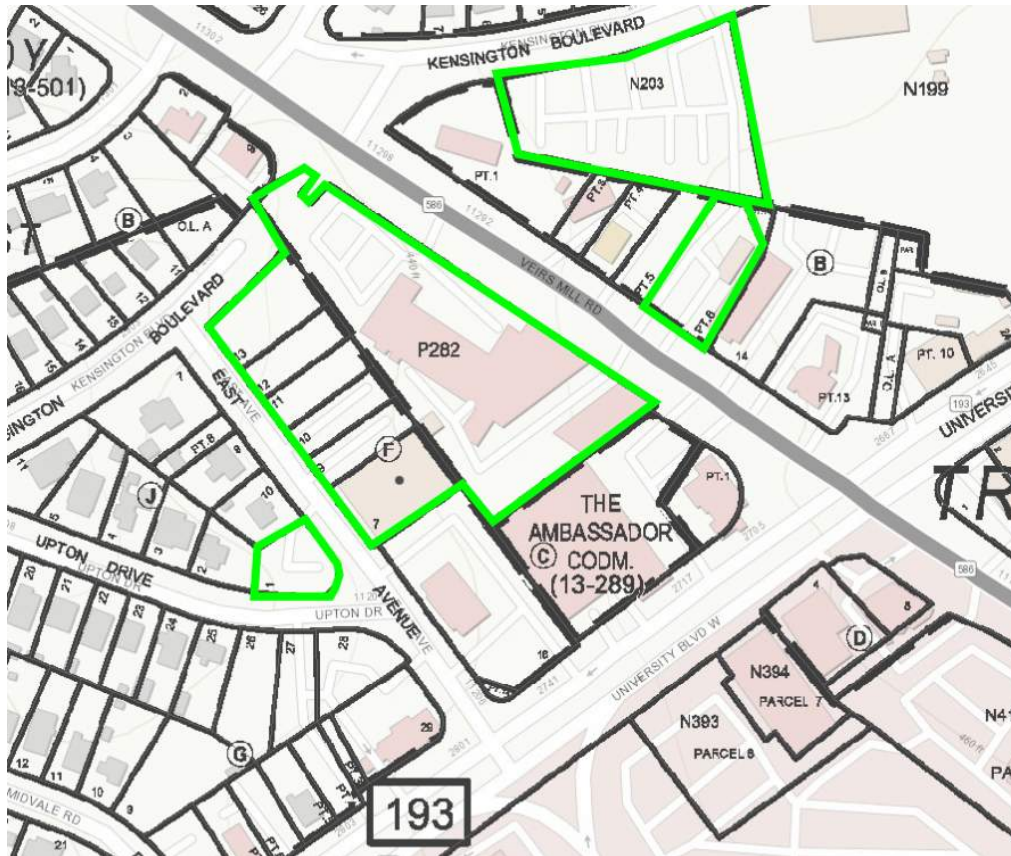
Sale Number 1:

Grantor:	11250 Veirs Mill Road, LLC
Grantee:	HOC at 11250 Veirs Mill Road, LLC
Deed Date:	January 17, 2019
Record Date:	January 18, 2019
Liber/Folio:	57142/231
Indicated Consideration:	\$11,500,000.00
Land Size:	235,254 +/- Square Feet
Zoning:	Multiple, see below
Location:	Multiple, see below Veirs Mill Road Silver Spring, Maryland 20903
Financing:	No Record of financing
Verification:	Monzella Saunders-Owings, Title Attorney

Comments:

\$11,500,000.00 for 235,254 +/- square feet on 11 properties, offers a maximum potential floor area ratio (FAR) of 514,648 +/- square feet or say \$22.35 per potential square foot of FAR. The property was sold from a developer/car dealership to the Housing Opportunities Commission of Montgomery. The buyer intends to redevelop the property with residential affordable housing and some mixed use. The properties have access from multiple public roads, and frontage on Veirs Mill Road. The parcels immediately adjacent to Veirs Mill are zoned CR-3.0, C-2.5, R-2.5, H-100, offering a high density development potential. According to Monzella Saunders-Owings, the property transferred in a negotiated arm's length transaction. The property is located on the west side of University Boulevard and Veirs Mill Road, within walking distance of Westfield Wheaton Mall and close to public transportation.

Tract One				SF	FAR	Zoning
	13-502-3293197	Parcel N203		54,450	81,675	CRT 1.5, C-0.5, R-1.5, H-45
Tract Two	13-16-1026977	Lot 11		7,250	10,875	CRN-1.5, C-0.25, R-1.5, H-45
	13-16-1027378	Lot 12		7,250	10,875	CRN-1.5, C-0.25, R-1.5, H-45
	13-16-1027106	Lot 13		12,323	18,485	CRN-1.5, C-0.25, R-1.5, H-45
Tract Three	13-1-966988	Parcel 282		98,407	295,221	CR-3.0, C-2.5, R-2.5, H-100
	13-16-1027004	Lots 7 and 8		14,500	21,750	CRN-1.5, C-0.25, R-1.5, H-45
	13-16-1027026	Lot 9		7,250	10,875	CRN-1.5, C-0.25, R-1.5, H-45
	13-16-1027015	Lot 10		7,250	10,875	CRN-1.5, C-0.25, R-1.5, H-45
	13-16-1027458	Lot 1, Block J		9,519	2,852	R-60
	13-56-1187610	Lots 6 and 7, Block B		15,452	46,356	CR-3.0, C-2.5, R-2.5, H-100
	13-56-1187621	Lot 11, Block B		1,603	4,809	CR-3.0, C-2.5, R-2.5, H-100
			Total	235,254	514,648	
			Price		\$11,500,000.00	
			\$ Per FAR		\$22.35	



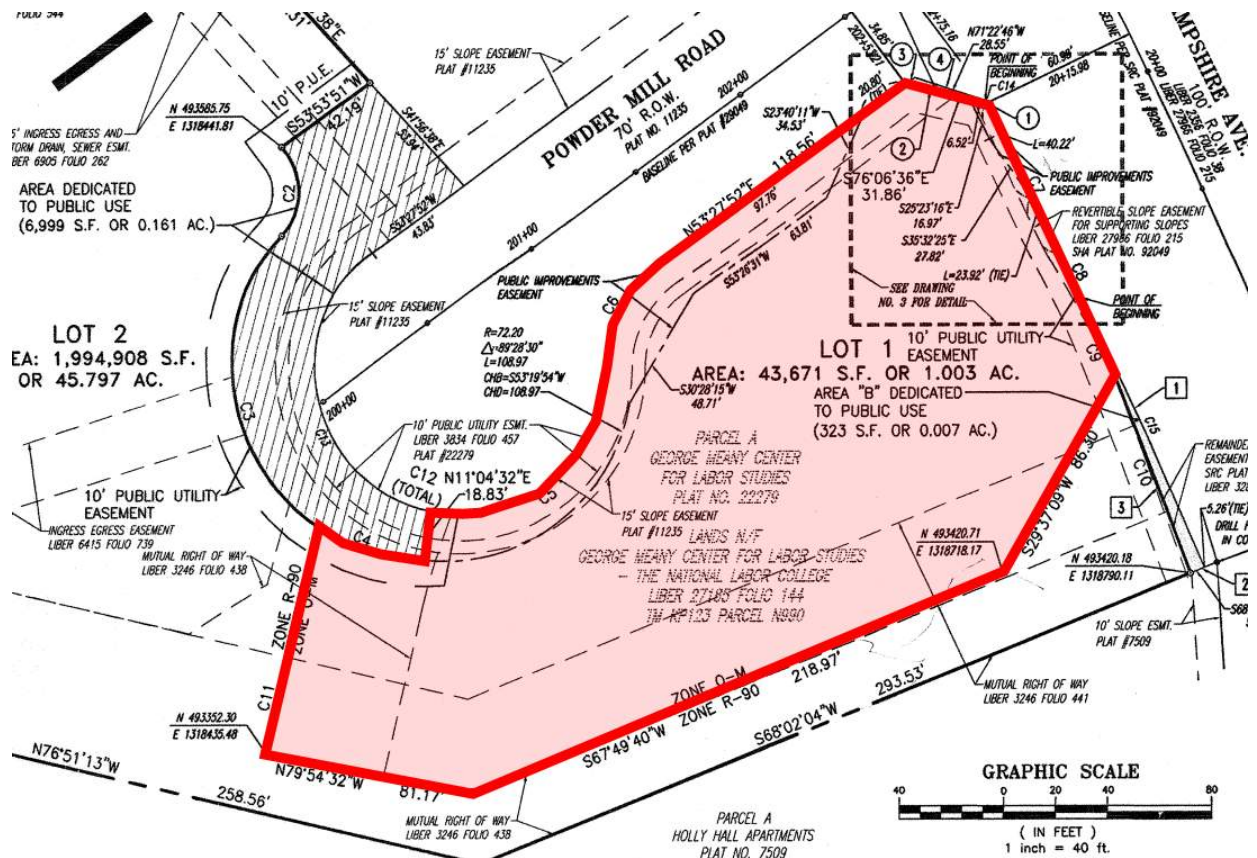
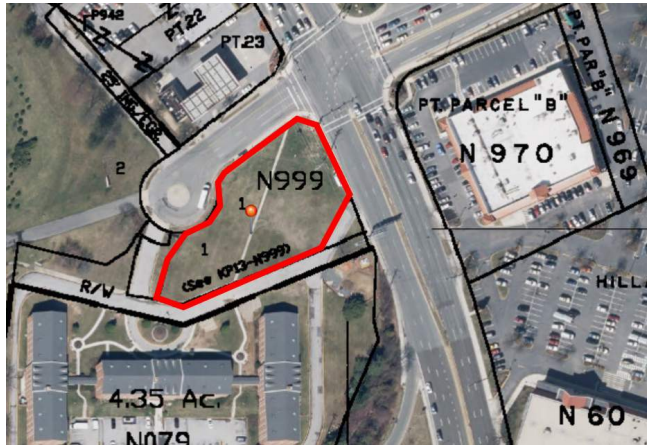


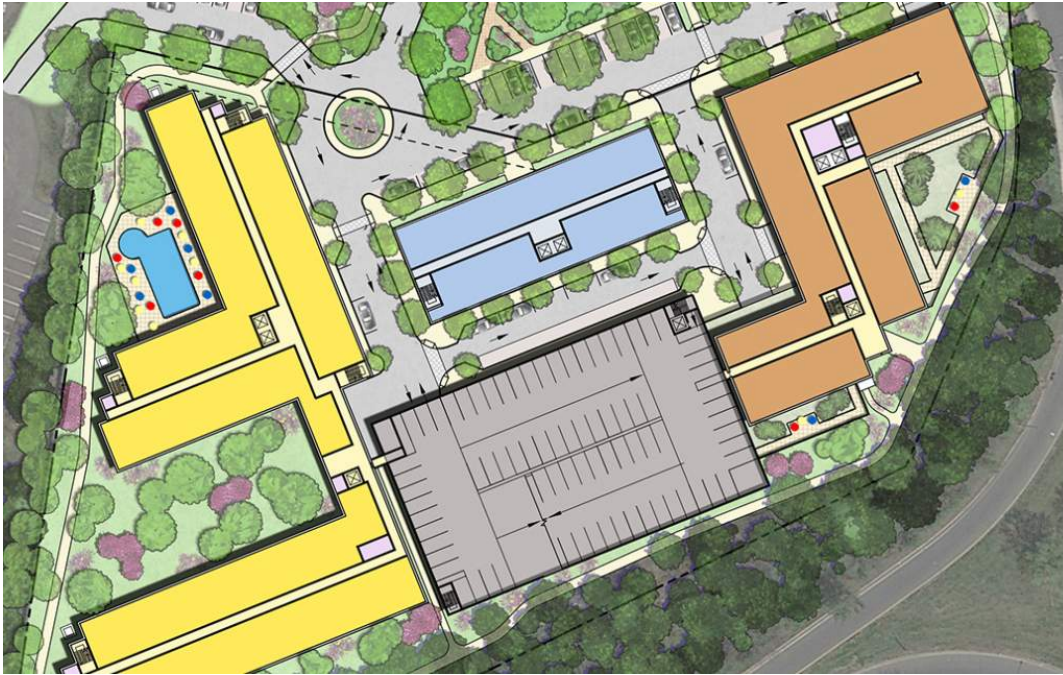
Sale Number 2:

Grantor:	Hillandale Gateway, LLC (Housing Opportunities Commission of Montgomery County)
Grantee:	Hillandale Pad
Deed Date:	February 14, 2019
Record Date:	February 15, 2019
Liber/Folio:	57222/103
Indicated Consideration:	\$1,920,000.00
Land Size:	1.0025 +/- Acres or say 43,671 +/- Square Feet
FAR:	76,424 FAR SF
Zoning:	CRT-1.75, C-0.5, R-1.5, H-85
Location:	Tax Map KP13, Parcel N999, Lot 1 10410 New Hampshire Avenue Silver Spring, Maryland 20903
Financing:	No Record of financing
Verification:	Mr. David P Nelson, Tax Record and Deed

Comments:

\$1,920,000.00 for 1.0025 +/- acres or say 43,671 +/- square feet with an 76,424 FAR indicates a price per potential FAR of \$25.12. The property was vacant and unimproved at the time of the sale. Property was purchased by Housing Opportunities Commission. The property is shown on Plat Number 23929 and 23930, titled "A Resubdivision of Part of Parcel A George Meany Center for Labor Studies" dated July 3, 2008 and prepared by Bohler Engineering. The property is located on the south side of Powder Mill Road and west side of New Hampshire Avenue. The Housing Authority of Montgomery County owns the additional 4.35 +/- acres to the south, which is being assembled to build the proposed project adjacent to the Life Sciences/FDA Village Center and White Oak Center. According to the plat, the property enjoys approximately 197.25 +/- feet of frontage on New Hampshire Avenue, approximately 262.88 +/- feet of road frontage on Powder Mill Road and approximately 31.86 +/- feet of road frontage at the intersection. The property is irregular in shape and was completely cleared at the time of the sale. All utilities were available at the property. The property was previously purchased in 2014 for \$1,700,000 by the Housing Opportunities Commission of Montgomery County, the price per FAR was \$22.24 per FAR SF. The proposed project is a LEED mixed use development with affordable and market rate dwellings. The design calls for 146 Age-Restricted Units, 350 Non-age restricted units and 20,000 +/- square feet of retail. The Commercial Residential Town (CRT) zoning of Montgomery County is intended for small downtown, mixed use, pedestrian-oriented centers and the edges of larger, more intense downtown. Retail tenant ground floor footprints are limited to preserve the town center scale.





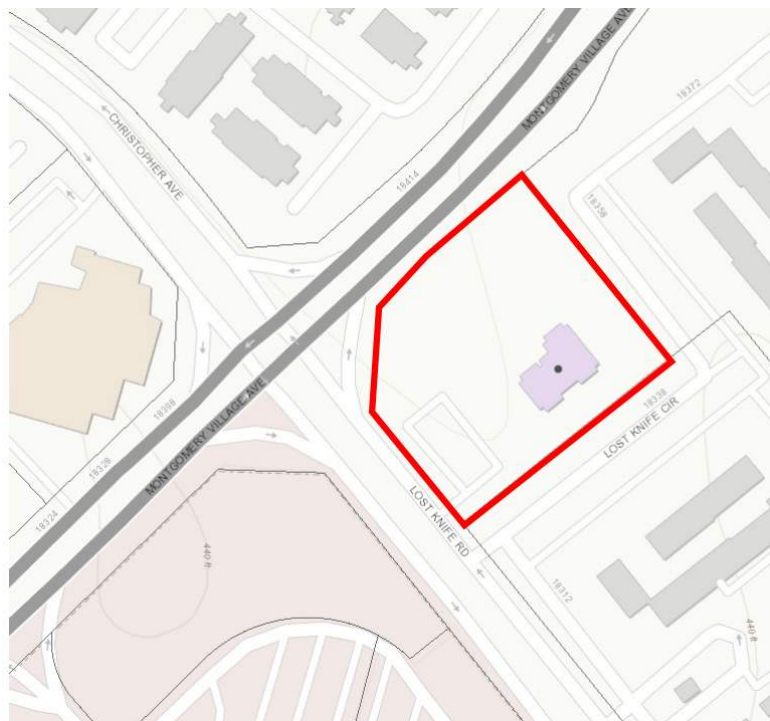
Renderings taken from Torti Gallas + Partners Proposed Project

Sale Number 3:

Grantor:	Ernest C. Moreno and Andrew Sankin
Grantee:	Housing Opportunities Commission of Montgomery County
Deed Date:	December 19, 2018
Record Date:	January 9, 2019
Liber/Folio:	57080/382 (Montgomery)
Indicated Consideration:	\$3,500,000.00
Land Size:	127,946 +/- Square Feet
FAR:	159,933 +/- Square Feet
Zoning:	MUI-DDO
Location:	Tax Map FT43, PT of Parcel F Hamlet Montgomery Village 9845 Lost Knife Road Gaithersburg, Maryland 20879
Financing:	All cash transaction
Verification:	Seller Andrew Sankin, Tax Record and Deed

Comments:

\$3,500,000.00 for 127,946 +/- square feet zoned CRT-1.25, C-0.25, R-1.0, H-75, offers a maximum potential floor area ratio (FAR) of 159,933 +/- square feet or say \$21.88 per potential square foot of FAR. The sale property is adjacent to the city limits of Gaithersburg. The land is a cleared 2.94 +/- acre site, located on the eastern quadrant of Montgomery Village and Lost Knife Road. Present access to the property is directly off Lost Knife Road. The property is more or less regular in shape, level and on grade with adjacent road frontages. The buyer, Montgomery County Housing Commission, is an adjoining landowner, of residential apartment complexes with the intention of razing the existing building and assemblage of the property. The buyer leased the existing retail building, back to the seller for an extended term for the existing day care facility. At the completion of the leaseback the buyer intends to raze the building and redevelop with affordable housing. The site was on the northeast side of Lost Knife Road and Montgomery Village Avenue, across the street from Lake Forest Mall and walking distance to local amenities in Gaithersburg. The buyer was interested in the land.



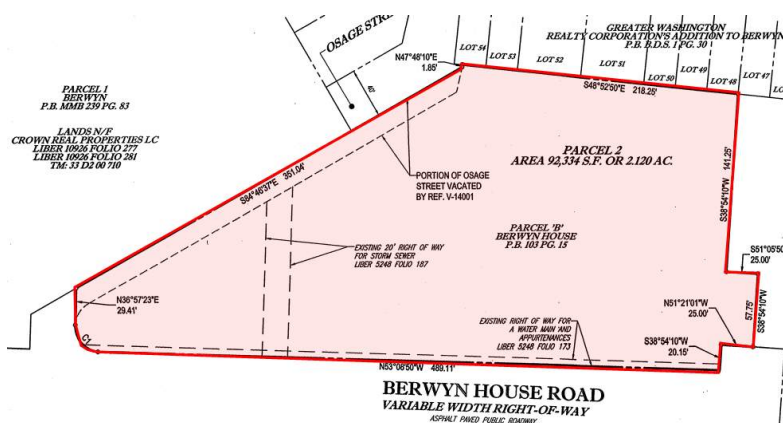


Sale Number 4:

Grantor:	7401 Realty, LLC
Grantee:	Wood Partners College Park Owner LLC
Deed Date:	September 24, 2015
Record Date:	September 25, 2015
Liber/Folio:	37446/140 (Prince Georges)
Indicated Consideration:	\$9,775,000.00
Land Size:	92,347 +/- Square Feet
FAR:	330,555 +/- Square Feet
Zoning:	MUI-DDO
Location:	Tax Map 33, Grid D2, Parcel: 2 4700 Berwyn House Road College Park, Maryland 20740
Financing:	Financed \$46,800,000 Through Santander Bank
Verification:	Buyer Andy Schukra, Tax Record and Deed

Comments:

\$9,775,000.00 for 92,347 +/- square feet with entitlements to develop that property with 330,555 square feet of FAR in a 7 story building. \$9,775,000.00 for 330,555 FAR equals \$29.57 per FAR square feet. The property enjoys 489 +/- feet of frontage on the north side of Berwyn House Road and is just east of the interchange of Route 1 and Berwyn House Road. The sale property was improved with a 3,452 +/- square foot office building built in 1984. The property was under contract for \$3,000,000.00 while the approvals were granted for a 275-unit apartment building. After the approvals, the contract was subsequently sold for \$9,775,000.00, in an arm's length negotiated sale. The original \$3,000,000.00 contract of the property, between 7401 Realty LLC and Keane Enterprises represents the land value of the transaction. The purchase and assignment of the contract with approvals/entitlements for development is valued at \$6,775,000.00. At the time of the transaction, the property was improved with a building that offered no contributory value and was demolished after the transaction. The property has public road frontage on Berwyn House Road and is within walking distance to the UMCP campus. The property is zoned MUI-DDO. The developed property subsequently sold for \$98,000,000.00 on November 14, 2019 with a 9.5% vacancy to a private REIT, Hines Global Income Trust, Inc of Houston, Texas.





Developed Site as of Summer 2020

Sale Number 5:

Grantor:	CP Northgate, LLC
Grantee:	8430 Baltimore Avenue, LLC
Deed Date:	January 31, 2019
Record Date:	February 14, 2019
Liber/Folio:	41810/53 (Prince Georges)
Indicated Consideration:	\$29,750,000.00
Land Size:	89,162 +/- Square Feet
FAR:	713,296 +/- Square Feet
Zoning:	MUI-DDO
Location:	Tax Map 33, Grid D1, Parcel: A 8430 Baltimore Avenue College Park, Maryland 20740
Financing:	Financed \$18,000,000.00 through M&T Bank
Verification:	Christian Cerria, Gilbane Development Tax Record and Deed

Comments:

\$29,750,000.00 for 89,162 +/- square feet with entitlements to develop that property with 713,296 square feet of FAR in an 8 story building. \$29,750,000.00 for 713,296 FAR equals \$41.71 per FAR square feet. The sale consists of two adjoining parcels, Parcel A on Plat 223/052, containing 45,491 +/- square feet and Parcel A on Plat A-9076, containing 43,211 +/- square feet, and a total of 397.2 +/- feet of road frontage on the west side of Baltimore Avenue. The property was improved with a fast food retail building, containing 3,038 +/- square feet and built in 1978. The assessed value of the improvement is \$635,800.00. The property is also improved with an older dwelling 1,578 +/- square feet, previously used for a commercial purpose, but since closed and boarded up. The assessed value of the improvement is \$89,100.00. The improvements are considered an interim use, this is a land sale purchased by a developer for redevelopment with a mixed use building. The improvements offered no contributory value towards the sale price. The west side of the property is located within the 100 year flood plain. Sale has all public utilities and zoned MUI-DDO. The developer considered the sale price an "entitled price" with approvals for student housing. The developer, Gilbane Development is building improvements with 296 units and 975 beds, purpose built student housing. The developer intends to retain ownership and rent the units out. They also indicated they were willing to pay a premium for that side of Baltimore Avenue, more suitable for walking to campus.





Proposed Building

Sale Also Considered:

Grantor:	5565 Sterrett Place
Grantee:	Howard Hughes
Deed Date	May 1, 2018
Record Date:	May 4, 2018
County:	Howard County
Liber/Folio:	18164/416
Indicated Consideration:	\$7,000,000.00
Land Area:	61,680 +/- Square Feet
Price Per Square Foot:	\$113.49 per Square Foot
Potential FAR	119,070 FAR
Price per FAR:	\$58.79 per FAR
Zoning:	NT, Downtown Columbia "The Lakefront"
Location:	Tax Map 30, Grid 20, Parcel 290 5565 SE Sterrett Place Columbia, Maryland 21044
Financing:	All Cash transaction
Confirmation:	Benjamin P. Smith, representative of the Grantor

Comments:

\$7,000,000.00 for 61,680 +/- square feet of land indicates a price per square foot of \$113.49. The property was improved with an 119,070 +/- square foot office building, built in 1973, subsequently razed after the sale. The 119,070 FAR equals \$58.79 per FAR SF. The building was approximately 30% occupancy at the time of the sale. According to Nicholas Signor of Newmark Real Estate, the anchor tenant, MedStar Health vacated the sale property in a consolidation after construction was completed on 10980 Grantchester Way, Columbia at the corner of Broken Land Parkway and Little Patuxent Parkway. The sale was a foreclosure sale, ratified by the court according to Benjamin Smith, who represented the seller. The property had previously sold for \$12,700,000 in 2003.

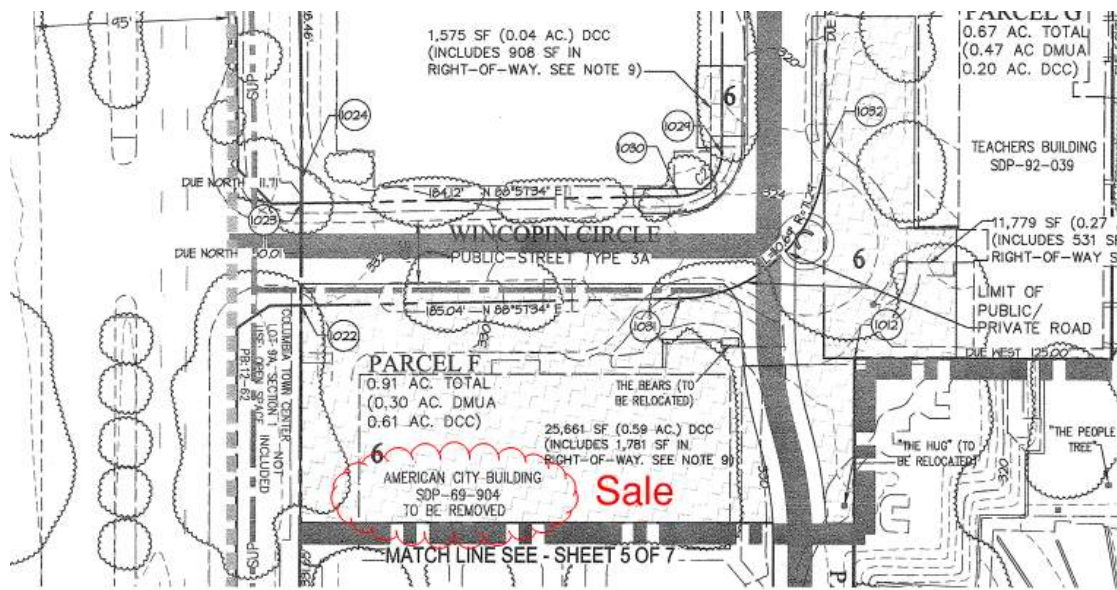


Sale Also Considered:

Grantor:	Wincopin Associates LLC
Grantee:	American City Building Business Trust
Deed Date	December 20, 2016
Record Date:	December 22, 2016
County:	Howard County
Liber/Folio:	17344/157
Indicated Consideration:	\$16,466,667.00
Land Area:	27,399 Square Feet
Price Per Square Foot:	\$601.00 per SF
FAR:	126,720
Price Per Far:	\$129.65 per FAR
Zoning:	NT, Downtown Columbia "The Lakefront"
Location:	Tax Map 36, Grid 1, Parcel 298 10227 Wincopin Circle Columbia, Maryland 21044
Financing:	No record of financing
Confirmation:	Pete Federowicz, representative of the Grantor

Comments:

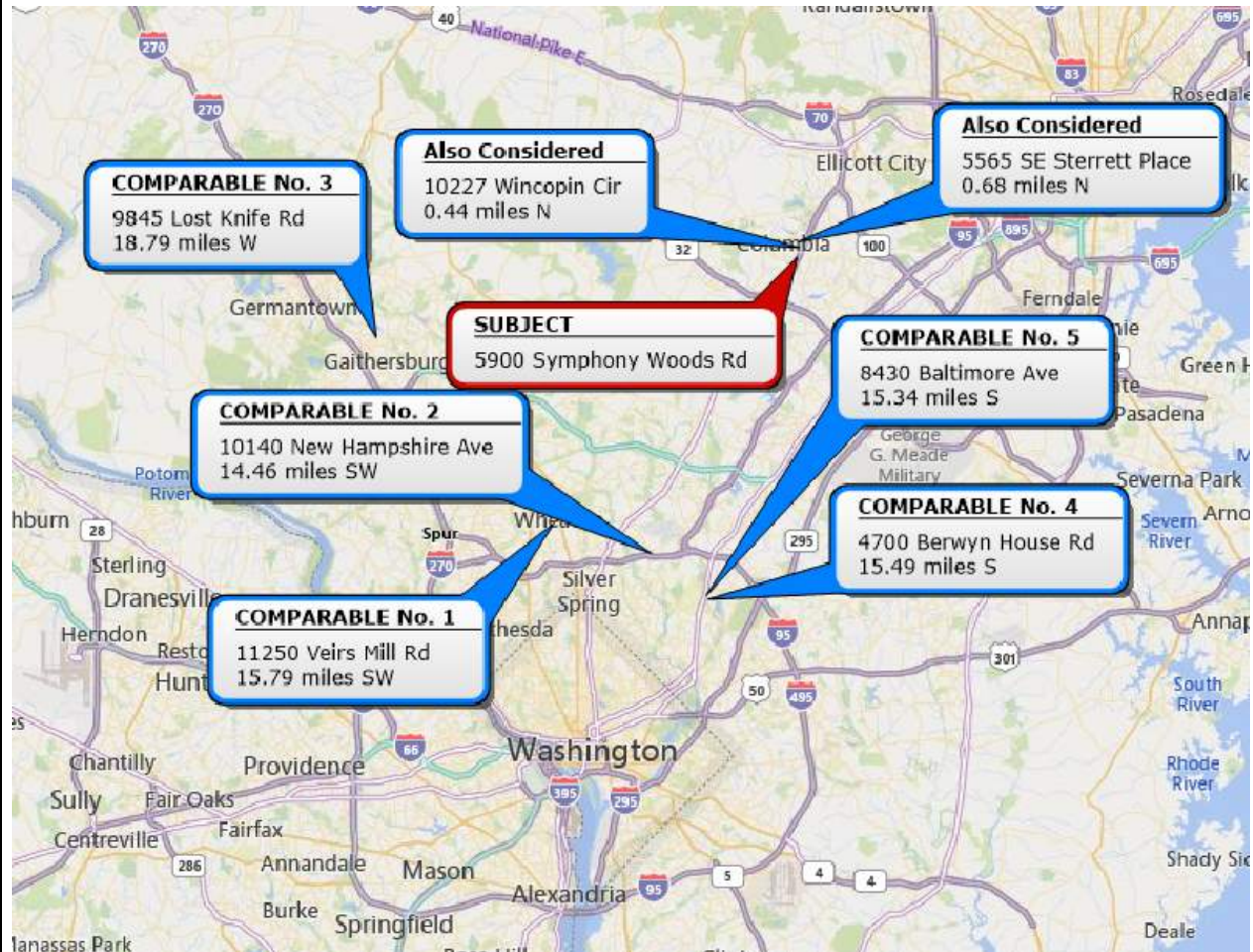
\$16,466,667.00 for 27,399 +/- square feet of land indicates a price per square foot of \$601.00. The sale property was improved with a 126,720 +/- square foot building equals \$129.95 Far. The building was 9 stories, at the time of the sale the building was "mostly vacant." The improvements as of the date of this appraisal are still standing, however, the approved Phase 1 drawing, dated August 2018 shows the American Building to be removed. This was further confirmed with Pete Federowicz of Nellis Corporation, representing the seller, who indicated the buyer intends to raze the building. This property was purchased by adjoining property owners, Howard Hughes, as an assemblage of multiple parcels for a large scale redevelopment project in the Lakefront Core Neighborhood of Downtown Columbia. This acquisition is a vital part of creating a walkable community connecting the mall with Lake Kittamanqundi. The design and intent of the master plan is to enhance the visibility and access to the lake and also extending a major east/west retail street to a green park and making Little Patuxent Parkway more pedestrian friendly. Although the exact property site will not be redeveloped, the buyer who owns all surrounding properties was willing to pay a premium to purchase this property as it allows Howard Hughes to execute the Lakefront Core Development Plan. The potential FAR of the property site, estimated at 246,591 was not evaluated as this was a strategic purchase to assemble with adjoining parcels. The sale is located in a superior, higher density location closer to walkable amenities, public transportation and adjoining retail/mixed use developments.



PLAN AREA-NORTH
PARCELS G, H, I, J, WINCOPIN CIRCLE & part of PARCEL F



Sales Location Map



October 26, 2020

Toby's Dinner Theatre
5900 Symphony Woods Road
Columbia, Maryland 21044

RE: Toby's Dinner Theatre
5900 Symphony Woods Road
Columbia, Maryland 21044

Representative of Toby's Dinner Theatre:

We have been retained by the Howard County Government to prepare an appraisal of your property located at 5900 Symphony Woods Road, Columbia, Maryland 21044 for possible acquisition.

In order to complete the appraisal, it will be necessary to inspect your property. Upon receipt of this letter, please contact me at 301-937-7000 or by e-mail at patrick@associatedappraisersmd.com within the next seven (7) days so we can arrange a mutually convenient time to inspect the property. If I don't hear from you, I will assume I have your authority to go ahead and inspect the property.

Any information that you think would be of help to our firm, such as plats, sales, or any other pertinent information related to your property, I would appreciate it if you would have them available for me at the time of inspection or forward to my e-mail address at patrick@associatedappraisersmd.com.

Please sign on the line below indicating that I have offered you the opportunity to accompany us on our inspection of your property, and return same to me at the above address or return the signed copy to me at time of inspection.

Sincerely yours,

Melville P. Peters
Certified General No. 04-32344



Property Owner/Representative

10-27-20

Date

SECTION 125.0: - NT (New Town) District

A. Definitions, Requirements and Restrictions Applicable to NT Districts

1. As used herein, the term "New Town" means an unincorporated city, town or village which:
 - a. Is designated and planned as an economically and culturally self-sufficient community with a population of at least 20,000 inhabitants; and
 - b. Is so designed and planned as to meet all of the requirements specified in this Section 125.0.
2. As used herein:
 - a. The terms "New Town District," "NT District" and "The District" mean the land zoned for the erection of a New Town under the provisions of this Section 125.0.
 - b. When a provision in this section requires that an action "will conform", "conform with", "conforms with", or "conforms to" the Downtown Columbia Plan or any part of the plan, the action being taken shall further, and not be contrary to, the following items in the Downtown Columbia Plan:
 - (1) Policies;
 - (2) Timing and implementation of the plan;
 - (3) Timing of development;
 - (4) Development patterns;
 - (5) Land uses; and
 - (6) Densities and intensities.
3. No NT District shall be created except by the procedure set forth herein. Each NT District must contain a total area of at least 2,500 contiguous acres. Lands which are divided by streets, roads, ways, highways, transmission pipes, lines or conduits, or rights-of-way (in fee or by easement) owned by third parties shall be deemed to be contiguous for purposes of this Section 125.0. No NT District shall be established except upon land the beneficial title to which is in the person, firm or corporation executing the petition referred to in Section 125.0 thereof. The tenant under a lease having a term of not less than 75 years shall be deemed to be the holder of the beneficial title to the land covered by the lease for the purpose of this Section 125.0.
4. No NT District shall have a greater overall residential density than that produced by the total combined number of dwellings permitted in this Section 125.0.A. The maximum number of dwellings permitted under the Downtown Revitalization Approval Process is established in Section 125.0.A. The maximum number of dwellings permitted that are not subject to the Downtown Revitalization Approval Process is established by this section and shall be calculated by multiplying the total number of acres within the NT District by two and one-half. For development that is not subject to the Downtown Revitalization Approval Process, the following development restrictions shall apply:
 - a. In areas designated "single-family—low density" on the Final Development Plan, the maximum number of dwellings permitted shall relate to the overall total number of dwellings in all areas so designated within the NT District and shall be calculated by multiplying the number of acres within all areas so designated by two.
 - b. In areas designated "single-family—medium density" on the Final Development Plan, the maximum number of dwellings permitted shall relate to the overall total number of dwellings in all areas so designated within the NT District and shall be calculated by multiplying the number of acres within all areas so designated by four.

- c. In areas designated "Apartments" on the Final Development Plan the maximum number of apartments permitted shall relate to the overall total number of apartments in all areas so designated within the NT District and shall be calculated by multiplying the number of acres within all areas so designated by 15.
- 5. The use of land within NT Districts shall be limited to those uses specified in the "Final Development Plan," provided, however, that:
 - a. No uses permitted only in the R-MH or M-2 Districts under these Regulations may be permitted in an NT District; and
 - b. Attached or semi-detached dwellings may be erected only in areas designated "Downtown Revitalization," or "Apartments" on a Final Development Plan. Within areas designated "Downtown Revitalization" such units shall be subject to the provisions of Section 125.0.A. Within areas designated "apartments" such units must be provided:
 - (1) In groups having no more than 10 dwellings attached to one another if attached on the sides, or 16 dwellings if attached back to back; and
 - (2) In such numbers so as not to exceed 10 dwellings for each acre of such use, calculated by multiplying the number of acres so designated by 10; and
 - (3) In such physical relation to each other and to other uses as may be specifically approved on a subdivision layout submitted as part of the Final Development Plan.
- 6. Except for accessory uses as hereinafter provided, no structure within an NT District shall be:
 - a. Erected except in accordance with the Final Development Plan, or
 - b. Used for any purpose other than the use designated for it on the Final Development Plan.
- 7. Except as otherwise provided in the Final Development Plan, the following restrictions shall be applicable to NT Districts:
 - a. Access shall be provided from every use site to a public street or to a system of common streets and ways connecting with the public street system.
 - b. The off-street parking requirements of Section 133.0 of these Regulations shall be applicable.
 - c. The accessory use provisions of Section 110.0 shall be applicable to all residential uses within the NT District.
 - d. The provisions of Section 128.0 (Supplementary Zoning District Regulations) shall apply to the NT District except for those provisions which specifically exclude the NT District.
- 8. Subject to any additional specific permitted uses of land which may be designated on an approved Final Development Plan pursuant to Section 125.0.C. of these Regulations, if an approved Final Development Plan designates POR, B-1, B-2, SC or M-1 District uses or any combination thereof for a specific area, then the general permitted uses for such area shall be those uses permitted as a matter of right in those districts. However, the bulk regulations for those districts regulating the location of structures, height limitations, setback provisions, minimum lot sizes, and coverage requirements shall not apply inasmuch as the controls therefore shall be included in the Final Development Plan approved by the Planning Board as provided under these Regulations.
 - a. Each New Town District must provide each of the following uses in the following proportions:

	(1) Minimum Percentage of Total Area of the District	(2) Maximum Percentage of Total Area of the District
Open Space Uses	36%	N/A
Single-family—Low Density	10%	N/A
Single-family—Medium Density	20%	N/A
Apartments	N/A	13%
Commercial (POR, B-1, B-2 and SC uses)	2%	10%
Industrial Uses (M-1 uses)	10%	20%
Other uses presently permitted in any zoning district other than those permitted only in R-MH or M-2 Districts	N/A	15%
Note: N/A means Not Applicable		

- b. Except as provided in Section 125.0.A.8.c. below, the land use percentages in Section 125.0.A.8.a. do not apply to Downtown Revitalization. However for purposes of determining and maintaining compliance with the land use percentages chart in Section 125.0.A.8. for areas in the New Town District outside of Downtown Columbia, land uses recorded on Final Development plans within Downtown Columbia prior to the effective date shall continue to be included when calculating the land use percentages in this chart.
- c. Upon recordation of a Final Development Plan within Downtown Columbia, environmentally sensitive land areas that are designated "open space" on the Final Development Plan will be credited towards the minimum percentage of open space uses in Section 125.0.A.8.a. above.
- d. Each New Town District must also provide adequate public transportation facilities and public water and sewer systems in the areas shown on the Final Development Plan.
- e. As used in this Section the term "open space uses" is defined as being those uses which do not involve any extensive coverage of land with structures, as, for example, all lands devoted to raising of crops, agricultural uses, parks, playing fields, golf courses and any other outdoor recreational uses (whether any such uses be publicly owned or privately owned or operated for profit), as well as all lands covered by lakes, rivers or streams, and all lands devoted to public or community uses. Open land designated for residential uses shall be considered qualified as "open space use" only if it is held for the common use of the public or persons residing in the particular locality within the community, and if it is larger than two acres in size. For the purpose of meeting the 36% requirement imposed above:

- (1) The term "open space uses" shall not include parking lots, streets, rights-of-way, amusement parks, golf driving ranges which are not ancillary to a golf course, or drive-in movies.
 - (2) All lands approved and credited as open space use on the Final Development Plan of the NT District shall be conclusively presumed to satisfy the requirements of this section.
9. Downtown Revitalization:
- a. Applicability: To implement the recommendations of the Downtown Columbia Plan, new development or redevelopment of any property located within Downtown Columbia that is approved after April 6, 2010 must comply with all provisions applicable to Downtown Revitalization, except as provided in Section 125.0.A.9.f. Downtown Revitalization shall require approval of: (I), a Final Development Plan or Final Development Plan Amendment, and (II), a Site Development Plan.
 - b. Uses: The following uses are permitted under the Downtown Revitalization Approval Process: All uses permitted in the POR, B-1, B-2, and SC Zoning Districts, Downtown Arts, Cultural and Community Uses and Dwellings. Structures may be developed with individual or multiples uses. Section 125.0.A.8. a. does not apply to Downtown Revitalization.
 - c. Development Levels: The following maximum development level limits apply to Downtown Columbia for Downtown Revitalization, except as qualified by Sections 125.0.A.9.f.(1), (2) and (3).
 - (1) The maximum number of Downtown Net New dwellings permitted is 5,500 dwellings. The number of dwellings permitted under the Downtown Revitalization Approval Process, up to a maximum of 5,500 Downtown Net New dwellings, shall be in addition to the overall residential density established by Section 125.0.A.4.
 - (2) Any dwelling within a Low Income Housing Tax Credit (LIHTC) project owned wholly or in partnership by the Howard County Housing Commission located in Downtown Columbia is exempt from the maximum number of Downtown Net New dwelling units established by Section 125.0.A.9.c.(1). The maximum number of such LIHTC dwellings permitted in Downtown Columbia is 744.
 - (3) The maximum amount of Downtown Net New commercial office development permitted is 4,300,000 square feet of gross floor area.
 - (4) The maximum number of Downtown Net New hotel and motel rooms permitted is 640 rooms.
 - (5) The maximum amount of Downtown Net New commercial retail development permitted is 1,250,000 square feet of gross floor area.
 - (6) The maximum development levels permitted above for Downtown Revitalization shall be in addition to the number of dwellings and gross floor area of nonresidential uses shown on a Site Development Plan approved prior to April 6, 2010.
 - (7) Arts centers, public libraries, and government uses are not counted toward any of the development levels listed above.
 - d. Off-Street Parking: Off-street parking and loading facilities within Downtown Columbia must be provided in accordance with the provisions for Downtown Revitalization in Section 133.0.E.3.
 - e. Previously Developed Properties.

- (1) Notwithstanding any other provision of these Regulations, any property currently improved with a building and any associated parking lots pursuant to a recorded Final Development Plan and an approved Site Development Plan as of April 6, 2010, may continue to be used in accordance with the terms and requirements on the Final Development Plan, but only to the same size and dimensions in the same location as shown on the approved Site Development Plan, except for minor changes to the Site Development Plan, which shall be governed by Section 125.0.G.
- (2) Demolition of existing improvements that are located within Downtown Columbia that occurs after April 6, 2010 shall result in the creation of a Demolition Development Credit equal to the number of dwellings and gross floor area devoted to nonresidential uses that were demolished. A Demolition Development Credit: (I) may be used anywhere within Downtown Columbia; and (II) shall not be limited by or counted against recommended development levels in the Downtown Columbia Plan or the maximum level of development permitted by Section 125.0.A.9.c.
- (3) Any existing structure or improvement that is located within Downtown Columbia that is destroyed by fire, flood or other calamity may be restored to the same size and dimensions in the same location as the destroyed structure in accordance with the previously approved Site Development Plan, provided that a building permit is issued with two (2) years from the date such structure was destroyed and reconstruction begins within six (6) months after issuance of the building permit. The Planning Board may approve an extension for good cause shown up to a maximum two additional years to obtain a building permit and begin construction. Structures and improvements constructed under this Section 125.0.A.9.f.(3) shall not be limited by or counted against development levels in the Downtown Columbia Plan or the maximum Downtown Net New level of development permitted by Section 125.0.A.9.c.

f. Additional Requirements.

- (1) The maximum building height permitted for Downtown Revitalization shall conform to the building height shown on the Downtown Maximum Building Height Plan and shall not exceed twenty stories.
- (2) Any Downtown Revitalization Development shall provide for art in the community that is equivalent in value to 1% of the building construction cost.
 - (a) Art must be provided:
 - (i) On site;
 - (ii) On other property located within Downtown Revitalization Development provided with the written consent of the owner of the fee simple property; or
 - (iii) The petitioner may pay a fee in-lieu of providing art on-site that is equivalent in value to 1% of the building construction cost.
 - (b) Art may be provided in combination with other Downtown Revitalization Developments.
 - (c) Each in-lieu fee must be paid prior to issuance of a use and occupancy permit for the first building in the project that generates the requirement, and the collected funds must be used to provide art on property within Downtown Revitalization Developments.
 - (d) If the value of the art provided on site or in combination with other projects exceeds 1% of the building construction cost, then the excess value beyond 1% can be credited towards the requirements of this subsection for a

subsequent-Final Development Plan subject to the procedures and requirements set forth in this subsection.

- (e) The following construction projects are not subject to the requirements of this section:
 - (i) Construction of places of worship and their accessory uses.
 - (ii) Renovations to existing or construction of new cultural facilities which include facilities located within a Downtown Arts and Entertainment Park, Downtown Arts, Cultural and Community Uses, and Downtown Community Commons.
 - (iii) Parking Structures.
 - (iv) Renovations to existing buildings or structures required by government mandated code compliance construction projects, such as projects exclusively designed for compliance with the Americans with Disabilities Act ("ADA"), the Maryland Accessibility Code, the National Fire Protection Association (NFPA) Life Safety Code, and/or fire sprinkler retrofits.
- (3) Except as provided in paragraph (4) of this Subsection, a developer of residential units shall provide affordable units as follows:
 - (a) 15% of all Net New dwelling units in buildings with 5 or fewer stories of residential units shall be affordable as defined by Howard County's Moderate Income Housing Unit program set forth in Title 13, Subtitle 4 of the Howard County Code;
 - (b) 12% of all Net New dwelling units in buildings with greater than 5 stories of residential units shall be affordable as defined by Howard County's Moderate Income Housing Unit program set forth in Title 13, Subtitle 4 of the Howard County Code;
 - (c) A developer of rental units may not utilize optional methods or alternative compliance as described in Section 13.402 of the Howard County Code and shall provide all of the affordable units:
 - (i) On the site of the development project;
 - (ii) In the same ratio of unit types as proposed for the development; and
 - (iii) Evenly distributed within each phase of development; and
 - (d) A developer of units offered for sale may, if approved, utilize optional methods or alternative compliance as described in Section 13.402 of the Howard County Code.
- (4) Paragraph (3) shall not apply if the County determines that the purposes of the Affordable Housing requirements of the Zoning Regulations and Title 13, Subtitle 4 of the Howard County Code will be served to a greater extent by entering into a Development Rights and Responsibilities Agreement with the developer in accordance with Title 16, Subtitle 17 of the Howard County Code if the property is identified for the development of affordable housing in an approved Development Rights and Responsibilities Agreement and appropriate covenants are recorded against the property consistent with the agreement. If a Development Rights and Responsibilities Agreement is approved and subsequently terminated, all development for which a site development plan has not received Technically Complete approval prior to the date on which the Development Rights and Responsibilities Agreement is terminated shall comply fully with the requirements set forth in paragraph (3) regardless of the number of affordable units developed under the Development Rights and Responsibilities

Agreement. Development pursuant to a site development plan which received Technically Complete approval before the termination of the Development Rights and Responsibilities Agreement shall be subject to the Development Rights and Responsibilities Agreement.

g. Open Space Preservation and Enhancement.

- (1) For the purpose of enhancing, preserving, conserving and increasing open space for enjoyment by the public, all land designated as credited open space on a Final Development Plan recorded prior to April 6, 2010 and depicted on the Downtown Open Space Preservation Plan shall, except as provided within this section, retain its character as one of the following four land types, as depicted on the Downtown Open Space Preservation Plan:
 - (a) Downtown Environmentally Sensitive Land Area.
 - (b) Downtown Parkland.
 - (c) Downtown Community Commons.
 - (d) Downtown Arts and Entertainment Park.
- (2) Construction of improvements that are included within one of the four above land type definitions in these Regulations is deemed to conform to and does not change the character of the land type as designated on the Downtown Open Space Preservation Plan.
- (3) There shall be no net loss of existing Downtown Community Commons as depicted on the Downtown Open Space Preservation Plan.
- (4) New Downtown Community Commons shall be provided in accordance with the following requirements:
 - (a) A minimum of 5% of the land located within Downtown Columbia that has not previously been designated as either (I) open space or (II) public right of way as shown on the Downtown Open Space Preservation Plan shall be provided as new Downtown Community Commons land.
 - (b) Downtown Community Commons may be located within areas designated as open space under a previously approved Final Development Plan. However, land counted toward the minimum requirement for new Downtown Community Commons land shall not include any environmentally sensitive land or land designated as credited open space on a recorded Final Development Plan for the purpose of fulfilling the 36% minimum open space requirement in the NT District.
 - (c) New Downtown Community Commons shall include sites of a character and location that are generally consistent with the amenity spaces shown on the Downtown Primary Amenity Space Framework Diagram and other sites which shall be identified and improved to enhance neighborhood development.
 - (d) Except for any neighborhood comprised entirely of land recorded as open space prior to April 6, 2010, each neighborhood shall include at least one Downtown Neighborhood Square. At least one Downtown Community Commons that meets the definition of Downtown Neighborhood Square in these Regulations and all the provisions of this section shall be completed and deeded to Howard County for public land as described in the Downtown Columbia Plan.
 - (e) The boundaries of all existing and new Downtown Community Commons shall be delineated on the proposed Final Development Plan with the total land area of each.

- (f) New Downtown Community Commons must be constructed prior to occupancy of more than 50% of all existing and proposed buildings having a façade adjacent to the space, or in accordance with a phasing plan approved as part of the Final Development Plan.
- (g) Each Final Development Plan shall designate 5% of the area that has not been previously designated as either open space or public right-of-way as Downtown Community Commons; except that if more than 5% is designated as Downtown Community Commons on any given Final Development Plan, the excess beyond 5% can be credited towards the Downtown Community Commons obligation on a subsequent Final Development Plan with the written consent of the fee simple owner of the land on which the Downtown Community Commons to be credited is located.
- (5) Except as provided below, there shall be no net loss in the total area of existing Downtown Parkland as depicted on the Downtown Open Space Preservation Plan and only Downtown Parkland uses are permitted:
 - (a) In exchange for the use of Downtown Parkland for any other use, including other open space uses, each acre of Downtown Parkland or portion thereof being developed must be replaced with one acre of newly designated Downtown Parkland.
 - (b) Any area newly designated as Downtown Parkland in exchange for existing Downtown Parkland must consist of at least one contiguous acre.
 - (c) Downtown Environmentally Sensitive Land Area recorded after April 6, 2010 may not be exchanged to replace Downtown Parkland.
- (6) Land designated as open space on a Final Development Plan recorded prior to April 6, 2010 on which a public facility such as a library or fire station has been constructed may be designated as Downtown Mixed-Use on an amended Final Development Plan, but may only be redeveloped after a replacement public facility is operating at an alternative location within Downtown Columbia.
- (7) All types of Downtown open space should be designed and maintained to further the sustainability goals for Downtown Columbia, as described in the Design Guidelines and Sustainability Framework, through innovative design, construction and environmental enhancements and rehabilitation.
- h. Phasing and Implementation.
 - (1) No permit for land disturbance activity in any phase of the Downtown Revitalization Phasing Plan shall be issued for Downtown Revitalization unless (I) the Community Enhancements, Programs and Public Amenities (CEPPAS) have been provided in accordance with the Downtown CEPPA Implementation Chart and CEPPA Flexibility Provisions, except as provided in Section 125.0.A.9.I.2 [this section reference in CB59-2009 is incorrect, should be Section 125.0.A.9.h(2)] and (II) building permits have been approved for at least the minimum levels of development identified in the Downtown Revitalization Phasing Plan for the preceding phase for retail, office, residential and hotel land use types.
 - (2) In no case shall the obligation to provide a Community Enhancement, Program or Public Amenity (CEPPA) be triggered:
 - (a) By the development or construction of Downtown Arts, Cultural and Community Uses, Downtown Community Commons, or Downtown Parkland; or
 - (b) When the development of an individual parcel of land shown on a plat or deed recorded among the County Land Records as of April 6, 2010 consists

only of up to a total of 10,000 square feet of commercial floor area and no other development.

- (3) If a specific CEPPA identified in the Downtown CEPPA Implementation Chart cannot be provided because: (I) the consent of the owner of the land which the CEPPA is to be located or from whom access is required cannot reasonably be obtained; (II) all necessary permits or approvals cannot reasonably be obtained from applicable governmental authorities; or (III) factors exist that are beyond the reasonable control of the petitioner, then the Planning Board shall (I) require the petitioner to post security with the County in an amount sufficient to cover the cost of the original CEPPA; or (II) approve an alternate CEPPA comparable to the original and appropriate timing for such alternate CEPPA or alternative timing for the original CEPPA. In approving an alternate comparable CEPPA or timing, the Planning Board must conclude the alternate comparable CEPPA or timing: (I) does not result in piecemeal development inconsistent with the plan; (II) advances the public interest; and (III) conforms with the goals of the Downtown Plan.
 - (4) A Final Development Plan or Final Development Plan Amendment may also propose adjustments to the Downtown Revitalization Phasing Plan and/or the Downtown CEPPA Implementation Chart to take advantage of a major or unique employment, economic development or evolving land use concept or opportunity. The Planning Board may approve a request to adjust the Downtown Revitalization Phasing Plan or the Downtown CEPPA Implementation Chart under this provision only if such approval would (I) not be detrimental to the overall vision for Downtown Columbia expressed in the Downtown Columbia Plan; (II) not create an adverse community or economic impact; and (iii) establish a reasonable schedule for completion of any requested comparable alternative CEPPA.
10. Anything in other sections of these Regulations to the contrary notwithstanding, there shall be no restrictions upon the use of, or on the erection of structures on, land within an NT District, other than such as are provided in the various subsections of this section or in such other sections of these Regulations as are expressly stated to be applicable by the various provisions of this section. Nothing herein shall render inapplicable any regulation of the County relating to construction requirements and/or subdivision approval to the extent that any of the same are not inconsistent with the provisions of this section.
11. Notwithstanding any other provisions in this Section 125.0, if the criteria in a recorded Final Development Plan identifies a gasoline service station or Motor Vehicle Fueling Facility as a specific permitted use, a newly proposed Motor Vehicle Fueling Facility is permitted only upon approval by the Planning Board after a public hearing where the petitioner establishes that the general standards and specific criteria in Section 131.0 which are applicable to a conditional use for a Motor Vehicle Fueling Facility are met. To the extent there is any conflict between the criteria in the recorded Final Development Plan and the general standards and specific criteria for a Conditional Use for a Motor Vehicle Fueling Facility in Section 131.0, the more restrictive provision shall apply.

(Bill No. 46-2016(ZRA-159), § 1, 10-5-2016; Bill No. 54-2016(ZRA-170), § 1, 1-14-2017)

B. Procedure for Creation of NT Districts

1. The beneficial owner of any tract of land in Howard County meeting the requirements of Section 125.0 may petition the Howard County Zoning Board to designate the property described in the petition as an NT District. The petition shall contain:
 - a. The exact name and address of the petitioner and a reference to the liber and folio of the Land Records of Howard County at which the deed conveying the property in

question to the petitioner is recorded. If the petitioner is not the legal as well as beneficial owner of the property, the petition shall:

- (1) So state;
 - (2) List the exact name and address of the legal title holder and give a reference to the liber and folio of the Land Records of Howard County at which the deed conveying the property to the legal title holder is recorded, and
 - (3) Contain a written assent to the petition signed by the legal title holder.
- b. A metes and bounds description of the property covered by the petition and a survey thereof demonstrating that the same meets the requirements of Section 125.0.A.3.
- c. A Preliminary Development Plan of the property covered by the petition. As used in this Section the term "Preliminary Development Plan" shall mean a generalized drawing or series of drawings of the proposed New Town, with appropriate text materials, setting forth:
- (1) The major planning assumptions and objectives, including the projected population, the planned development schedule, the method of assuring that all open space uses will be permanently maintained and devoted to open space uses, the proposed public transit system routes and method of operation, and the facilities for the proposed cultural activities of the New Town;
 - (2) The proposed general layout of major roads and highways stating projected average daily traffic flows;
 - (3) A statement of the number of acres within the proposed NT District intended to be devoted to:
 - (a) Residential uses, broken down into the number of acres to be used for each of the following specific residential uses:
Single-family—low density areas;
Single-family—medium density areas;
Apartment areas;
 - (b) Employment uses (i.e. any use involving the employment of individuals, including office buildings, private schools, hospitals, institutions, commercial undertakings, industrial enterprises, and all other forms of business, professional or industrial operations); and
 - (c) Open space uses.
 - (4) The general location of the uses referred to in subparagraph (3) above, including proposed sites for recreational uses, schools, parks and other public or community uses and, to the extent the petitioner has determined locations for commercial uses at the time of the filing of the Preliminary Development Plan, including a separate designation of commercial areas;
 - (5) A description of the proposed drainage, water supply, sewerage and other utility facilities including projected flows; and
 - (6) A statement of the intended overall maximum density of population of the proposed NT District, expressed in terms of the average number of dwellings per acre.
2. The Preliminary Development Plan shall indicate the location and nature of any commercial uses in relation to residential areas. All proposed and identified commercial or industrial uses shall be indicated on the drawings in areas marked "Employment Centers," defined

as those areas shown on the Preliminary Development Plan which the petitioner proposes to develop for employment uses.

3. The Zoning Board shall consider the following guides and standards in reviewing the petition: the appropriateness of the location of the NT District as evidenced by the General Plan for Howard County; the effect of such District on properties in the surrounding vicinity; traffic patterns and their relation to the health, safety and general welfare of the County; the physical layout of the County; the orderly growth of the County; the availability of essential services; the most appropriate use of the land; the need for adequate open spaces for light and air; the preservation of the scenic beauty of the County; the necessity of facilitating the provision of adequate community utilities and facilities such as public transportation, fire-fighting equipment, water, sewerage, schools, parks and other public requirements, population trends throughout the County and surrounding metropolitan areas and more particularly within the area considered; the proximity of large urban centers to the proposed NT District; the road building and road widening plans of the State and County, particularly for the area considered; the needs of the County as a whole and the reasonable needs of the particular area considered; the character of the land within the District and its peculiar suitability for particular uses; and such other matters relevant and pertinent to the relationship of the District to the comprehensive zoning plan of the area.

The petition shall be granted only if the Zoning Board affirmatively finds:

- a. That the petition complies with the provisions of these Regulations;
 - b. That a New Town District should be located at the proposed site; and
 - c. That the Preliminary Development Plan constitutes a general land use plan for the area covered thereby, designed to meet the objectives set forth in these Regulations.
4. If the petition is granted, the Zoning Board shall by Decision and Order approve the Preliminary Development Plan and shall create a New Town District covering all of the land included in the petition. If the proposed NT District contains more than 2,500 acres, the creation of the District may be accomplished by rezoning all of the land included in the petition at one time or, in the discretion of the Zoning Board, by rezoning the same in phases. If this latter course is taken:
 - a. The area included in the first such phase shall be at least 2,500 acres, and each additional phase shall be of such size and at such location or locations as will permit effective and economic development of the portion so zoned as a part of the New Town shown on the Preliminary Development Plan; and
 - b. The overall density restrictions, the density restrictions as to particular use areas, and the restrictions as to the maximum and minimum areas devoted to particular uses shall be applied with respect to the entire area shown on the Preliminary Development Plan and not merely with respect to the area of the phase so zoned.
 5. If the petition is granted as above provided:
 - a. A copy of the Preliminary Development Plan shall be certified as approved by the Zoning Board and a verified copy of the same shall be forwarded to the Department of Planning and Zoning and the petitioner;
 - b. No further permanent improvements involving any new primary uses shall thereafter be erected on and no new primary uses made of, any part of the land within the new NT District prior to the approval of the Final Development Plan (or the phase thereof covering such development) as hereinafter provided, except for such as may be specifically approved by the Planning Board, but the petitioner shall discontinue any such use and demolish any such improvements so permitted by the Planning Board if such use and such improvements are not ultimately permitted by the Final Development Plan.

6. If the Zoning Board has approved a petition to create a NT District, then at any time thereafter the original petitioner may file a new petition to add to the NT District additional land which is owned by the petitioner and adjacent to the existing NT District. The new petition shall be subject to all the provisions of this Section, except that the minimum area requirement of Section 125.0.A.3 shall not apply.

C. Comprehensive Sketch Plan

1. Except as provided in Section 125.0.E.1.a, within 30 days following notification of the approval of the Preliminary Development Plan, the petitioner shall notify the Planning Board of the target date for the presentation to the Planning Board of a proposed Final Development Plan of the NT District, pursuant to Section 125.0.D below, or of the first phase of a proposed Final Development Plan, if the petitioner desires to develop the NT District in separate geographical segments.
2. Promptly following the giving of such notice to the Planning Board, the petitioner shall file with the Department of Planning and Zoning for Planning Board approval of a Comprehensive Sketch Plan for that geographical phase of the NT District which the petitioner elects to develop.
3. As used herein, the term "Comprehensive Sketch Plan" shall mean a drawing or series of drawings, at an appropriate scale, of generally either one inch equals 200 feet or one inch equals 100 feet, setting forth:
 - a. The approximate boundaries and approximate acreage for each of the proposed land uses in sufficient detail to graphically illustrate the application of the adopted master final development plan criteria to the area encompassed by the Comprehensive Sketch Plan.
 - b. The location of all existing and proposed public streets, roads, and utilities.
 - c. The location of open space within which recreational, school, park and other public or community uses are permitted.
 - d. Text material (criteria) regulating the following:
 - (1) The general locations for all structures.
 - (2) The permitted "general use" or "specific use" as hereinafter defined, for each land use area, except that no uses shall be specified which are permitted only in R-MH or M-2 Districts.

Where the criteria designate the use for a particular structure, lot or parcel, as "uses permitted in a District" (e.g., "uses permitted in a B-1 District"), then the structure, lot or parcel may be used for all uses permitted in the particular district by the several sections of these Regulations, the use so designated being herein referred to as a "general use."

Where, however, the criteria designate a structure, lot or parcel for a specific use or uses (e.g., "gasoline station") the structure, lot or parcel must be used for those specific uses only, the use(s) so designated being herein referred to as "specific use(s)."
 - (3) Height limitations, parking requirements, front, side and rear yard areas, setback provisions, minimum lot sizes and coverage requirements, stated generally and/or specifically with respect to particular improvements or types of improvements.
4. The Planning Board shall hold a public hearing prior to the approval of a Comprehensive Sketch Plan under the following conditions:

- a. If the Comprehensive Sketch Plan includes land which borders on property not within the New Town District (unless the owners of all lands abutting the New Town District land covered by the Comprehensive Sketch Plan shall sign a written waiver of the right to be heard in connection with the request for approval of said plan).
 - b. If the Comprehensive Sketch Plan deviates from the approved Preliminary Development Plan in any of the following particulars:
 - (1) If the overall maximum density of population within the NT District exceeds that stated in the Preliminary Development Plan; or
 - (2) If the number of acres to be devoted to the permitted employment uses shall be increased more than 10%, or the number of acres to be devoted to permitted residential uses shall be decreased by more than 10%, from that stated in the Preliminary Development Plan; or
 - (3) If the proposed Comprehensive Sketch Plan shows a use of land in the NT District within 300 feet of any outside boundary thereof which differs from that shown on the Preliminary Development Plan, unless the owners of all land abutting the NT District and within 300 feet of the land in the NT District, the use of which is to be changed, sign a written waiver of the right to be heard in connection with such change in use.

If a public hearing is required to be held for any of the above three deviations from the Preliminary Development Plan, such hearing shall be limited to the particular deviation(s) which required the hearing, and the Planning Board shall require publication of Notice of Hearing and posting of the property.
 - c. If the criteria submitted as a part of the Comprehensive Sketch Plan include a gasoline service station among the specified land uses.
5. In acting upon a Comprehensive Sketch Plan, the Planning Board shall be guided by Section 125.0 of these Regulations and shall particularly consider:
 - a. The adequacy of the roads serving the proposed development and any proposed mitigation, in accordance with the Adequate Public Facilities Ordinance (Title 16, Subtitle 11 of the Howard County Code).
 - b. The location and adequacy of public utility and community facilities, including recreational uses and school properties, in relation to the density and distribution of population.
 - c. The location, extent and potential use of open space in the form of greenbelts, walkways, parkways, park land, etc., as it affects the general amenity of the community.
 - d. The impact of the proposed commercial and industrial uses on the residential uses within the NT District or adjacent thereto.
 6. After review of the material submitted in light of the General Plan, and after carefully considering public agency comments, petitioner's testimony, public hearing testimony and the factors set forth in Section 125.0.C.5 above, the Planning Board shall:
 - a. Approve the Comprehensive Sketch Plan as submitted by the petitioner; or
 - b. Approve the Comprehensive Sketch Plan as changed by the Planning Board; or
 - c. Reject the Comprehensive Sketch Plan in its entirety.
 7. The Planning Board shall not unreasonably disapprove or change a proposed Comprehensive Sketch Plan. The fact that the proposed Comprehensive Sketch Plan is not in conformity with the Preliminary Development Plan shall be sufficient ground for disapproval or change. The Planning Board shall approve no Comprehensive Sketch Plan

which varies the areas of uses below the minimum or above the maximum percentages for particular uses specified herein.

D. Final Development Plan—General Provisions

1. If a Comprehensive Sketch Plan or Comprehensive Sketch Plan Amendment is required, upon its approval, the petitioner may submit a Final Development Plan or Final Development Plan Amendment to the Department of Planning and Zoning for approval by the Planning Board. The petition may cover all or a portion of the land covered by the Comprehensive Sketch Plan. The drawings shall delineate the various land use areas by courses and distances. The text (criteria) shall be that which was approved by the Planning Board as part of the Comprehensive Sketch Plan.
2. The Final Development Plan shall be considered by the Planning Board at a public meeting. In acting upon the Final Development Plan, the Planning Board shall be guided by the approved Comprehensive Sketch Plan, and comments received from the various public agencies which reviewed the Final Development Plan, and shall not unreasonably disapprove or change the Final Development Plan. The provisions of this Section 125.0.D.2 do not apply to Downtown Revitalization.
3. At the time of the approval of the Final Development Plan, the Planning Board may provide for the subsequent approval by it of a Site Development Plan pertaining to the property which is the subject matter of such Final Development Plan. Site Development Plan approval is also required for all Downtown Revitalization. Site Development Plan approval shall not be a condition precedent to the approval and recordation of the Final Development Plan with respect to which a Site Development Plan is to be submitted, but shall be in addition to any administrative approvals required by the Subdivision and Land Development Regulations. Land use decisions made by the Planning Board as part of the approval of a Final Development Plan or Final Development Plan Amendment shall not be subject to review or further consideration as part of the subsequent Site Development Plan process.
4. In applying the provisions of this Section, where the proposed Final Development Plan is submitted in phases, the overall population density and the acres devoted to particular uses shall be recomputed by the Department of Planning and Zoning upon the consideration of each successive phase of proposed Final Development Plan so as to include all prior phases, but in making these recomputations, the gross area of the entire NT District covered by the Preliminary Development Plan shall be considered and not merely the area of the segments covered by the prior phases of the proposed Final Development Plan and the current phase being submitted for approval. The provisions of this Section 125.0.D.4 do not apply to Downtown Revitalization.
5. If the Planning Board shall disapprove the proposed Final Development Plan or Final Development Plan Amendment (or any phase thereof) or shall fail to approve or disapprove the same within 120 days after submission, then the petitioner, at his election, may take an appeal as permitted by law or may submit the proposed Final Development Plan or Final Development Plan Amendment (or the phase thereof in question) directly to the Zoning Board. If the petitioner pursues the latter course, the Zoning Board shall hold a public hearing on the proposed Final Development Plan or Final Development Plan Amendment (or the phase thereof in question), shall require publication and posting of the property and shall ask for recommendations from the Planning Board, all as in the case of the hearing on the Preliminary Development Plan. After such hearing, the Zoning Board may approve, with or without changes, or disapprove the proposed Final Development Plan or Final Development Plan Amendment (or the phase thereof in question). In making this decision, the Zoning Board shall consider the matters set forth herein.
6. Upon approval of the Final Development Plan or Final Development Plan Amendment (or upon the approval of each phase thereof if submitted on a separate segment basis) the same shall be recorded among the Land Records of Howard County and the provisions

thereof as to land use shall bind the property covered with the full force and effect of specific Zoning Regulations. After such recordation, no new structure shall be built, no new additions to existing structures made, and no change in primary use effected different from that permitted in the Final Development Plan or Final Development Plan Amendment except by an amendment to the Final Development Plan.

7. Unless otherwise provided in a Downtown Implementation Phasing Plan approved as part of a Final Development Plan or Final Development Plan Amendment, if construction has not been commenced and completed to the extent of 25% of the ground floor area of a structure shown on the Final Development Plan within five years after the date of the approval thereof (or the date of the approval of the last phase thereof if submitted in phases), then the approval shall be void and the entire matter resubmitted to the Planning Board for reconsideration in light of existing circumstances to the same extent as if the same were simply a proposed Final Development Plan; provided, however, that the Zoning Board may grant not more than two extensions of time of one year each to be added to said five year period if it considers such extension to be proper after the receipt and consideration of a report and recommendation from the Planning Board with respect to such extension or extensions.
8. Any construction which has been commenced shall not be subject to reconsideration upon any resubmission of a Final Development Plan under this Section, and the Planning Board shall make no changes in the Final Development Plan except in relation to areas where construction has not been commenced. During any such reconsideration the property covered by the Final Development Plan shall continue to be bound until such Plan is changed or disapproved in the manner described above.
9. If the Planning Board has denied a land use which was shown on a Final Development Plan or Final Development Plan Amendment and which would be a Conditional Use in any other zoning district, a petition for the same land use on the same parcel shall not be accepted for consideration by the Planning Board for a period of 12 months from the date of said denial except on grounds of new evidence or proof of changed conditions found to be valid by the Planning Board.
10. Except where expressly made inapplicable, the provisions of this Section 125.0.D also apply to Downtown Revitalization.

E. Final Development Plan—Downtown Revitalization

1. Required Process for Downtown Revitalization and Relation to Prior Adopted New Town Document.

The following development review process is required for all Downtown Revitalization, with the exception of Downtown Environmental Restoration Projects that are not part of a plan that includes other uses. The fee simple owner of any property located in Downtown Columbia using the Downtown Revitalization process shall submit a Final Development Plan or Final Development Plan Amendment to the Department of Planning and Zoning for approval by the Planning Board. An amendment to the Preliminary Development Plan or any previously approved applicable Comprehensive Sketch Plan or Final Development Plan is not required because Final Development Plans for Downtown Revitalization will supersede previous New Town documents.
2. Pre-Submission Requirements.

Prior to filing a Final Development Plan or Final Development Plan Amendment in each neighborhood for Downtown Revitalization:

 - a. A Pre-submission Community Meeting is required using the same procedures established in Section 16.128(b)—(g) of the Subdivision and Land Development Regulations. In addition, notice in accordance with Sections 16.128(b)-(g) must also be given to:

- (1) Each Village Board;
- (2) The Columbia Association; and
- (3) Each property located within the same Downtown Columbia Plan neighborhood as reflected on the Maryland State Department of Assessments and Taxation Public Records. For condominium properties, one copy to the Condominium Association shall be deemed to meet this requirement.

The concept plans and materials required under Section 125.0.E.4.a. must be presented at the pre-submission community meeting.

- b. The petition is required to submit proposed Downtown Neighborhood Design Guidelines for review by the Design Advisory Panel, for its recommendations in accordance with the applicable provisions in Title 16, Subtitle 15 of the Howard County Code. The Design Advisory Panel shall base its review and recommendations on the Downtown-Wide Design Guidelines. For neighborhoods with approved Design Guidelines, subsequent Final Development Plans or Final Development Plan Amendments that do not propose modifications to the guidelines do not require further Design Advisory Panel review.
3. Final Development Plan Submission Requirements.

The Petitioner for a Final Development Plan or Final Development Plan Amendment shall include the following information, as applicable, for the land area covered by the plan:

- a. The following neighborhood documents are only binding on property included within the boundaries of the Final Development Plan and are intended to provide a context for evaluation of the initial Final Development Plan and guidance for future Final Development Plan petitions:
 - (1) A Neighborhood Concept Plan covering an entire neighborhood of Downtown Columbia as depicted on Exhibit E. The Neighborhoods:
 - (a) A Neighborhood Concept Plan must show how the plan conforms with the neighborhood as described in the Street and Block Plan, the Neighborhoods Plan, the Maximum Building Height Plan, the Primary Amenity Space Framework Diagram, the Street Framework Diagram, the Bicycle and Pedestrian Circulation Plan, and the Downtown Open Space Preservation Plan of the Downtown Columbia Plan;
 - (b) The Neighborhood Concept Plan must reflect any previously approved Final Development Plan for Downtown Revitalization, and any approved Site Development Plan for Downtown Environmental Restoration within the same Downtown Neighborhood; and
 - (c) Each Neighborhood Concept Plan that is part of an approved Final Development Plan must be recorded with the Final Development Plan.
 - (2) Neighborhood Specific Design Guidelines.

For new development or redevelopment, neighborhood specific Design Guidelines must be submitted for an individual neighborhood with the Final Development Plan and shall address the following:

 - (a) Urban design, including scale and massing, block configuration, parking and service functions, building entrances, and street lighting and furniture;
 - (b) Street design and framework;
 - (c) Downtown Community Commons and Downtown Parkland;
 - (d) Architectural design;

- (e) Green building and green site design;
- (f) Pedestrian and bicycle circulation features; and
- (g) Signage.

(3) Neighborhood Specific Implementation Document.

A Neighborhood-Specific Implementation Plan, in conformance with the Downtown Revitalization Phasing Plan and the Downtown Community Enhancements, Programs and Public Amenities Implementation Chart approved as part of the Downtown Columbia Plan, which addresses the implementation schedule and benchmarks for the following:

- (a) The balance of uses within each implementation phase;
 - (b) The phasing of Downtown Mixed-Use Development;
 - (c) The phasing of Downtown Community Commons Spaces;
 - (d) The phasing of the transportation and circulation facilities;
 - (e) The phasing of the required infrastructure including public water and sewer;
 - (f) Transportation and circulation facilities;
 - (g) Environmental restoration;
 - (h) Downtown Arts, Cultural and Community Uses; and
 - (i) Any other items as specified in the Downtown Community Enhancements, Programs and Public Amenities Implementation Chart.
- b. An explanation and rationale for any change from the Downtown Columbia Plan exhibits or any neighborhood documents and materials that were part of a previously approved Final Development Plan. Limited change to building height is allowed based on compatibility, character and height of nearby existing and planned development and redevelopment, and open spaces in the area. However, in no event shall the maximum building height for Downtown Revitalization exceed twenty stories;
 - c. Boundaries of the property covered by the Final Development Plan;
 - d. Existing topography, woodlands, and 100-year floodplain areas;
 - e. A context plan showing existing road connections, major pedestrian networks, land uses and major storm water management facilities, and open space within the entire plan area and adjoining land within 500 feet;
 - f. Total acreage within the area covered by the plan;
 - g. Location of developed and undeveloped land and parcels;
 - h. From approved Site Development Plans for the area covered by the plan;
 - (1) Summary of all existing and approved development;
 - (2) The square footage of proposed office, retail, and hotel space;
 - (3) The square footage of any other non-residential uses;
 - (4) The number of proposed hotel and motel rooms; and
 - (5) The number of proposed dwelling units.
 - i. The approximate location and total land area of the following existing and/or proposed land uses:
 - (1) Downtown Arts and Entertainment Parks;

- (2) Downtown Community Commons;
 - (3) Downtown Environmentally Sensitive Land Areas;
 - (4) Downtown public facilities;
 - (5) Downtown Parklands; and
 - (6) Downtown Mixed-Uses.
- j. The general location of existing and proposed Downtown signature buildings;
 - k. Traffic and transit circulation systems showing existing and proposed streets, routes and facilities;
 - l. A traffic study as specified in the Howard County Adequate Public Facilities Ordinance for the evaluation of the adequacy of transportation facilities;
 - m. An explanation of how the proposed development addresses the environmental concepts of the Downtown Columbia Plan, and specifically addressing the concepts of green buildings and green site design;
 - n. The locations and descriptions of historic and culturally significant existing sites, buildings or structures, and public art and an explanation of the methods proposed to retain and preserve these items;
 - o. A statement describing how the petitioner proposes to fulfill the art in the community requirement;
 - p. A statement describing how the petitioner proposes to fulfill the affordable housing requirement;
 - q. Layout of the existing and proposed bicycle and pedestrian circulation systems;
 - r. Conceptual storm water management plan;
 - s. A proposed plan for fulfilling required community enhancements, programs and public amenities applicable to the Final Development Plan; and
 - t. Text material regulating the following:
 - (1) Maximum number and unit types of net new dwellings;
 - (2) Maximum gross floor area of net new commercial office uses and commercial retail uses;
 - (3) Maximum number of net new hotel rooms;
 - (4) Maximum building heights;
 - (5) Maximum size of a retail-use footprint;
 - (6) A description of the Community Commons that will be included in the development;
 - (7) A statement identifying (I) the cumulative amount of development approved and built to date under Section 125.0.A.9 and (II) the status of any Downtown Community Enhancements, Programs and Public Amenities, Downtown Parkland, Downtown Community Commons, and infrastructure as addressed in the Downtown Columbia Plan;
 - (8) Proposed location for environmental restoration; and
 - (9) Proposed restrictions, agreements or other documents indicating a plan to hold, own, and maintain in perpetuity land intended for common, quasi-public amenity use and public art but not proposed to be in public ownership.
4. Planning Board Review and Approval Criteria

The Planning Board shall consider the Final Development Plan or Final Development Plan Amendment at a public hearing. The Planning Board shall approve, approve with conditions, or deny the petition based on whether the petition satisfies the following criteria:

- a. The Downtown Neighborhood Concept Plan, the Neighborhood Specific Design Guidelines, and the Neighborhood Specific Implementation Plan conform with the Downtown-Wide Design Guidelines, the Downtown Columbia Plan, the Street and Block Plan, the Neighborhoods Plan, the Maximum Building Heights Plan, the Primary Amenity Space Framework Diagram, the Street Framework Diagram, the Bicycle and Pedestrian Plan, and the Open Space Preservation Plan, or that any proposed change(s) will not be detrimental to the overall design concept and phasing for Downtown Revitalization. Limited change in building heights may be approved based on compatibility, character and height of nearby existing and planned development and redevelopment, and open spaces in the area. However, in no event shall the maximum building height for Downtown Revitalization exceed twenty stories;
- b. The Neighborhood Design Guidelines submitted with the Final Development Plan or Final Development Plan Amendment offer sufficient detail to guide the appearance of the neighborhood over time, and promote design features that are achievable and appropriate for Downtown Revitalization in accordance with the Design Guidelines and the Downtown Columbia Plan;
- c. The Final Development Plan conforms with the Neighborhood Documents, the Revitalization Phasing Plan, the Downtown Community Enhancements, Programs, and Public Amenities Implementation Chart and Flexibility Provisions, the Downtown-Wide Design Guidelines, the Downtown Columbia Plan, the Street and Block Plan, the Neighborhoods Plan, the Maximum Building Heights Plan, the Primary Amenity Space Framework Diagram, the Street Framework Diagram, the Bicycle and Pedestrian Plan, and the Open Space Preservation Plan. Limited change in building heights may be approved based on compatibility, character and height of nearby existing and planned development and redevelopment, and open spaces in the area. However, in no event shall the maximum building height for Downtown Revitalization exceed twenty stories;
- d. The Final Development Plan, when considered in the context of surrounding planned or existing development, provides a balanced mix of housing, employment, and commercial and arts and cultural uses throughout each phase;
- e. The Final Development Plan satisfies the affordable housing requirement;
- f. The bicycle, pedestrian, and transit network creates convenient connections throughout the subject area and connect, wherever possible, to existing and planned sidewalks, path, and routes adjoining the development;
- g. The Final Development Plan protects land covered by lakes, streams or rivers, flood plains and steep slopes, and provides connections, where possible to existing and planned open space within the neighborhood and in surrounding area;
- h. The Final Development Plan provides the location of Downtown Community Commons required under Section 125.0.A.9.h as indicated in the Neighborhood Concept Plan;
- i. The Final Development Plan is in harmony with existing and planned vicinal land uses. In making this determination, the Planning Board shall consider, if appropriate:
 - (1) Landscape features on the boundary of the plan area, which may include protection of existing vegetation or grade changes that provide a natural separation, or landscape planting;
 - (2) The size of buildings along the edges of the plan area through limits on building height or other requirements;

- (3) The use and design of nearby properties and
 - (4) The adopted Downtown Columbia Plan recommendations for height, building massing and scale, and neighborhood connectivity;
 - j. The development proposed by Final Development Plan is served by adequate public facilities, including any proposed mitigation or development staging in accordance with the Adequate Public Facilities Ordinances (Title 16, Subtitle 11 of the Howard County Code);
 - k. The Final Development Plan protects environmentally sensitive features and provides environmental restoration in accordance with the Downtown Columbia Plan;
 - l. The Final Development Plan protects any historic or culturally significant existing sites, buildings or structures, and public art;
 - m. The Final Development Plan proposes any appropriate plan to satisfy the requirement for art in the community;
 - n. The Final Development Plan provides a plan to hold, own, and maintain in perpetuity land intended for common, quasi-public amenity use and public art that is not publically owned, including, without limitation, any Downtown Community Commons, Downtown Parkland, Downtown Arts, Cultural and Community Use, and Downtown Neighborhood Square shown on the Final Development Plan; and
 - o. To better ensure conformance with the Community Enhancements, Programs and Public Amenities provisions, the Final Development Plan provides for a plan to establish membership in the Downtown Columbia Partnership and payment of the annual charges. Each Final Development Plan shall show a consistent means of calculating and providing the required annual charges.
5. Withdrawal
- At any time prior to final action and within 30 days after final action by the Planning Board on a Final Development Plan or Final Development Plan Amendment, the petitioner may withdraw the petition.
6. Recordation of Final Development Plan and Neighborhood Concept Plan
- The approved Final Development Plan containing the Neighborhood Concept Plan, the Neighborhood Specific Design Guidelines and the Neighborhood Specific Implementation Plan shall be recorded in the Land Records of Howard County.
7. Site Development Plan Required
- Planning Board Approval of a Site Development Plan shall be required for all Downtown Revitalization.

F. Amendments to a Comprehensive Sketch Plan or Final Development Plan

- 1. Amendments Submitted by Original Petitioner
- Except as allowed by Sections 125.0.F.2 and 125.0.F.3 below, only the original petitioner for the New Town District may propose amendments to an approved Comprehensive Sketch Plan or Final Development Plan. A proposed Comprehensive Sketch Plan Amendment shall be reviewed in accordance with Section 125.0.C above. A proposed Final Development Plan Amendment shall be reviewed in accordance with Section 125.0.D or 125.0.E. as applicable.
- 2. Additional Uses on Individual Lots in Residential Land Use Areas
- Within areas designated on a Comprehensive Sketch Plan for residential land use, any property owner may propose amendments to the Final Development Plan to allow a

particular use on his or her property which is not allowed by the Final Development Plan criteria. No amendment shall be proposed which would either alter the land use designation established by the Comprehensive Sketch Plan or allow an increase in residential density. The proposed amendment shall be considered in accordance with the following procedures:

- a. The property owner shall submit the number of copies of the complete Final Development Plan as required by the Department of Planning and Zoning, with the proposed criteria amendments clearly noted on each copy, accompanied by an explanation of the request.
- b. The proposal shall be considered by the Planning Board at a public hearing.
- c. The Planning Board shall approve, approve with modifications or deny the proposed amendments to the Final Development Plan, stating the reasons for its action. The Planning Board shall approve the request only if it finds that:
 - (1) The use is consistent with the land use designation of the property as established on the recorded Final Development Plan and compatible with existing or proposed development in the vicinity.
 - (2) The use will not adversely affect vicinal properties.
- d. If the use is approved:
 - (1) The Planning Board may provide for the subsequent approval by it of a Site Development Plan for the property which is the subject of the proposal; and
 - (2) Revised text for the Final Development Plan indicating the additional allowed use of the particular property shall be submitted by the applicant and recorded in the Land Records of Howard County.
3. The fee simple owner of any property located within Downtown Columbia may propose amendments to an approve Final Development Plan in accordance with Downtown Revitalization requirements.

G. Site Development Plans—General Provisions

1. Planning Board Approval

If the Planning Board reserved for itself the authority to approve a Site Development Plan and for all Downtown Revitalization, except as provided in "2" and "3" below, no permit shall be issued for any use until the Site Development Plan is approved by the Planning Board. The Site Development Plan shall be considered at a public meeting. The Petitioner, two weeks prior to the meeting, shall post the property in a prominent location and provide electronic notification to all Columbia Village Boards, the Columbia Association, Howard County Council members and pre-submission meeting attendees who provided email addresses.

2. Minor Additions and Modifications

Minor additions and modifications to Site Development Plans approved by the Planning Board and meeting the criteria below shall not require Planning Board approval. Also, minor new projects which have been granted a waiver of the Site Development Plan requirement by the Director of Planning and Zoning do not require Planning Board approval. However, all changes of use which require exterior site alterations shall require Planning Board approval.

3. Minor Projects Not Requiring Planning Board Approval:

- a. Minor additions to structures, with a floor area no larger than 10% of the existing floor area of the main floor, not to exceed 5,000 square feet.

- b. Minor new accessory structures if the location does not interfere with existing site layout (e.g. circulation, parking, loading, storm water management facilities, open space, landscaping or buffering).
- c. Minor additions to parking lots comprising no more than 25% of the original number of parking spaces required, not to exceed 25 spaces.
- d. Clearing or grading that does not exceed 5,000 square feet in area.
- e. House-type revisions to approved Site Development Plans for single-family detached developments and for no more than 25% of the total number of dwelling units on the Site Development Plans for single-family attached or apartment developments.
- f. Similar minor modifications as determined by the Department of Planning and Zoning.

4. Adjustments to Bulk Regulations for Individual Lots

Upon the request of the owner of a particular lot, the Planning Board may approve parking, setback, height, lot coverage, or other bulk requirements for such lot or parcel which differ from those required by the applicable Final Development Plan, in accordance with the following procedures:

- a. A public meeting shall be held on the Site Development Plan requiring the adjustment. If no Site Development Plan is available, an accurate plot plan drawn to scale shall be submitted for Planning Board review at the public meeting.
- b. A Site Development Plan or plot plan submitted for review shall clearly indicate the requirement from which relief is sought and the requested relief, and shall be accompanied by a written statement explaining the reasons for the requested adjustment.
- c. In addition to the notice for public meetings required by the Planning Board's Rules of Procedure, the property that is the subject of the application shall be posted with the date, time, and place of the meeting for at least 15 days immediately before the public meeting.
- d. The requested adjustment to the parking or bulk requirements shall be granted if the Planning Board finds that:
 - (1) The adjustment will not alter the character of the neighborhood or area in which the property is located, will not impair the appropriate use or development of adjacent property, and will not be detrimental to the public welfare; and
 - (2) The adjustment a) is needed due to practical difficulties or unnecessary hardships which arise in complying strictly with the Final Development Plan; and/or b) results in better design than would be allowed by strict compliance with the development criteria.
- e. The Planning Board may approve, approve with conditions, or deny a requested adjustment.

H. **Site Development Plan—Downtown Revitalization**

1. Pre-submission Requirements.

- a. Prior to filing a Site Development Plan for Downtown Revitalization that proposes any use, a pre-submission community meeting is required using the same procedures established in Sections 16.128(b)-(g) of the Subdivision and Land Development Regulations. In addition, notice in accordance with Sections 16.128(b)-(g) must also be given to each Village Board and the Columbia Association.
- b. The Petitioner is required to submit the Site Development Plan for review by the Design Advisory Panel, for its recommendations in accordance with the applicable provisions in Title 16, Subtitle 15 of the Howard County Code. The Design Advisory

Panel shall base its review and recommendations on the Neighborhood Design Guidelines.

2. Site Development Plan—Submission Requirements.

In addition to the submission requirements in Section 16.157 of the Howard County Code, the petition for a Site Development Plan or Site Development Plan Amendment shall include the following information, as applicable, for the land area covered by the plan:

- a. The applicable approved Final Development Plan.
- b. A demonstration of how the Site Development Plan or Site Development Plan Amendment will implement and conform to the approved Final Development Plan or Final Development Plan Amendment, including provision of any required documentation relating to how the applicable Final Development Plan approval criteria and any imposed conditions are met by the submitted Site Development Plan or Site Development Plan Amendment.
- c. Each Site Development Plan for Downtown Revitalization shall include a statement identifying (I) the cumulative amount of development approved and built, and (II) the status of any Community Enhancements, Programs and Public Amenities, Downtown Parkland, Downtown Community Commons and infrastructure as addressed in the Downtown Columbia Plan.

3. Planning Board Review and Approval Criteria.

The Planning Board shall approve, approve with conditions, or deny a Site Development Plan that proposes Downtown Revitalization based on whether the petition satisfies the following criteria:

- a. The development conforms with the adopted Downtown Columbia Plan.
- b. The development implements and conforms to the approved Final Development Plan or Final Development Plan Amendment including all applicable Final Development Plan approval criteria and conditions.
- c. The development is well-organized in terms of the location of buildings and structures, downtown community commons, landscaping, pedestrian and vehicular circulation systems, and other Downtown Revitalization features.
- d. If the development provides Downtown Community Commons and/or Downtown Parkland, they are reasonable and appropriate given the location, scale and anticipated intensity of adjacent uses in accordance with the Downtown Columbia Plan.
- e. The maximum building heights will conform to the Final Development Plan.
- f. The development satisfies the Downtown Public Art Program approved with the Final Development Plan or Final Development Plan Amendment approval.
- g. The Site Development Plan satisfies the affordable housing requirements in accordance with the approved Final Development Plan and subsection A.9.f.(3) of this Section.
- h. The development satisfies the Adequate Public Facilities Ordinance, if applicable.
- i. The development indicates the manner in which any land intended for common or quasi-public use, but not proposed to be in public ownership, will be held, owned and maintained in perpetuity for the indicated purposes.
- j. The petition is accompanied by documentation demonstrating membership in the Downtown Columbia Partnership including the required annual charges.

4. Minor adjustments to the general pedestrian, bicycle, and transit circulation system, road network, block configuration, and Downtown Community Commons shown on the Final Development Plan and Neighborhood Concept Plan may be approved as a part of the Site Development Plan, provided the adjustment(s) generally conforms with the Final Development Plan and will not be detrimental to the overall design concept and phasing for Downtown Revitalization.
5. At any time prior to final action and within 30 days after final action by the Planning Board on a Site Development Plan, the petitioner may withdraw the petition.

(Bill No. 54-2016(ZRA-170), § 1, 1-14-2017)

I. Site Development Plan—Downtown Environmental Restoration that is not part of a Final Development Plan

1. The petition for a Site Development Plan for a Downtown Environmental Restoration Project that is not part of a Final Development Plan shall meet the submission requirements in Section 16.157 of the Howard County Code.
2. Planning Board Review and Approval Criteria.
The Planning Board shall approve, approve with conditions, or deny a Site Development Plan that proposes a Downtown Environmental Restoration project based on whether the petition satisfies the following criteria:
 - a. The project conforms with the adopted Downtown Columbia Plan; and
 - b. The project conforms with the Downtown-Wide Design Guidelines pertaining to environmental restoration.

J. Village Center Redevelopment, Major

1. A proposal for a Major Village Center Redevelopment is not eligible for consideration under the process provided by Subsection B, C and D of this Section 125.0 and shall be filed only in accordance with the procedures of this Subsection F. The owner of any portion of a Village Center may propose a Major Village Center Redevelopment by filing a petition to amend an approved Preliminary Development Plan, Comprehensive Sketch Plan, or Final Development Plan for the owner's property in the Village Center. The owner ("petitioner") may propose amendments to allow any use or density, subject to the following limitations:
 - a. The amendment shall comply with Section 125.0.A.5.a. concerning M-2 and R-MH uses;
 - b. Uses not currently permitted by the Zoning Regulations are prohibited;
 - c. The amendment shall comply with Section 125.0.A.4. concerning the maximum residential density of 2.5 dwelling units per acre in the NT District; and
 - d. Any Major Village Center mixed-use Redevelopment shall be considered to be a "Commercial" use in the chart contained in Section 125.0.A.8. of the Regulations for purposes of calculating compliance with the chart's requirements as to the minimum and maximum percentage of "Commercial" in the total area of the New Town District. The Village Center Redevelopment shall not result in a net loss of open space.
2. Village Center Community Planning Process
 - a. Notice of Intent to Develop—At least 60 days prior to the required initial pre-submission meeting, the petitioner shall deliver to the Board of Directors of the Community Association (The "Village Board") of said Village Center and the Department of Planning and Zoning a Notice of Intent to Develop.

- b. Village Center Community Plan—Within the ensuing 60 day period from the Notice of Intent to Develop, the Village Board may create or update a Village Center Community Plan, as follows:
 - (1) A Village Center Community Plan may include but is not limited to:
 - (a) The boundaries of the Village Center;
 - (b) Planning and design concepts;
 - (c) Minima, maxima, precise values, and specific requirements concerning, but not limited to, Village Center Amenity Areas, building heights, bulk requirements, parking, density, and permitted uses;
 - (d) Whether the Village Board has architectural review as designated in the village covenants; and
 - (e) Identification of any historical or signature aspects of the Village Center.
 - (2) The Village Board may request assistance from Howard County Government.
 - (3) A Village Center Community Plan may be submitted to the Department of Planning and Zoning and, if submitted, is available to the public in accordance with the Maryland Public Information Act.
- c. Village Center Concept Planning Workshop—At least one week after the Notice of Intent to Develop and at least 30 days before the first pre-submission community meeting, the petitioner shall initiate and participate in a Village Center Concept Planning Workshop, as follows:
 - (1) The workshop will be held in accordance with the procedural and notice provisions of Howard County Code Section 16.128; and
 - (2) The purpose of the Village Center Concept Planning Workshop is to facilitate a collaborative planning discussion which may include but not limited to the following:
 - (a) Village Center boundaries;
 - (b) Any community redevelopment visions or existing Village Center Community Plans;
 - (c) Planning and design concepts; and
 - (d) Appropriate uses.
- d. The results of the workshop should be used by the petitioner to create the Concept Plan and by the Village Board to create or update its Village Center Community Plan.
- e. Nothing in this section shall be interpreted to preclude a Village Board from adopting a Village Center Community Plan prior to the filing of a Notice of Intent to Develop.
- 3. Pre-submission community meetings and requests for Community Response Statements:
 - a. Prior to petitioning to amend the Preliminary Development Plan, the petitioner is required to hold a pre-submission community meeting in accordance with Howard County Code Section 16.128. In addition to the written notice requirements of Howard County Section 16.128(c), the petitioner shall also notify in writing:
 - (1) All property owners identified in the records of the State Department of Assessments and Taxation of properties within the geographic boundaries of the Village Center as proposed by the petitioner; and
 - (2) The Board of Directors of the Community Association (The "Village Board") of all Village Centers.

Although Section 16.205 ordinarily requires only one pre-submission community meeting, a petitioner for a Major Village Center Redevelopment proposal is required to hold a minimum of two such meetings, the second of which shall be held at least 30 days after the initial meeting, allowing the petitioner to address any concerns or suggestions expressed at the initial meeting.

Subsequent to the first pre-submission community meeting and prior to filing the petition, the petitioner shall present the Concept Plan and Proposed Design Guidelines to the Design Advisory Panel for evaluation in accordance with the procedures established in Section 16.1500 of the Howard County Code. The Design Advisory Panel recommendations shall be forwarded to the Planning Board and the Zoning Board for their consideration of the Major Village Center Redevelopment.

- b. Within two days after its acceptance of a petition for a Major Village Center Redevelopment, the Department of Planning and Zoning shall send a notice to the Village Board of the village in which the Village Center petitioning for redevelopment is located. The notice shall request that the Village Board submit a Community Response Statement outlining its comments on the redevelopment proposal. The notice shall direct the Village Board to:
 - (1) Provide its responses to the Section 125.0.J.4.a. (8) criteria;
 - (2) Address its comments in terms of any other specific approval criteria the Village Board recommends be considered by the Zoning Board in its decision on the Major Village Center Redevelopment; and
 - (3) Provide a response regarding:
 - (a) The boundary of the Village Center proposed by the petitioner;
 - (b) Planning and Design Concepts, including but not limited to how it fits into the surrounding area;
 - (c) Whether the petition is in harmony with a Village Center Community Plan, if one exists;
 - (d) Minima, maxima, precise values, and/or specific requirements concerning, but not limited to, Village Center Amenity Areas, building heights, bulk requirements, parking, density, and/or permitted uses; and
 - (e) Whether the Village Board has architectural review as designated in the village covenants.
 - c. If the Community Response Statement is submitted to the Department of Planning and Zoning within 45 days after the date of the notice, the Community Response Statement shall be considered by the Department as the Technical Staff Report is being prepared. A submitted Community Response Statement becomes part of the public record for the Major Village Center Redevelopment case, and will be forwarded to the Planning Board prior to its initial meeting on the Zoning Board case.
4. Petition Information
- a. The petition for amendment of the Preliminary Development Plan shall be to the Zoning Board and shall contain the following information:
 - (1) The information set forth in Howard County Zoning Regulations Sections 125.0.B.1.a, b and c and 125.0.B.2.
 - (2) A general description of the geographic boundaries, as proposed by the petitioner, of the Village Center which is the subject matter of the petition.
 - (3) A copy of any covenants and/or deed restrictions of record.

- (4) A description of the Village Center including, the names of all property owners within the Village Center, the existing buildings and uses within the Village Center, and the proposed buildings and uses.
- (5) A concept plan that sets forth an informative, conceptual and schematic representation of the proposed redevelopment in a simple, clear and legible manner that provides information including, but not limited to the general site layout, proposed building types and uses, proposed number of dwelling units, square footage for non-residential projects, parking and traffic, pedestrian/bicycle circulation, proposed Village Center Amenity Area(s), exterior lighting and public transportation opportunities, general location and size of signage, landscape concept, any significant changes to topography and surface drainage, and the general location of natural features. In addition, the concept plan shall also comply with the plan information requirements specified in Section 100.0.G.2.a of the Zoning Regulations.
- (6) Proposed design guidelines which will be imposed upon the Major Village Center redevelopment and Village Center;
- (7) Comment on whether the proposed redevelopment is in harmony with the Village Center Community Plan; and
- (8) A justification statement which identifies the impacts of the proposed Major Village Center Redevelopment on the nature and purpose of the Village Center and its relation to the surrounding community. The justification statement shall demonstrate how the Village Center Redevelopment meets the following criteria:
 - (a) The Village Center Redevelopment will foster orderly growth and promote the purposes of the Village Center in accordance with the planned character of the NT District;
 - (b) The amount of commercial business floor area contained in the Village Center Redevelopment is appropriate to provide retail and commercial service to the village as a location for convenient, diverse commercial business uses which serve the local neighborhoods of the village and surrounding local community;
 - (c) The Village Center Redevelopment will foster the purpose of a Village Center as a community focal point providing good opportunities for community interaction and communication;
 - (d) The location and the relative proportions of the permitted uses for commercial businesses, dwellings, and open space uses, and the project design will enhance the existing development surrounding the Village Center Redevelopment;
 - (e) The Village Center Redevelopment provides accessible useable landscaped areas such as courtyards, plazas or squares;
 - (f) The Village Center Redevelopment is compliant with all applicable environmental policies and requirements, and provides new environmental improvements to the redevelopment area through the use of methods such as, but not limited to, green building standards, water conservation, natural drainage systems, the planting of native vegetation, the removal of existing invasive plants, the improvement of stormwater deficiencies, and following low impact development practices;
 - (g) The Village Center Redevelopment fosters pedestrian and bicycle access;
 - (h) Public transit opportunities are appropriately incorporated into the Village Center Redevelopment;

- (i) The Village Center Redevelopment is compatible with the surrounding community; and
- (j) The Village Center will continue to meet the definition of a New Town Village Center.

5. Zoning Board Action

- a. In its evaluation of the proposed Major Village Center Redevelopment, the Zoning Board shall make findings on the following:
 - (1) Whether the petition complies with the applicable general guides and standards set forth in Howard County Zoning Regulations Section 125.0.B.3;
 - (2) Whether the proposed Major Village Center Redevelopment complies with the specific definition for a New Town Village Center;
 - (3) Whether the petition complies with the Major Village Center Redevelopment criteria in Section 125.0.J.4.a.(8); and
 - (4) Regardless of the Zoning Board's findings on Subsections 5.a. (1) through (3) above, whether the petitioner's property is within the appropriate boundaries of the New Town Village Center.
 - b. Regardless of whether the Zoning Board conditionally approves or denies the petition, it shall make a decision on the Village Center boundaries.
 - c. The petition shall be granted only if the Zoning Board finds that the petition complies with these Regulations and that the amendment to the Preliminary Development Plan shall be permitted at the proposed site.
 - d. If the Zoning Board approves the petition, the Decision and Order of the Zoning Board shall:
 - (1) Approve design guidelines for the village center;
 - (2) Approve a concept plan;
 - (3) Establish minima, maxima, precise values and specific requirements concerning, but not limited to, Village Center Amenity Areas, building heights, bulk requirements, parking, density and permitted uses; and
 - (4) Establish the Village Center boundaries
 - e. In the Decision and Order, the Zoning Board may make any amendments or modifications to the proposed boundaries of the Village Center, the proposed design guidelines and the proposed concept plan and may establish any other criteria which it deems to be appropriate. All later approvals and decisions for the properties included in the concept plan are bound by and must be consistent with the Decision and Order of the Zoning Board.
 - f. If the petition is granted, reproducible copies of all approved plans, and copies of all approved supporting documents such as any development guidelines and standards and the design guidelines, shall be certified as approved by the Zoning Board and verified copies of the same shall be forwarded to the Department of Planning and Zoning, the Village Board, and the petitioner. All parties notified pursuant to Section 125.0.J.2, and any other property owner within the boundaries decided by the Zoning Board, shall be provided with notice of the Zoning Board's Decision.
 - g. If the Zoning Board denies the petition, it may make a decision on the Village Center boundaries.
6. If the amendment to the Preliminary Development Plan is approved by the Zoning Board, then the petitioner is authorized to submit the amendments to the Comprehensive Sketch

Plan and Final Development Plan in accordance with Howard County Zoning Regulations Section 125.0.C & D.

7. If the Comprehensive Sketch Plan and Final Development Plan are approved in accordance with Howard County Zoning Regulations Section 125.0.J.5, then the Petitioner is authorized to submit a Site Development Plan in accordance with the Howard County Zoning Regulations Section 125.0.G.

8. Additional Planning Board Review Criteria for Major Village Center Redevelopments

In addition to the established criteria used by the Planning Board in its evaluation and approval of Comprehensive Sketch Plans, Final Development Plans, and Site Development Plans, for Major Village Center Redevelopment proposals the Planning Board shall make findings on whether the Comprehensive Sketch Plan, Final Development Plan, and Site Development Plan is in conformance with all the findings and conclusions of the Zoning Board Decision and Order for the Major Village Center Redevelopment.

K. Village Center Redevelopment, Minor

1. For a Minor Village Center Redevelopment, if the Village Center boundaries have not been established by the Zoning Board in a Major Village Center Redevelopment or by the County Council in a General Plan Amendment, then the property owner may develop using the provisions of Subsection C, D or E, as appropriate, of this section.
2. For a Minor Village Center Redevelopment, if the Village Center boundaries have been established by the Zoning Board or the County Council, then a village center property owner shall comply with Section 125.0.K.2.c, d or e. If Planning Board approval is required, then the petitioner shall also comply with the following provisions:
 - a. The petitioner is required to hold a pre-submission community meeting in accordance with Howard County Code Section 16.128. In addition to the written notice requirements of Howard County Section 16.128(c), the petitioner shall also notify in writing:
 - (1) All property owners identified in the records of the State Department of Assessments and Taxation of properties within the geographic boundaries of the Village Center as previously established; and
 - (2) The Board of Directors of the Community Association (The "Village Board") of all Village Centers.
 - b. Subsequent to the pre-submission community meeting and prior to filing the petition, the Petitioner shall present the concept plan and the design guidelines to the Design Advisory Panel for evaluation in accordance with the procedures established in Section 16.1500 of the Howard County Code. The Design Advisory Panel recommendations shall be forwarded to the Planning Board for their consideration of the Minor Village Center Redevelopment.
 - c. Within two days after its acceptance of a petition for a Minor Village Center Redevelopment, the Department of Planning and Zoning shall send a notice to the Village Board of the village in which the Village Center petitioning for redevelopment is located. The notice shall request that the Village Board submit a Community Response Statement outlining its comments on the redevelopment proposal. The notice shall direct the Village Board to:
 - (1) Provide its responses to the Section 125.0.J.4.a.(8) criteria;
 - (2) Address its comments in terms of any other specific approval criteria the Village Board recommends be considered by the Planning Board in its Decision on the Minor Village Center Redevelopment; and
 - (3) Provide a response regarding:

- (a) Planning and design concepts, including but not limited to how it fits into the surrounding area;
 - (b) Whether the petition is in harmony with a Village Center Community Plan, if one exists;
 - (c) Minima, maxima, precise values, and specific requirements concerning, but not limited to, Village Center Amenity Areas, building heights, bulk requirements, parking, density, and permitted uses; and
 - (d) Whether the Village Board has architectural review as designated in the village covenants.
- d. If the Community Response Statement is submitted to the Department of Planning and Zoning within 45 days after the date of the notice, the Community Response Statement shall be considered by the Department as the Technical Staff Report is being prepared. A submitted Community Response Statement becomes part of the public record for the Minor Village Center Redevelopment case, and will be forwarded to the Planning Board prior to its initial meeting or hearing on the case.
- e. Procedures and Approval Criteria

A request for an amendment to an approved Comprehensive Sketch Plan or an approved Final Development Plan for a Minor Village Center Redevelopment shall be reviewed in accordance with the Section 125.0.C requirements, except that the criteria to be used in the Planning Board evaluation shall be the same as those in Section 125.0.J.4.a. (8), (a) through (j) that are not related to residential uses.



Qualifications of Melville Patrick Peters

Education:

Virginia Tech: Blacksburg, Virginia 2002-2007
Bachelor Degree of Business Management with a concentration in Entrepreneurship, Innovation and Technology Management
Minor Undergraduate Degree in Real Estate
Master Degree of Building Construction Science and Management

Work Experience:

Associated Appraisal and Capital Realty Company
July 2014 - Present

Gilbane Building Company
February 2008-July 2014
General Superintendent of Construction
LEED Accredited Professional
OSHA 30-Hour Trained

License Held:

Maryland Certified General Appraiser Number 32344
Real Estate Broker Number 66

License Courses

Appraisal Principles 1, Maryland Association of Appraisers, Inc. February 19-20, 2015
Appraisal Principles 2, Maryland Association of Appraisers, Inc. February 26-27, 2015
Appraisal Procedures 1, Maryland Association of Appraisers, Inc. March 12-13, 2015
Appraisal Procedures 2, Maryland Association of Appraisers, Inc. March 19-20, 2015
National USPAP Course-Standards of Practice & Ethics, Maryland Association of Appraisers, Inc. March 26-27, 2015
Supervisory Appraiser & Trainee Appraiser Mandatory Course, Carroll Community College with Supervisor Melville Edward Peters
Residential Income Approach, Maryland Association of Appraisers, Inc. July 17-18, 2018

Advance Residential Applications and Case Studies, April 26-27, 2018
Real Estate Finance, Statistics, and Valuation Modeling, Appraisal Institute, May 21-22, 2018
Market Analysis and Case Studies, Appraisal Institute, July 30-August 2, 2018
Income Approach 1, Appraisal Institute, August 13-16, 2018
Income Approach 2, Appraisal Institute, August 20-23, 2018
Report Writing and Case Studies, Appraisal Institute, September 17- 20, 2018
Site Valuation and Cost Approach, Appraisal Institute, October 8-11, 2018
Sales Comparison Approach, Appraisal Institute, October 16-19, 2018

Clients of Associated Appraisers Include:

Maryland State Highway Administration
The Maryland Department of General Services
The Maryland Department of Natural Resources
The Maryland National Capital Park and Planning Commission
Washington Suburban Sanitary Commission
The Nature Conservancy
American Farm Land Trust
Anne Arundel County Department of Public Works
Prince George's County Department of Public Works
Montgomery County Department of Public Works
Charles County Department of Public Works
St. Mary's County Department of Public Works
Calvert County Department of Public Works
(Dowell Road, Fairground Road, Boyds Turn Road and Various Other Individual Projects)
Urban Renewal - City of College Park, Maryland
Greenhorne & O'Mara – Engineers
Stantec Consulting Services, Inc.
Johnson, Mirmiran & Thompson – Real Estate Consulting
W. D. Schock Company, Inc.
Maryland Aviation Administration
Maryland Transit Authority
Maryland Environmental Trust
WMATA
Semes, Bowen, and Semes - Attorney
Nalls and Nalls - Attorney
Covington and Burlington - Attorney
Patton, Boggs & Blow - Attorney
Carlton M. Green - Attorney
Niles, Barton and Wilmer - Attorney
R. Edwin Brown - Attorney
O'Malley, Miles and Harrell - Attorney
Margaret Farthing – Attorney
Foster and Braden - Attorney
Christopher Drummond - Attorney

Miles and Stockbridge - Attorney
Campen and Walsworth - Attorney
Daniels and Daniels - Attorney
Miller, Miller and Camby - Attorney
Rich and Henderson – Attorney
Poppleton, Garrett & Polott – Attorney
R. Dieter J. Lohrmann – Attorney
Ronald Willoner - Attorney
McNamee, Hosea, Jernigan, Kim, Greenan & Walker - Attorney
Gormley Jarashow Bowman LLC - Attorney

Banks, Mortgage Bankers - which include Nations Bank, BB&T Bank, Sandy Spring Bank, The Business Bank, Savings Bank of Baltimore, National Bank of Washington, Potomac Savings Bank, First Federal Savings and Loan Association, Citizens Bank of Maryland, Citizens National Bank, 2nd National Bank, 1st National Bank of Maryland, Crestar Bank, Allegiance Bank, Community Bank, Commerce Bank, Shore United Bank, PHH Home Equity, Cendant Relocation, Associates Relocation Management Co., Inc., and Advanta Mortgage.

Made appraisals in Prince George's, Montgomery, Anne Arundel, Baltimore City, Baltimore County, Carroll, Harford, Howard, Dorchester, Calvert, St. Mary's, Charles, Queen Anne's, Somerset, Worcester, Wicomico, Frederick, Talbot, Kent, Caroline, Allegany, Washington, Garrett, and Cecil Counties in the State of Maryland. I have performed various appraisals and appraisal reviews in Virginia and within the District of Columbia.

The types of properties appraised are residential, commercial, industrial, farms, apartment buildings, multi-family, municipal, islands, and waterfront properties, estates, partial acquisitions as well as agricultural, historic and aviation/aviation easements.

NOTE: This is only a partial list of qualifications.

THIS DOCUMENT IS VOID WITHOUT BLUE BACKGROUND. CONTAINS COPY VOID FEATURE & ARTIFICIAL WATERMARK ON THE BACK.

STATE OF MARYLAND
DLLR
 DEPARTMENT OF LABOR, LICENSING AND REGULATION

LICENSE * REGISTRATION * CERTIFICATION * PERMIT

COMMISSION OF REAL APPRAISERS & HOME INSPECTORS
 CERTIFIES THAT:
 MELVILLE P PETERS

IS AN AUTHORIZED: **04 - CERTIFIED GENERAL**

LIC/REG/CERT 32344	EXPIRATION 08-20-2022	EFFECTIVE 08-20-2019	CONTROL NO 5398325
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Melville P Peters
 Signature of Bearer

James E. Rzepkowski
 Acting Secretary DLLR

WHERE REQUIRED BY LAW THIS MUST BE CONSPICUOUSLY DISPLAYED IN OFFICE TO WHICH IT APPLIES

Lawrence J. Hogan, Jr.
 Governor

Boyd K. Rutherford
 Lt. Governor

James E. Rzepkowski
 Acting Secretary

APPRAISER'S CERTIFICATE AND AFFIDAVIT

I certify that, to the best of my knowledge and belief:

1. the statements of fact contained in this report are true and correct.
2. the reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
4. I have performed no services as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three year period immediately preceding the acceptance of this assignment.
5. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. my engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. my compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
8. my analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
9. I have made a personal inspection of the property that is the subject of this report.



11/12/2020

Melville Patrick Peters
Certified General No. 32344