

# How can government build high-quality facilities without upfront costs?



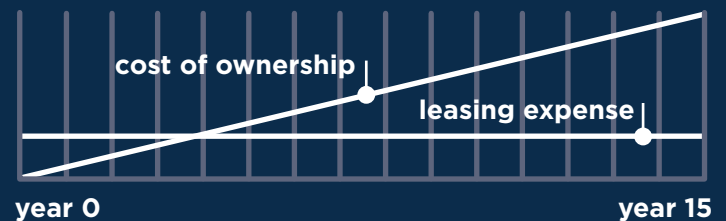
## Smart Consolidation for Greater Efficiency

Local governments have traditionally had to finance, build and hold onto aging buildings in scattered locations that should be consolidated. Cities, counties and states now have the option of following the model that private tenants and the federal government use – choosing the flexibility and cost savings of leasing.



## Best-in-Class Building Management

Everyone wants to own the building in Year One. No one wants to own it in Year 15, when upgrades and repairs are necessary. As builders and owners, FLH saves you money on overhead and management, letting you focus on what you do best – run government.



## Cost Certainty & Zero Risk

Combining construction and finance protects you from budget overruns and costly change orders while avoiding upfront design costs. Rather than fee-driven development, FLH builds on our dime with zero risk to government.



## Extending the Life of Government Buildings

Most governments don't have a mechanism for proper O&M or capital funding to manage long-term ownership. Our model – the same that private tenants and the federal government have chosen – offer the flexibility to transfer the liability to private developers.



## Resources Better Spent Governing

Design, construction, maintenance costs and personnel salaries will no longer be your responsibility. The time and money you save by engaging FLH allows you to more efficiently implement and manage valuable programs for constituents.



# A Partner with Proven Projects



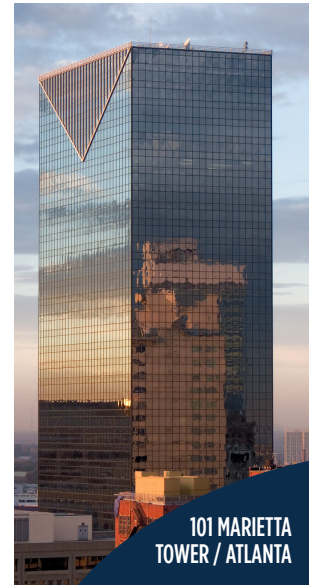
**THE PORTALS  
WASHINGTON, DC**

*The Portals is a multi-million-dollar, mixed-use waterfront project. The massive nature of the project required extensive negotiations and coordination with numerous government agencies including the Commission of Fine Arts, the National Capital Planning Commission, Consolidated Rail Corporation, and the D.C. city council. The Portals includes more than 1.8 million sf of prime office space, 125,000 sf of retail and restaurant space, on-site spaces for cultural and community meetings, a performing arts theater, a health and fitness center, and parking for nearly 1,200 cars.*



**DULLES  
GREENWAY  
WASHINGTON, DC**

*The Dulles Greenway is a privately owned 14-mile toll road that connects Washington Dulles International Airport with Leesburg, Virginia. Since the Greenway's dedication in 1995, commuters have enjoyed a non-stop alternative that reduces travel time by half. The Greenway also maximizes traffic flow by offering electronic toll collection through the Virginia Department of Transportation's Smart-Tag/E-ZPass System.*



**101 MARIETTA  
TOWER / ATLANTA**

*This 35-story office building at 101 Marietta Street in downtown Atlanta soars 440 feet above street level. It contains 681,313 square feet of gross space and provides parking for 850 cars.*



**SOCIAL  
SECURITY CENTER  
BIRMINGHAM, AL**

*This 660,000-sf office building with adjacent 1,765-space parking deck is on the edge of the historic civil rights district adjacent to downtown Birmingham. The new facility replaces the existing Social Security Administration and is expected to become a catalyst for growth in its historically important neighborhood. The Alabama Department of Human Resources holds a 30-year lease for 300,000 sf of the building, and FLH has been shortlisted to backfill the remaining available space with Birmingham's Fire and Police Departments and Municipal Courts.*



**HOLIDAY  
INN CROWNE PLAZA  
ATLANTA / HARTSFIELD**

*The 12-story, 399-room Holiday Inn Crowne Plaza Hotel is constructed near the Atlanta Hartsfield-Jackson International Airport, the second busiest airport in the United States. The hotel is an integral part of a development in College Park that includes a 105,000 sf convention center constructed, owned and operated by the City of College Park.*

## ABOUT FRANKLIN HANEY COMPANY

Founded in 1967, FLH Company is a recognized leader in innovative financing, imaginative acquisitions and creative planning. Family-owned and operated with a development portfolio of more than \$10 billion and 15 million square feet of space in real estate and property development, FLH was founded by Franklin Haney Sr. and is run today by Frank Haney Jr. The company's goal is to be the builder for a better tomorrow in communities across the nation. Learn more at [flhcompany.com](http://flhcompany.com).



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