



Q: How big is Bristow Commons?

A: The proposed mixed use project comprising retail and office is located on 8 acres of land at the intersection of Linton Hall & Devlin Road. It is a small neighborhood lifestyle center nestled in the center of the Linton Hall corridor and is not a regional center like the ones at Route 29 & Route 28 on Linton Hall.

Q: What will Bristow Commons look like? Is this just another strip mall?

A: Bristow Commons is NOT a strip mall. The central theme for Bristow Commons is “live work play”. This is at the heart of the design for this mixed use center nestled in the middle of the residential community. It will be similar in look to Fairfax Corner with many enhancements to fit in as a neighborhood center. The architecture of this family friendly, lifestyle center is upscale to suit the neighboring residents. It boasts 360-degree architecture, so there is no “back” to any of the retail buildings. They will have the same upscale architecture from all angles of view. The main esplanade boasting a 10,000 SF plaza will be shielded from the road and the surrounding neighborhoods and the signature buildings will be arc-shaped, following the natural curve of the land. The central plaza will also feature a mini-town center with a two-storey clock tower building, outdoor café seating, landscaped esplanade, benches and architectural focal points. No “strip mall” looks like this:

<http://www.bristowcommons.com/layout-look.htm>

Q: What are the main features of Bristow Commons?

A: Bristow Commons is a neighborhood nucleus...a community hub for residents to socialize, transact and congregate. Elevation renderings and the main features of the mixed use nucleus for the Bristow community can be viewed at:

<http://www.bristowcommons.com/layout-look.htm>

You will notice similarities with Fairfax Corner with many enhancements for neighborhood congruence:

- TOWNCENTER: mini town center look and feel with 10,000 SF esplanade and clock tower building
- 360 DEG ARCHITECTURE: upscale 360 degree architecture so no offensive backs of buildings
- RETAIL SHIELD: nestling and shielding of retail activities in the center
- GREENSPACE: below ground parking and underground storm water detention to increase greenspace and visual appeal
- NEIGHBORHOOD FIT: building footprint is less than landscaping allowing more buffer and landscaping on the site
- SPACE CREATION: fractured buildings and parking for space creation and avoid monolithic structures and sea of parking

- **NON-VEHICULAR ACCESS:** ¾ mile in walkways and sidewalks for neighborhood walking and biking access
- **FAMILY FRIENDLY USES:** pharmacy with drive thru, medical/dental/professional offices, day care, two kid friendly restaurants, open air plaza, walkability, covered parking

Q: Does the developer have to build Bristow Commons this way, or can they change their mind later?

A: All aspects of the layout and architecture on this website are “proffered”. This means that the developer has offered this layout and architecture, and upon rezoning approval, is bound by law to keep in strict conformance with this offering. Short answer is that the developer must develop what you see and no developer wants to be in default.

Q: What are the benefits to me as a resident of Bristow and to the County?

A: There are many benefits, as follows:

1. **Balance of uses:** Residential and commercial uses support each other to create sustainability
2. **Economic sustainability:** Residents need an economic base to fund continuing public services, such as, schools, roads, utilities, snow removal, etc. Commercial creates jobs, diversifies tax base, improves and maintains infrastructure and creates a better quality of life. Bristow Commons will generate \$1.3MM in annual taxes (property, employee withholding, sales, licenses) versus \$80,000 in property taxes from residential on the parcel. Otherwise property taxes have to go up for funding services and infrastructure and this will come from homeowners.
3. **Road improvements:** Bristow Commons has proffered to widen Devlin Road by one and a half lanes along the 1400 feet of Devlin frontage, put in a median on Devlin Road along with a left turn lane for the entrance, improve the radius of the curb at Linton Hall & Devlin intersection, align entrances with existing residential developments and dedicate Devlin Rd right of way for future improvements amounting to nearly 10% of total acreage. Residential would not have to do this on the 8 acre parcel and taxpayers would fund the improvements in the future, which Bristow Commons is building today.
4. **Traffic:** Basic needs for retail, day care, medical offices, restaurants, pharmacy can be addressed locally, so less people driving less distances on less public roadway
5. **Home values:** Since no houses are being added to the inventory by Bristow Commons, there will be no negative effect. In the long run, mixed use benefits surrounding values due to sustainability, quality of life and appeal for the area.
6. **Community Sustainability:** Bristow Commons serves as a binding nucleus to link a dozen disparate neighborhoods around it
7. **Convenience:** Pedestrian-friendly accessibility and a place to congregate and socialize
8. **Family-friendly uses:** medical offices, shops, two restaurants, day care, pharmacy with drive thru
9. **Office space:** Medical, legal, dental, financial and other offices complement neighborhood retail
10. **Aesthetics:** Beautiful upscale 360-degree architecture similar to Fairfax Corner
11. **Environmentally Conscious:** Bristow Commons boast more green space than building footprint

Q: Would Bristow Commons create more traffic?

A: No. Bristow Commons is designed to serve the local micro-economy within a 2-3 mile radius. Our primary customers are the one dozen disparate neighborhoods around the parcel in a 1 mile radius. We serve people that are already on the road today because their retail and service needs are not met and they have to go elsewhere in their cars. Due to the neighborhood scale and uses, it will not attract people from outside the Bristow area. It is a neighborhood center (not a regional power center with Target & Lowes) with some key retail and office uses for the surrounding residents that will have a local draw, and not a regional draw from places like Gainesville. In fact, from a planning perspective, Bristow Commons serves to contain and buffer peak hour traffic and lower strain on the roads leading to and from Bristow (Linton Hall & Devlin Roads). While Bristow Commons is estimated to serve 3,000 vehicles per day, it does not affect the Levels of Service (LOS) on Devlin & Linton Hall Road due to its small neighborhood scale and uses, walkability, proximity to residences and mix of retail and office space. Additionally, the proposed improvements on Devlin Rd address the future needs of the community/County through one and a half lane widening and roadway dedication, which additional residential on the parcel would not be required to do.

Imagine rush hour traffic. Everyone is on the road at the same time and the following four simple scenarios of how Bristow Commons can help traffic by providing local amenities for local residents:

- **INTERCEPTION:** If a local resident can pick up a medical prescription locally instead of going to Gainesville or Nokesville, that would mean one less person traversing on Linton Hall or Devlin Road. A service professional living locally can arrange a breakfast meeting at a Bristow Commons restaurant or plaza instead of meeting in an office outside the trade area where everyone is heading on the same roads at the same time and clogging traffic. This is interception and has the effect of keeping residents local and not on the roads at rush hour.
- **DESTINATION:** Similarly, if there was an employee working in Bristow Commons, that would be one less person on Route 29 or I 66 clogging up the work commute during rush hour. This would be destination based reduction.
- **CONTAINING & BUFFERING:** During morning rush hour, if a parent can drop off their child in day care and grab a cup of coffee before getting back on the road, then it means that car is parked and not on the roadway during that time with everyone else on the road. This translates to containing and buffering peak hour traffic because of one less person on the road at the same instant as all others. This is similar to a bucket that stores and releases water slowly from a pin hole.
- **NON-VEHICULAR ACCESS:** If a family walks or bikes to Bristow Commons medical offices using the perimeter trails and sidewalks, that again reduces traffic volumes because that car stays in the garage at home.

Now imagine all of these different types of traffic events happening at the same time during peak hour and the positive effect it could have on traffic volumes on public roadways and fighting congestion. Traffic to Bristow Commons is a combination of these four events....3,000 times a day...local residents with local amenities....**our traffic situation gets better if there are less people traveling less distance on less public roadways and that is what is central to Bristow Commons.** This is modern planning, whereby local microeconomy needs are addressed locally and not regionally, akin to Fairfax and Arlington. Traffic problems will only get worse if not addressed surgically in the local setting as Bristow Commons does. Leading jurisdictions around the nation recognize mixed use projects, addressing local microeconomy needs at the neighborhood level and balance of commercial and residential uses to address traffic, employment, economic sustainability and quality of life issues.

Q: We already have the Braemar Plaza with a Safeway. Why do we need Bristow Commons?

A: Bristow Commons is a completely differentiated center from the Braemar Plaza.

1. **STRIP VERSUS LIFESTYLE:** Braemar Plaza is a strip center that serves the retail needs the community while Bristow Commons is a neighborhood lifestyle center with a plaza, clocktower, mix of uses, 360 degree upscale architecture, walkability, convenience focus, family friendly uses and fractured mixed use layout.
2. **SELF CONTAINED:** Braemar Plaza is a self contained community and was built to serve the needs of the Braemar community as a residential planned community; commercial supporting the needs of its residential component as required by zoning code for anything over 50 acres. Unfortunately, too many small and large disparate residential developments around Bristow Commons have cropped up with no one addressing the commercial needs of these disparate neighborhoods. So Bristow Commons serves these communities as a residential planned community “after the fact” to correct the oversupply of housing and balance uses.
3. **RETAIL LEAKAGE:** Two independent market research firms confirm that retail and services uses are lacking within a 3 mile radius of Bristow Commons to the tune of 700,000 sf of retail space required to address only the current demand. Retail dollars are driving in a car and being spent somewhere else with no benefit to the local microeconomy....more people on the roads going elsewhere to shop. Future residential growth in the area will only make things worse.
4. **USES:** Braemar Plaza has two banks with drive thrus, gas station, 60,000 sf Safeway and fast food with a drive thru. Bristow Commons is proposing a pharmacy with a drive thru, two sit in restaurants, professional offices (medical, dental, legal, financial), medical spa, natural/organic grocer and boutique & specialty retail. The uses are different and each serves the needs of the community in a different way instead of driving to the regional centers at Nokesville and Gainesville.
5. **SIZE:** Braemar Plaza is not a neighborhood commercial due to its size. Neighborhood Commercial has to be less than 15 acres and Braemar Plaza is over 27 acres. Bristow Commons, in contrast, is much smaller at 8 acres, and will be an upscale neighborhood lifestyle center.
6. **TRADE AREA:** Bristow Commons is on the Linton Hall northbound and serves the trade area north of Sudley Manor on Linton Hall. Braemar serves the Sudley Manor corridor. Also, due to the Linton Hall realignment and expansion, Braemar does not have direct and convenient access to serve Linton Hall traffic.
7. **LANDMARK:** Bristow Commons is a unique, signature development in the DC-metro area, and will bring positive press to the Bristow community – demonstrating the harmony between existing residential and complementary commercial land uses. The layout, uses, architecture and proximity all differentiate Bristow Commons from Braemar and other strip centers in the metropolitan area.

Q: Will Bristow Commons have check cashing, pawn store and other similar tenants?

A: Bristow Commons is committed to bringing a high quality, upscale mixed use center. We are committed to uses that are conducive with the demographics and neighborhood fabric of the Bristow community. The costs for doing a development, such as Bristow Commons, with its upscale architecture, fractured building layout, roadway improvements, underground stormwater and below ground office parking warrant rents that are not economically feasible for low end tenants such as check cashing, pawn store, etc. Further, demographics will not support these tenants due to the high income, high education, 30 something family with kids that do not require these uses. Our goals are

aligned with the aspirations of the local community to have a differentiated, upscale and higher quality offering to ensure the long term viability of this small neighborhood center. Regardless of the economic and demographic argument, we have proffered to prohibit deleterious uses/tenants in Bristow Commons: check cashing, pawn store and adult business.

Q: How will Bristow Commons impact the environment?

A: Environmentally friendly design is a fundamental tenet to our development philosophy. The managing member of the Bristow Commons development team, Murad Pandit, has a degree in Environmental Engineering from Virginia Tech. The Bristow Commons project has sectioned off over 12,000 square-feet as a tree preservation area. In addition, the engineering design includes underground stormwater management and underground parking to increase green space on the development, such that there is *more* green space than building footprint – this is very rare for any commercial development. The result is also that proposed landscaping exceeds commercial landscaping requirements by 50%. The central esplanade will also be landscaped and tree-lined, to create a retail, park-like setting. Variegated rather than concentrated buffering allows dispersion of foliage and better aesthetics to complement neighborhood setting. Bristow Commons has three quarters of a mile in walking paths & sidewalks internally and on the property frontage along Linton Hall and Devlin Roads. This property border will be well landscaped with trees plantings, shrub hedges and flower beds promoting neighborhood and upscale residential congruence. View from Devlin Rd near Ashley's Park Lane:

<http://www.bristowcommons.com/View-from-Crossmans-Creek-main-entrance-view1.pdf>

Q: What will the developer do if Bristow Commons does not get approved at the BOCS hearing on May 6th?

A: Out of the 8 acres, the land is currently zoned as agricultural (6.36 acres) and the balance is residential. There are two options if the proposed development is not approved as commercial by BOCS:

1. The developer will be forced to sell the land to a residential developer to build MORE homes!! This could mean more empty lots and empty homes as well as homes selling at a 30% discount to our neighboring residents. Problems of job creation, property taxes going up, lack of traffic improvements, quality of life and community sustainability continue to linger on.
2. If more housing is not allowed, it will leave an incongruous and risky A-1 (agricultural) zoned property in the midst of the suburban residential character of the community. Permitted uses for A-1, especially for a corner property our size (6.5 acres) which does not have enough acreage to shield operations become a public nuisance with livestock, farm equipment, timbering, out of character building structures, flea market, compost, manure, biosolids and fertilizers, equipment repair....all deleterious but permitted uses that cause noxious odors, dust, debris, traffic and completely out of character with the neighborhoods around us.

We want our parcel to become an asset in the community and not a public nuisance due to a missed opportunity of bringing much needed mixed use and community nucleus through Bristow Commons.

Q: Who is the owner of Bristow Commons?

A: There are three active partners and managers of Bristow Commons. Here are their profiles:

Bhoopendra Prakash

Mr. Prakash is a Partner at KSK Development, a Virginia based real estate investment advisory and land development company. He has also been the CEO of The Plan Source since 1989, a business to business services company focused on land development planning, design and engineering. He is a registered Professional Engineer (P.E.) in New York, Maryland, Virginia, North Carolina, Washington D.C and Florida. Bhoopendra is a seasoned land development engineer and has worked extensively on varied commercial, industrial and residential projects in the Mid-Atlantic region. He has amassed over 25 years of engineering, design and land development expertise in the US. Mr. Prakash has an undergraduate degree in Civil Engineering from Iowa State University.

Murad Pandit

Murad Pandit has over ten years of land development and construction management experience and over three years of capital markets experience on the investment management buy side. Murad is currently a Partner at KSK Development and is also the President of The Plan Source. He previously co-managed the four star Morningstar rated MTB Mid-Cap Growth Fund with \$250MM assets under management. Prior to MTB, he was the Implementation Planner for the US Region for ExxonMobil Fuels Marketing and was involved in market development, capital budgeting, permitting, economics and construction management of retail facilities. He has undergraduate degree in Civil/Environmental Engineering from Virginia Tech and an MBA from The Wharton School.

Sameer Patel

Sameer Patel has over five years of commercial banking and fund management as well as three years of land development experience. Sameer is a Director at KSK Development and he also serves as the Vice President of Operations and Business Development at The Plan Source LLC. Prior to joining The Plan Source, Sameer worked in various marketing, product development and management roles with M&T Bank Corporation, an S&P 500 company. Sameer was an Assistant Vice President at M&T Bank and joined the bank through its highly selective Management Development Program. He received his Bachelor of Arts degree with Honors in English from Georgetown University.

Q: Who do I contact if I want to show my support or have questions about Bristow Commons?

A: Please contact Sameer Patel at bristowcommons@gmail.com or 800-877-2920, x2