KALIWA

THE ORIENT

CONCEPT

Kaliwa, the newest restaurant collaboration between Chef/Restaurateur Cathal (the "t" is silent) Armstrong and his wife Meshelle, is a celebration of the dynamic flavors found in eastern Asia. Kaliwa, the word itself, means "the left" in the original Tagalog language. We've chosen this name not only because Chef Armstrong is left handed, but also because the name suggests a slight tinge of the sinister, making the name all the more provocative and illustrative of our celebration of taking a different perspective on things. Indeed, the name denotes that we prefer to be different and not to be trapped by what is considered to be the norm. And finally, as is fitting a restaurant that celebrates the flavors and culinary history of the East, we believe that the "left" brings good luck and good fortune.

We'd like to introduce our new venture -- Restaurant Kaliwa On The Wharf. The Armstrong restaurant duo, together with their lauded beverage partner Todd Thrasher, and their Eat Good Food Group of restaurants have grossed over $20 million in sales and have received numerous awards over the past thirteen years for their restaurants: *Restaurant Eve* (fine dining)*, Eamonn's a Dublin Chipper* (fast casual)*, PX* (cocktail bar), *The Majestic* (casual eatery), *Virtue Feed and Grain* (gastro pub), and *Society Fair* (an "Epicurean Emporium"). All have garnered numerous accolades, including inclusion in ***Food and Wine Magazine's Hall of Fame, Best New Chef, the UK Observer's Best Bar in the World,*** and being named the ***Best Food Market.*** Furthermore, Chef Armstrong is an eight time nominee for Outstanding Chef for the Mid-Atlantic Region by the prestigious James Beard Foundation. In addition to this recognition by his peers in the industry, Chef Armstrong has been named a ***Champion of Change*** by the **White House** for his extraordinary work with local school lunch programs and he has also had the pleasure of hosting the President and First lady on their 10th wedding anniversary. ***Washington Life Magazine*** listed the restaurant couple as one of **"DC's Power 100,** Influential players running Washington and the world." This celebrated team is now taking their collective talents to open this exciting, Asian-influenced restaurant on the newly developed DC Wharf in Southwest Washington, D.C.

In 2014, the team was among the first chosen for the prime, world class waterfront location because of their experience, industry cache, and superior operational skills. Once the developer, Monty Hoffman, of PN Hoffman-Madison Marquette personally toured the couple on the prime $2 Billion Waterfront DC WHARF space, the concept and vision for Kaliwa immediately presented itself to the team: *"It reminded us of Charles Phan's restaurant,* The Slanted Door, a modern Vietnamese restaurant in San Francisco's similar **Wharf district,** which grosses over $16.9 million in sales annually[1]."

With the concept in focus and the perfect location, their sights are fixed on the flavors of the East.

[1] www.bizjournals.com/sanfrancisco/blog/2015/10/countrys-top-grossing-restaurants-sf-slanted-door.html

Their collective passion for this endeavor springs from their love of Asian food and culture. Meshelle Armstrong, the PR and marketing maven for the group is Filipino, Chef Armstrong is a national champion and 2nd degree black belt in the Korean sport of Tae Kwon Do, and the Irish Chef was selected to represent the United States as a taste ambassador to Thailand where he honed his culinary skills for eastern cuisine.

While Armstrong's current fine dining, regional American Restaurant Eve has garnered, four out of four stars in it's tenure, Kaliwa is a concept-driven restaurant that will focus on Filipino, Thai, and Korean cuisine all under one roof. And while the Chef is pulling from several cultures, Kaliwa is not a fusion restaurant. "I don't want to do anything that's mixed up or confused," he says. There will be distinct Filipino, Thai, and Korean menus, plus a sushi bar and a few dishes from Japan and China that the chef admires.

The menu and format is approachable and appealing for many reasons: it targets the luxury diner, (The Chef's Tasting Menu, served family style) the upscale casual diner (a la carte menu), as well as, offering fast food "with a distinct pedigree" via a take-away menu with a separate walk-up window. Sunday Brunch will offer Kamayan - translated, "eat with your hands," a Filipino extravaganza, without cutlery or plates served on a bed of banana leaves in keeping with the "Mabuhay spirit" of the Filipinos, which means embodies their sense of hospitality and which wishes participants long life and bids them

Example of Kamayan Feast

Philippines

Lechon Kawali
Dinuguan
Kinilaw
Street BBQ
Crispy Pata
Lumpiang Shanghai
Pochero
Sisig
Pancit Canton
Kare Kare
Atchara
Adobong Pusit
Adobong Pork Ribs
Adobong Pakpak
Inasal na Manok

Thailand

Red Curry
Green Curry
Yellow Curry
Panang Curry
Chili Pepper Beef
Wood Grilled Fish Naam Jim
Whole Fried Fish with Chili and Lemongrass
Grilled Striploin with Jaew
Sai Ua
Ajaat
Stir Fried Green Beans
Stir Fried Bok Choy

KALIWA

Salo-Salo

"We eat together"
Asian Journey ~ Chefs Tasting Menu served Family Style
$65 per guest

Kamayan

Our popular Kamayan "to dine with your hands" service
is available every Sunday brunch from 11am-3pm.
Come in and celebrate the tradition of Kamayan or "eat with your hands".
No plates, no cutlery - just a beautiful array of food plated live on banana leaves. Our Kamayan dinners offer a unique Filipino experience that promises to engage your senses and leave you licking your fingers.

Korea

Kimchi
Jeyuk Gui
Yukgaejang
DDukBokGi
Galbi
Yangnyeom Dak

Other Favorites

Spicy Tuna Roll
Eve's Chicken Ramen
Pan Fried Dumplings
Udon with Oxtail
Clams with Fermented Black Beans

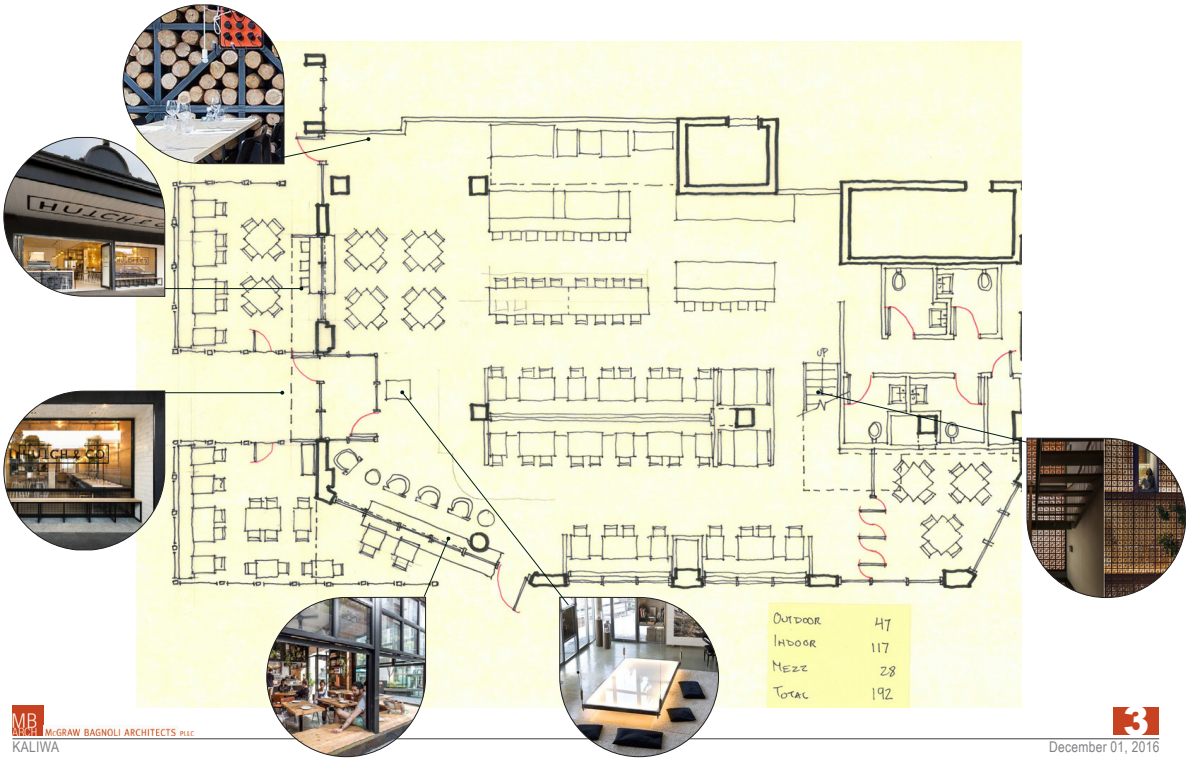
Another significant attraction will be the "**street food bbq**" and outdoor grill to draw in pedestrian traffic of tourists or day trippers. Aromas of glazed BBQ skewers of pork and chicken, all cooked outdoors, will waft through Wharf's promenade. This "sizzling" kiosk will act not only as a revenue generator, but also as a sensory marketing device for the restaurant's visibility from the yacht harbor.

To Note: The developers have allowed only *one* restaurant, which is Kaliwa, an outdoor gas cooking kiosk. Additionally, Rent will not paid on 1400 square feet of this Kiosk.

And, to further the experience of Kaliwa, ours is the only restaurant at the wharf afforded *two* kitchen hoods, one of which will be wood-fired per Chef Armstrong's desire to have an exposed wood-fired oven to add to the overall sensation of dining at, as well as enhance the diners' experiences. Indeed, diners seated at the Chef's counter will have a full sensory experience with sights, sounds, and aromas coming from the open hearth oven even before they have ordered. Adding this cooking element, and utilizing the flavors of charcoal and wood to intensify the flavors of Asian cooking, will not only highlight the complexity of the cuisines on offer, it will also be a further demonstration of the "Kaliwa way" of being exceptional.

Preliminary Main Floor Schematics

The interior schematics have been designed to create intimate pockets of dining as well as display a vibrant and exciting setting. A mezzanine, with a clear view of the water will be built to accommodate private parties for board dinners, lounging and dining. The private party market is big business both professionally and socially. The wedding market and corporate groups will naturally be drawn to the waterfront area for many reasons; parking, vibrancy and proximity to the water and hotels. Kaliwa is purposefully designed to accommodate this market and will employ a dedicated sales and events planner specific to this portion of the business. The use of indoor / outdoor sections have been created in the floorpan layout so as multiple parties could happen at once while other non party guests also are able to enjoy the outdoor patio and indoor dining.

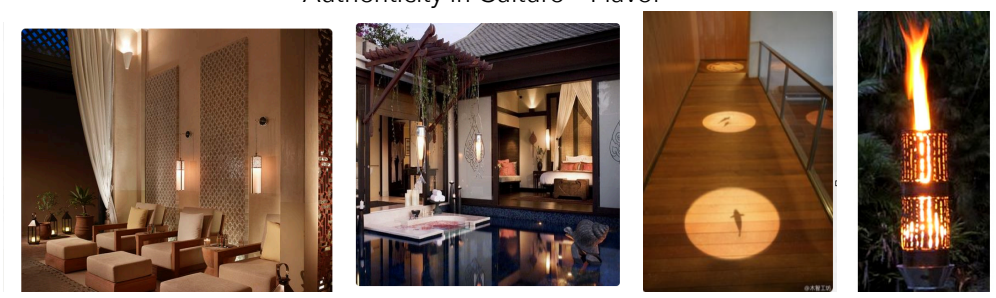


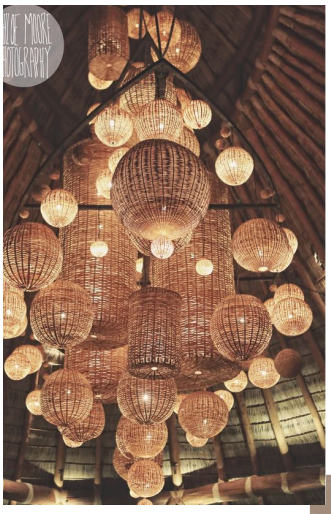
"A truly successful restaurant able to stand the test of trends and time not only stems from a good business plan but from a true desire to share an authentic vision."

- Restaurateur, Conceptual Marketeer ~ Meshelle Armstrong

Facade Kaliwa Store Front Design

Authenticity in Culture • Flavor

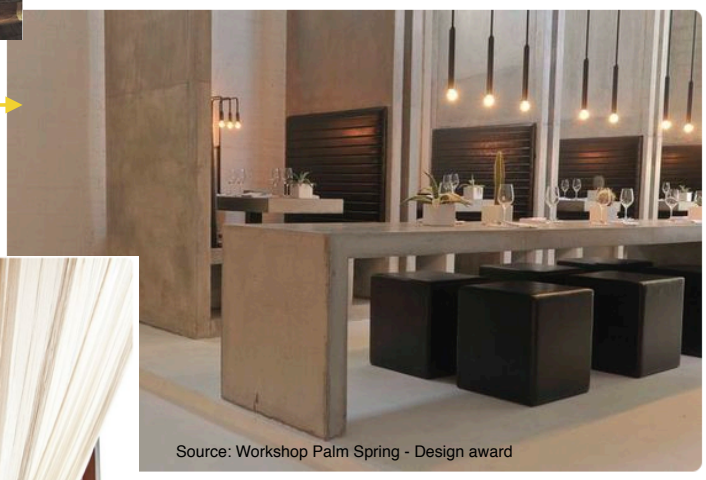




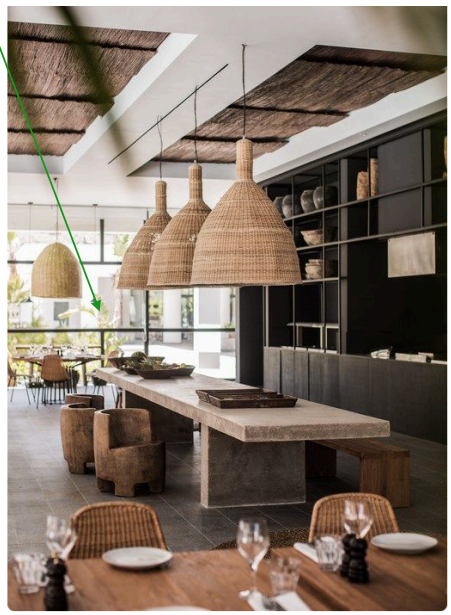
Mezzanine opens onto dining floor and can see the water.
Vip Section for investor and corporate parties.

concrete floor, walls.

Hostess stand built like this suspended with cabling. Wood/concrete..



One concrete table - able to receive "Kamayan" cooking. (below)
Use signature cane chairs for more authenticity yet elevated.
(concrete table below allows for heads of table.)



Signature/ haute Cane Chairs - for concrete table.

Location = Prime A

A $457 MILLION DESIGN-BUILD CONTRACT FOR THE WHARF PHASE 1 PROJECT LOCATED ON THE SOUTHWEST WATERFRONT IN WASHINGTON, D.C. THE MEGA MIXED-USE PROJECT IS A PEDESTRIAN-ORIENTED, WATER-ORIENTED, AND TRANSIT-ORIENTED DEVELOPMENT ALL IN ONE.

As you will see from the information provided in the link, the District Wharf will be a world class waterfront development in the heart of the nation's capital – a $1.5 billion redevelopment of D.C.'s Southwest Waterfront with Kaliwa at the heart of it all. The District Wharf project consists of twenty-four acres of land and fifty acres of water front. The project developers envision **20 million visitors** yearly and that, coupled with a resident population of **9 million people** within an hour's drive, Hoffman-Madison Waterfront's vision of The Wharf will hold an enviable position at the epicenter of national

tourism, history, business, research, and political power. The Wharf is immediately adjacent to Interstate 395, Washington's major North/South freeway, carrying 175,000 vehicles per day, and is a short four-block walk from two Metro-rail stations; Waterfront and L'Enfant Plaza. The Wharf's mile long waterside promenade, unrivaled in the region, along with its 3.2 million square feet of residential, office, hotel, retail and cultural space, underground parking, piers, marinas, parks and open spaces will provide Washington, D.C. with a vibrant reconnection to its waterfront. For detailed information about the District Wharf development, please visit: http://www.wharfdc.com.The Southwest Waterfront will be transferred into a 19-acre, mixed-use community, complete with two residential buildings, a Class-A

office building, a yacht club, two parks, and a parking garage. Construction will include a 501-unit apartment building with a music hall located on the first five levels. An additional residential building will be constructed with 147 apartment units and 134 condos.

The project team also will construct a 225,000 square-foot, Class-A office building, that will connect to the adjacent buildings. Also included in the scope of work is the Capital Yacht Club. The Yacht Club will be built on a pier over the Washington Channel and will offer 98 marina slips. A 700,000 square-foot parking garage, with two below-grade levels, will supply 2,500 parking spaces to the community. The project team also will construct two small buildings located on piers. **Kaliwa** will be situated in the Yacht Piazza, home to some of D.C.'s most prized riverfront condominiums. Specifically, the restaurant will be situated on a corner lot in Jazz Alley between two hotels, The Five Star Willard Intercontinental, and The Canopy, a new Hilton property.

Kaliwa's desirable location is in the center of it all. (Above see parcel 4 - red arrows.)
The Yacht Club, which the parcel is named adjacent to Kaliwa. The Yacht Club Piazza will be the arrival and departure point of exclusive condo owners, luxury hotel guests and Yacht Club members and guests. This "experience" will be energetic, yet understated, elegant, important, protected and urbane.

Yacht Club Piazza Attributes

Yacht Club Piazza

The Yacht Club Piazza will be the arrival and departure point of exclusive condo owners, luxury hotel guests and Yacht Club members and guests. This "experience" will be energetic, yet understated, elegant, important, protected and urbane.

Yacht Club Piazza Attributes

- The higher net worth customer, guests and residents
- "Money" coming and going
- Quintessential valet/customer service experience
- Intercontinental Hotel main entrance—international flair
- VIPs and Foreign Dignitaries
- Quieter, pleasant, urbane experience of the place
- Transition to hotel, home or boat
- Residences of local prominence and prestige
- A reputation address of cache and privilege
- UBER service not taxi
- Active environment with safe and secure feeling
- Elegantly landscaped—stately signature tree at the core
- Pleasant outdoor seating under The Tree
- Place-making from lighting—romantic and special
- 2 or 3 restaurants and quick service food venues ranging from 750sf to 8,000sf
- Reinvigorated Capital Yacht Club – lively social cache and select maritime environment

- The higher net worth customer, guests and residents
- “Money” coming and going
- Quintessential valet/customer service experience
- Intercontinental Hotel main entrance—international flair
- VIPs and Foreign Dignitaries
- Quieter, pleasant, urbane experience of the place •Transition to hotel, home or boat
- Residences of local prominence and prestige
- A reputation address of cache and privilege
- UBER service not taxi
- Active environment with safe and secure feeling
- Elegantly landscaped—stately signature tree at the core
- Pleasant outdoor seating under The Tree
- Place-making from lighting—romantic and special
- 2 restaurants on the water - KALIWA and Del Mar
- Reinvigorated Capital Yacht Club – lively social cache and select maritime environment

Kaliwa’s location, situated both as a corner spot and front center has the best view of the river as it faces both Alexandria and DC. Note: In regard to competition: Kaliwa is the only Asian brick and mortar restaurant on the phase one property.

The Study - We have taken a number of important steps in developing Kaliwa; we have established the prime location, specifically, the restaurant will be situated on a corner lot in Jazz Alley between two hotels, The Five Star Willard Intercontinental, and The Canopy, a new Hilton property. We examined architectural drawings to determine the number of seats and how they would translate into a pro forma. We next performed a proof of concept by testing our ideas and approach at our sister property Restaurant Eve for over one year. Taste, timing in making the dishes, end product, cost of product, and delivery to

VIEW OF THE WHARF HARBOR. CHEF ARMSTRONG EYES THE CENTER SPOT THAT WILL BE HOME TO KALIWA.

THE RENDERING ABOVE FEATURED IN THE WASHINGTONIAN MAGAZINE. KALIWA IS LISTED AS ONE OF THE MOST ANTICIPATED RESTAURANT OPENINGS IN 2017 BY EATER AND THE WASHINGTON CITY PAPER.

PROVEN SUCCESS

WASHINGTON CITY PAPER

The 12 Coolest 2017 Bar & Restaurant Openings

Chef Armstrong and Kaliwa's Chef De Cuisine Paolo Dungca at DC's Most anticipated openings party.

Kaliwa, The Orient
751 Wharf St. SW (September)
The D.C. area got its first hit of Chef **Cathal Armstrong's** Filipino and Thai cooking at **Restaurant Eve**, where he rolled out a special tasting menu that flared nostrils with heat and tang. Now he's bringing The Wharf a full-on Asian restaurant showcasing Filipino, Korean, and Thai food. Armstrong is left-handed, hence the name "Kaliwa," which means "the left" in Tagalog. It has a slightly sinister connotation, so expect this typically buttoned-up chef to let loose. Look forward to both indoor and riverfront dining.

Beholding the Magnificence of D.C.'s Southeastern Asian Dining Scene

The Southeast Asian culinary culture with the most rapidly emerging profile in D.C. looks to be Filipino. - Bill Addison, Eater National Restaurant Critic

EATER

Chef Cathal Armstrong's Asian Tasting Menu

"I trekked to Alexandria, Virginia, about 20 minutes outside of D.C., **for bolder Filipino flavors in an unexpected location**: the restored nineteenth-century warehouse that shelters elegant Restaurant Eve. Executive chef Cathal Armstrong owns the restaurant with his Filipino wife, Meshelle, and the couple has been slowly incorporating the foods of her heritage into the New American menu.

In January, as an experiment, the kitchen switched solely to Filipino-focused prix fixe for a month. It was enough of a success that an Asian tasting menu is now a standard option. Mine started with a slate board displaying Filipino surf and turf: a lacquered hunk of pork belly, a radish-strewn hamachi kinilaw

zinged with puckery calamansi citrus, and a timbale of rice with a poached egg atop. Then the fiercer flavors: callos, a tripe stew, and a take on dinuguan, one of the more infamous Filipino dishes made with pork blood, here modified by using blood sausage (an Irish favorite, winking to Cathal Armstrong's background) that pulled back on the funk but still delivered plenty of wallop. Shrimp in feisty Thai green curry traipsed into the mix. A coconut sorbet with raspberry granita and strawberries channeled the Filipino sundae called halo-halo and cooled the senses.

Mastering Eastern culinary traditions without debasing them with Western cleverness takes perception and discipline, but this kitchen seems capable of it. The Armstrongs recently announced they'd be opening an Asian restaurant in Southwest Washington D.C. in the next few years. **Their flagship should make for elegant and delicious testing grounds in the meanwhile.**

At long last, Filipino food arrives. What took it so long? - Tim Carman

The Washington Post

Nearly three years ago, before most Americans could pronounce sinigang, let alone find a place to enjoy the sour soup, Andrew Zimmern predicted Filipino cuisine would soon become the darling of diners who collect restaurant experiences like seashells on the beach. If you survey the dining landscape today, you might wonder whether the "Bizarre Foods" host moonlights as a soothsayer.

From Los Angeles to New York, Filipino cooking has expanded well beyond its no-frills "point-point" eateries (the suburban outlets where diners point to steam-table dishes they want) to more refined restaurants that cater to diners who want wine, not soda, with their meals. D.C. area chefs and restaurateurs, in particular, have taken an interest in Filipino food. Three full-service restaurants,

The Washington Post APR 22, 2015

This popular Filipino dish is based on the pork that restaurateur Meshelle Armstrong's aunts, Tita Violi and Tita Jet, make. Armstrong's husband, chef Cathal Armstrong, tweaked the recipe a bit further, making it less sweet and using braised pork belly instead of pork butt (shoulder). You'll need to soak any bamboo/ wooden skewers in water for at least 30 minutes before grilling. Chef Armstrong's version takes an upscale approach.
Either way we love them both.

including a fine-dining room overseen by a James Beard Award nominee, Chef Cathal Armstrong now specialize wholly or in part in the cuisine; three more are on the way. To read more:
As a child of the Philippines, Meshelle Armstrong has been an evangelist for the country's cooking for years. The target of her zeal has often been her husband. She has pushed Cathal Armstrong repeatedly to expand Eve's menu to include Filipino dishes, but for the most part, the chef has resisted, arguing that he wasn't familiar or comfortable with the cuisine. That changed last fall when he made a trip to Thailand as a U.S. cultural ambassador. It wasn't the Philippines, but it was close enough. He could finally taste ingredients fresh from the trees and soil.

"I did get an understanding of how the ingredients work and how they actually taste and why they make sense together," Cathal Armstrong says. "Just that part made me much more comfortable cooking that kind of food."

Not long after his trip, the chef introduced an Asian tasting menu at Eve. It was heavy on Filipino dishes such as dinuguan, pork belly barbecue and kinilaw (a kind of seviche with raw hamachi flash-marinated in the juices of lemons, limes, oranges and calamansi). The menu was supposed to be a special January promotion, but it continues to hang around Eve, as Cathal Armstrong auditions more dishes that could make the cut for his planned pan-Asian restaurant in the Wharf development along the Southwest waterfront.

The Armstrongs have been playing with names for their first D.C. restaurant, set to open in 2017. They're considering Kaliwa, the Tagalog word for "left-handed" (which the chef is) as well as the word for "to the left" (which sounds like an apt description of the chef's move into Filipino cooking). Come to think of it, Cathal Armstrong could be a symbol for America's slow adoption of Pinoy cuisine.

"It's like everything that we've done has been Cathal-focused, things that Cathal loves, but it's only been recently that he's really understood the culture of the Philippines, and he's really embracing it," says Meshelle Armstrong. "So he wants people to understand and *know* this food, especially now that he can get it into his own brain."

MODERN LUXURY DC

MODERN LUXURY

Food & Drink Trend

David Hagedorn

FILIPINO CRUSH

FILIPINO CUISINE BECOMES A BONA FIDE—AND DELICIOUS—TREND AROUND TOWN.

There's truly no rhyme or reason to explaining how food trends take off in Washington, but it seems to be part serendipity, part timing and part market appetite. The latest craze on the horizon is Filipino food. At the esteemed Restaurant Eve in Old Town Alexandria, Irish chef Cathal Armstrong, whose wife, Meshelle, is Filipino, features several Filipino dishes on the Asian tasting menu offered. Patrice Cleary, a Filipino-American who, with husband Drew, opened Purple Patch in Mount Pleasant in March, has several dishes from her homeland on the menu. In Columbia Heights, Bad Saint, with Filipino chef Tom Cunanan and two Filipino- American owners, will feature an entirely Filipino menu when the restaurant opens this month.

Restaurant Eve

Armstrong adds his refined technique to Filipino dishes such as kinilaw, a ceviche of pristine fish of the day with watermelon radish, lime, ginger, serrano chiles, microgreens, and orange and lemon juices; sisig, a crisped porkbelly hash topped with a fried egg; Filipino barbecue pork belly with a rice timbale and quail egg; and callos, tripe stew with clams, linguiça, chiles, ginger and garlic; and crisped sweetbreads in an adobo sauce of soy, vinegar, bay leaf and garlic. 110 S. Pitt St., Alexandria, Va., 703.706.0450, restauranteve.Com

Cathal Armstrong's Wharf Restaurant ~ Kaliwa

Get ready for Filipino, Thai, and Korean food under one roof.

Chef **Cathal Armstrong** is left-handed. So too is his mother, and an uncanny number of chefs who have worked under him at **Restaurant Eve** and his other Northern Virginia restaurants. That's why he selected the Filipino word for left-handed, **Kaliwa**, as the name for this forthcoming Asian restaurant coming to The Wharf in D.C.'s Southwest Waterfront in fall 2017. "It's similar to other cultures, like Italian, where the word for left-handed is sinister," Armstrong says. "There's a little bit of darkness behind it."

One could assume the decision to go Asian was birthed out of the successful family-style Filipino menu Armstrong rolled out at Restaurant Eve as a fun alternative to the otherwise fine-dining, American menu. But the pilot light was lit long ago. "As a consumer, my first choice is always Asian and has been for a long time," Armstrong says. "As long as **Meshelle [Armstrong]** and I have known each other, it's been Asian food. We used to live over by **Duangrat's** and would eat there twice a week, and that was 25 years ago."

Only, until recently the Irish chef has been wary of cooking it. "Mainly because you have to taste the ingredients and taste them where they come from," Armstrong says. An October 2014 trip to Thailand enabled him to do so. "When you get banana leaves fresh and use them to steam fish versus what's available in America, there's no comparison," he says, also ticking off experiencing things like tasting galangal fresh out of the ground and chilies straight off the vine. Thai food shouldn't just be spicy, he says. It should have complex flavors.

While Armstrong will pull from several cultures, Kaliwa is not a fusion restaurant. "I don't really want to do anything that's mixed up or confused," he says. There will be distinct Filipino, Thai and Korean menus, plus a couple of dishes from other regions that the chef admires. His wife is Filipino and thus the

chef has been around Filipino food since he said, "I do." As far as Korean cuisine, Armstrong's taekwondo trainer Jason Yoo is pitching in with cooking tips.

Kaliwa will also offer a special-occasion feast called "Kamayan," most likely at one table on Thursday nights. The traditional Filipino meal is typically saved for Christmas day and other major holidays. "They lay out banana leaves on the table and the food starts coming out in waves, one after and another, and you graze for hours." But not every meal at Kaliwa will be a big production because they plan to do a big take-out business too. "You can't have an Asian restaurant without take-out," he jokes.

The 4,300-square-foot restaurant will have both indoor and outdoor riverfront dining. The latter will have a street barbecue feel where guests can walk up, thrown down some cash, and grab a high-top table, says Armstrong, who estimates outdoor dining will be available May through September.

Find the restaurant near the three major hotels going into The Wharf: Canopy by Hilton, Hyatt House, and the Intercontinental. A specific address hasn't been released yet.

100 Very Best Restaurant 2016: Restaurant Eve

WASHINGTONIAN

Digging into Filipino "street barbecue" seems odd at **Cathal** and **Meshelle Armstrong's** Old Town restaurant, given its decade-old reputation as a fine-dining destination for Continental cooking with a locavore bent. Still, *sisig* and *kinilaw* are all part of the new Eve, which has melded its tasting room and bistro and now serves both à la carte and prix fixe menus—half Filipino and Asian, half Modern European—throughout the jewel-toned 17th-century rowhouse. The split speaks to the owners' heritages—Meshelle comes from a Filipino family; Cathal, the chef, is from Ireland—and serves as a preview of the pan-Asian restaurant they hope to open in Southwest DC. Cathal's passion for both cultures comes through on individual dishes. Our advice: Enjoy the Filipino menu. Tables can contentedly linger over a family-style Filipino tasting ($65 a person) or equally delicious Western dishes, such as squash agnolotti with

smoked ricotta and sage. Co-owner, sommelier, and cocktail man **Todd Thrasher** deftly pairs beverages with both.

Don't miss: *Sisig* (braised pork head) with runny egg; steak tartare; squab with preserved lemon; Basque seafood stew; sweet-potato clafoutis.

Restaurant Eve – Filipino

WASHINGTON CITYPAPER

That's right, Restaurant Eve. They now have a Filipino fixed price menu, for $65, cooked by an Irish chef, albeit one with a Filipino wife. I was skeptical, but in fact it was the best Filipino food I have eaten, ever, including during my stay in the Philippines. It also was the most vital DC-area dining experience I've had all year. Every course was first-rate, and I don't know where to find anything comparable. I am told that 40% of Restaurant Eve customers now order the Filipino tasting menu. The rest of the menu is not … Filipino food. Fancy stuff, probably pretty good, but not my thing either. This is otherwise the kind of place where people go to celebrate anniversaries, so be ready for that sort of atmosphere. **Still, I have to classify this as an absolute must.**

The Five Best Celebrity Chef Restaurants in Washington, D.C.
Restaurant Eve Goes Filipino

THE HUFFINGTON POST

See photos and read reviews of the five best celebrity chef restaurants in Washington D.C. to find out where to get the best meals in our nation's capital.

Washington, D.C., best-known for its political celebrities, is also home to notable stars of the culinary world, from hip Top Chef talent Spike Mendelsohn to James Beard favorite Cathal Armstrong. Food, like politics, is also seen as something with the potential to create change. Acclaimed chef José Andrés, for example, is known not just for his cuisine, but for his nonprofit work addressing global hunger and other humanitarian crises. Appropriately, the dining scene here also reflects the country's melting-pot culture, with top celeb-helmed restaurants serving dishes from India, Greece, Turkey and beyond. Who knows? Dine at one of these hot spots, and you may even run into the president himself.

Have it your way or leave it to multiple James Beard award-winning Chef Cathal Armstrong at Restaurant Eve

This fine-dining restaurant is actually in Alexandria, Va. — but the cuisine is well worth the 20-minute drive from downtown D.C. Ireland native Armstrong, who has been nominated for a James Beard no fewer than seven times, puts extra care into every detail of the menu: He integrates fruits and vegetables from his own garden into the dishes, for example, and serves palate-cleansing amuses-bouches between courses. Order from the set tasting menu or go à la carte, selecting from Maine lobster, Muscovy duck, filet of rockfish and other delicate fare. Alternatively, try the chef's new **Asian Tasting Menu** and leave your dining experience up to Armstrong's celebrated culinary vision.

The Washington Post

Cathal Armstrong will open an Asian restaurant near the Southwest Waterfront. In 2018.

By Maura Judkis March 11, 2015

Chef Cathal Armstrong is crossing the river. The Northern Virginia chef has plans to open his first D.C. restaurant in the Wharf development in Southwest -- but fans will have to wait a while, as it's not expected to open until 2018.

The chef announced the news at a media dinner last night, and said that the future restaurant will be more casual than his flagship, Restaurant Eve. But the concept will borrow from his current menu -- a tasting menu of mostly Filipino food (so hot right now) -- a promotion that he recently decided to make permanent. The new restaurant will draw heavily from Filipino cuisine, but will feature food from all over Asia.

By the time it opens, D.C. will have several other Filipino restaurants to choose from: The opening of the Purple Patch in Mount Pleasant is imminent, and Bad Saint in Columbia Heights is forthcoming.

So how did this Irish-born chef become so interested in Filipino food? His wife, Meshelle, is of Filipino descent. It's also what he eats when he's off the clock: "When I go out to eat, my first choice is always going to be Asian," Armstrong told The Post's Becky Krystal last week.

For now, you can try Armstrong's delicious tasting menu nightly at Restaurant Eve for $65, with an optional $40 beverage pairing.

FOOD&WINE MAGAZINE

When they aren't trying to kick other people in the head, F&W test kitchen pro Kay Chun and star Chef Cathal Armstrong are in the kitchen creating revitalizing asian recipes… To read More

Penang-Style Pork with Soft Tofu

Chef Cathal Armstrong packs this deeply flavorful, very spicy curry with tender pork and tofu and tops it with crispy garlic.

Red Snapper with Korean Miso Vinaigrette

Armstrong's zesty dressing for these crisp snapper fillets adds funky depth and a pop of acidity.

WASHINGTON BUSINESS JOURNAL

Cathal Armstrong Is Planning an Asian Restaurant at The Wharf

by Missy Frederick Mar 11, 2015

SHARE(73) TWEET

Big News for D.C. —

Restaurant Eve's Cathal Armstrong is interested in opening an Asian restaurant in The Wharf development on the Southwest Waterfront.

And it's looking like it could happen. Armstrong said at a media event Tuesday evening that he's signed a letter of intent for a restaurant that would open in 2018. The restaurant would serve Filipino, Thai, Korean and Vietnamese food, with four separate menus.

It's all in the early planning stages. Developers P.N. Hoffman and Madison Marquette are redoing The Wharf to be a destination, mixed-use location with a music venue from the 9:30 club, residences, shopping and restaurants. Asian cuisine is a new cooking passion for the Virginia-based chef. He recently made permanent a $65, family-style Filipino tasting menu at Restaurant Eve, which has been gaining a following since it debuted as a seasonal offering. Armstrong, a frequent James Beard award nominee, has been eying D.C. for some time now.

Chef Armtrong’s famous crispy fried pata serves two guests.

FEATURE

10 Amazing Tasting Menus Around DC

ZAGAT

DCDiningGuide

Restaurant Eve

Chef-owner Cathal Armstrong has been eating Filipino food for more than 20 years at his wife's family gatherings, and he now offers a stunning **Filipino-inspired tasting menu** alongside his more familiar garden-inspired Irish-American fare. The $65 family-style menu includes a first course of kinilaw and BBQ pork belly, then a few more shared dishes and sides for the second course. But don't worry — you get your own dessert. This is one of our favorites.

BEST THING WE ATE

The 10 Best Things We Ate in 2015 (So Far)

BY RINA RAPUANO | JUNE 22, 2015

WASHINGTON DC EATER

Tyler Cowen checks out the **Filipino fixed price menu at Restaurant Eve in Alexandria. He says, "Every course was first-rate, and I don't know where to find anything comparable."** Despite some initial skepticism, Cowen declares it the best Filipino food he's ever eaten and his most "vital" local dining experience this year. [TC]

NorthernVirginia MAGAZINE

50 BEST RESTAURANTS

Restaurant Eve

Modern American / $$$$ / 110 S. Pitt St., Alexandria

Who knew it would take the introduction of Filipino, Thai, Korean and Indian cuisines to reinvigorate one of the classic American dining rooms in the area? Thanks to chef and owner Cathal Armstrong's wife's Filipino heritage, the dashing, dark-haired Irishman added a family-style, multicourse Asian tasting menu to the more than decade-old Restaurant Eve. Dishes change often, and even those familiar with Asian cooking will find surprises, which is to be expected when a fine dining restaurant uses local, seasonal and well-sourced ingredients to turn into fiery and flavorful interpretations rooted in **authenticity.**

Eve's regular menu shines brighter these days, too, and hints at the Asian inspiration. Pan-fried soft shells, situated with legs in the air like synchronized swimmers, dance in a heady red curry-coconut milk sauce showcasing an excellent and intricate balance of what is more or less a million ingredients. Braised rabbit in a gravy-like sauce becomes the point of interest in a bowl of ricotta agnolotti, and a simple dessert of blackberry poached peach is peak summer gratification. Under Eve's lead, will the reign of refined service and white tablecloths return?

Kaliwa The Orient is concept-driven restaurant can be re-created in multiple cities both nationally and abroad. There are other opportunities that can be added to further Kaliwa's revenue stream. Aside from restaurateur, Chef Armstrong is also a cook book author and his book, ***My Irish Table, Recipes from the Homeland and Restaurant Eve*** has reached Amazons top selling cookbook status. To prepare for a Kaliwa book, all recipes have been recorded. Armstrong is currently developing a line of Asian-style, bottled chili sauces that can be sold at the restaurant and distributed wholesale which will add to Kaliwa's brand appeal. To further all these goals, the initial culinary and creative team has brought on accomplished management talent. The full Kaliwa team is comprised of: Troy Englert - Chief Executive Officer; Cathal Armstrong – Chief Culinary Officer, Todd Thrasher – Chief Beverage Officer; and Meshelle Armstrong – Chief Marketing Officer.

EAMONN'S
A DUBLIN CHIPPER

restaurant
EVE

SOCIETY
FAIR
DEVOTED TO FOOD

PX

Enclosed is a link to Eat Good Food Group's Current Restaurant Portfolio and Press:

MABUHAY! - Tagalog for LONG LIVE.

~ How Passion Becomes Profitable ~

"Your work is going to fill a large part of your life, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do."
Chef • Author • Restaurateur, Cathal Armstrong

Enclosed in part B are the financials of the business plan.

Summary of the Study:

The business of making money in the Restaurant business requires attention to every detail; location, concept, the experience of the management team and lease structure are all critical to the success. We have taken all these important steps in the development of Kaliwa. We first studied the location, market and space for over 18 months prior to a lease, conducted a feasibility study of the seat turn capacity, average check and how it equates to revenue and profitability. We next performed a proof of concept by testing our ideas and approach at our sister property, Restaurant Eve for over eighteen months. Taste, preparation, end product, cost of product, and delivery to diners with customer feedback were all part of this effort. The enthusiastic reception received from these efforts are demonstrated by the media inclusions from the local and national dining press.

Confident in all the above we negotiated one of the most favorable lease structures for a large scale project at one of D.C's premier locations. It is worth noting that our terms are especially favorable when compared to other parts of the city, such as DC City Center, Georgetown, Shaw and the 14th Street Corridor. Kaliwa will occupy 6,539 square feet of space where-as rent will only be paid on 4,131 square feet. Moreover, we have negotiated more than eight hundred and seventy-eight thousand dollars plus ($878,261) in builder improvements paid by the landlord.

Summary of the Offer:

Kaliwa The Orient, is a three million dollar ($2,948,821) restaurant, seeking investors to fund one million, seven hundred thousand dollars ($1,700,000) to build a world-class restaurant. The net proceeds will be used primarily to fund the startup of **Kaliwa The Orient,** which is planned to be an authentic Asian restaurant concept to include an indoor mezzanine, outdoor seating and a separate outdoor kiosk, located at the The Wharf development on the Southwest Waterfront of Washington, DC. Address: 751 Wharf Street SW.

Kaliwa anticipates the build-out to be: one-million, one-hundred and twenty thousand, five hundred and sixty eight dollars ($1,120,568), itemized in the uses of cash section and detailed in the gross capitalized section.

Kaliwa founders : Cathal and Meshelle Armstrong, Todd Thrasher and Troy Englert have made available ten percent (10%) of Company's membership interest available for purchase through a total of 170 non-voting units in the amount of Ten thousand dollars ($10,0000) per non-voting unit or portion their-of which will launch a world renowned restaurant, (Exhibit B Membership Interest of Non-Voting units).

Kaliwa anticipates a **three point two year payback** of your initial investment with profit distribution(s) to be set initially at a fifty percent Voting – fifty percent Non-voting (50%Voting /50%Non-voting) level until your initial investment is paid in full. Your investment will then proceed to a standard profit distribution of a ninety percent Voting – **ten percent Non-voting distribution** (90%Voting/10%Non-voting) thereafter.

The anticipated internal rate of return (IRR) for Non-voting units is estimated to be 6% over five years and 13% over ten years.

Additional benefits : Owners will be provided a **Kaliwa {Black Card}** with preferential priority seating within thirty minutes of making a reservation and priority VIP lounge seating in addition to the 10% share of the profits.

With the proven menu, concept, desirable location and lease structure providing competitive advantages for profits we used the flowing assumptions to create our financial plan:

Financial Disclaimer:

This financial plan is based on information obtained in our research for analyzing Kaliwa on the most available information at the time these projections were prepared and is only intended to help you in making decisions on your financial investment upon your review.

The projections or other information generated by Kaliwa regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results.

Criteria, Assumptions, Methodology, and Limitations of Plan:

Please review all assumptions in this plan to ensure the accuracy and reasonableness of the assumptions. We encourage you to pay particular attention to the financial section of business plan. Those assumptions must be reconsidered on a frequent basis to ensure the results are adjusted accordingly to period of time. The smallest of changes in assumptions can have a dramatic impact on the outcome of this financial plan. Any inaccurate representation by you of any facts or assumptions used in this financial plan invalidates the results.

With all business plans there are risks associated with investing, including the risk of losing a portion or all of your initial investment. We strongly recommend that in conjunction with this financial plan, you consult with your Financial Planner.

KALIWA (ON THE WHARF)
FORECASTED FINANCIAL STATEMENTS
AND SUPPLEMENTARY INFORMATION
For the Years Ending December 31, 2018
Through December 31, 2022

***

STATEMENT OF FORECASTED ASSETS, LIABILITY, AND MEMBERS EQUITY – INCOME TAX BASIS
For Years Ending December 31, 2018 through 2022

	2018	2019	2020	2021	2022
ASSETS					
Current Assets					
Cash	$ 200,000	$ 250,000	$ 250,000	$ 300,000	$ 300,000
Inventory	74,746	74,746	74,746	74,746	74,746
Total Current Assets	274,746	324,746	324,746	374,746	374,746
Long-Term Assets					
Property and Equipment	1,120,568	1,120,568	1,176,038	1,241,415	1,241,415
Leasehold Improvements	877,836	877,836	877,836	877,836	946,511
Start-up Expenses	342,570	342,570	342,570	342,570	342,570
Accumulated Depreciation & Amortization	(248,369)	(496,738)	(754,352)	(1,022,863)	(1,295,951)
Rent Guarantee	231,000	231,000	231,000	231,000	231,000
Security Deposit	24,100	24,100	24,100	24,100	24,100
Total Long-Term Assets	2,347,706	2,099,337	1,897,192	1,694,059	1,489,644
TOTAL ASSETS	$ 2,622,452	$ 2,424,083	$ 2,221,938	$ 2,068,805	$ 1,864,390
LIABILITIES					
Current Liabilities					
Accounts Payable	199,996	204,296	209,396	214,796	220,796
Accrued Payroll	74,399	77,699	83,199	90,699	99,199
Sales Taxes Payable	48,460	60,701	61,915	74,107	75,589
Total Current Liabilities	322,855	342,697	354,511	379,603	395,585
Long-Term Liabilities					
Investor capital Initial	1,700,000	1,229,406	671,958	117,264	-
Bank Debt Capital & Soft	-	-	-	-	-
TOTAL LIABILITIES	2,022,855	1,572,103	1,026,469	496,867	395,585
MEMBERS' EQUITY	605,458	851,980	1,195,469	1,571,938	1,468,805
TOTAL LIABILITIES & EQUITY	$ 2,622,452	$ 2,424,083	$ 2,221,938	$ 2,068,805	$ 1,864,390

Kaliwa

***

STATEMENT OF FORECASTED REVENUE AND EXPENSES – INCOME TAX BASIS
For Years Ending December 31, 2018 through 2022

	Below 2018	Expected 2019	Expected 2020	Above 2021	Above 2022
REVENUES		1.247451477			
Food Sales	$ 4,205,180	$ 5,245,758	$ 5,350,673	$ 6,404,320	$ 6,532,406
Beverage Sales	1,802,220	2,248,182	2,293,146	2,744,708	2,799,603
Gross Sales	6,007,400	7,493,940	7,643,819	9,149,028	9,332,008
Less: Comps and Discounts	(192,237)	(209,830)	(214,027)	(256,173)	(261,296)
TOTAL REVENUES	5,815,163	7,284,110	7,429,792	8,892,855	9,070,712
COST OF REVENUES					
Food Cost	1,114,373	1,416,355	1,444,682	1,729,166	1,763,750
Beverage Cost	414,511	517,082	527,423	631,283	643,909
TOTAL COST OF REVENUES	1,528,883	1,933,437	1,972,105	2,360,449	2,407,658
GROSS PROFIT	4,286,280	5,350,673	5,457,687	6,532,406	6,663,054
OPERATING EXPENSES					
Direct Labor	1,682,072	2,098,303	2,140,269	2,561,728	2,612,962
Labor Cost - Taxes and Benefits	252,311	314,745	321,040	384,259	391,944
Direct Operating	300,370	374,697	382,191	457,451	466,600
Marketing	60,074	74,939	76,438	91,490	93,320
Utilities	150,185	187,349	191,095	228,726	233,300
Occupancy Expense	443,923	533,588	543,884	633,251	645,533
Admin & General	420,518	524,576	535,067	640,432	653,241
Repairs & Maintenance	60,074	97,421	114,657	137,235	139,980
TOTAL OPERATING EXPENSES	3,369,527	4,205,619	4,304,643	5,134,573	5,236,881
EBITDA	916,753	1,145,055	1,153,043	1,397,833	1,426,173
Depreciation & Amortization	248,369	248,369	257,614	268,510	273,089
Interest Expense	-	-	-	-	-
EARNINGS BEFORE TAXES	$ 668,384	$ 896,685	$ 895,429	$ 1,129,323	$ 1,153,085

Kaliwa

***

STATEMENT OF FORECASTED CASH FLOWS – INCOME TAX BASIS
For Years Ending December 31, 2018 through 2022

	2018	2019	2020	2021	2022
OPERATING ACTIVITIES					
Net income (loss)	$ 668,384	$ 896,685	$ 895,429	$ 1,129,323	$ 1,153,085
Adjustments to derive cash effect					
Depreciation and amortization	248,369	248,369	257,614	268,510	273,089
Loan Interest	-	-	-		
Decrease (increase) in inventory	(74,746)	-	-	-	-
Decrease (increase) in rent security deposit	(24,100)	-	-	-	-
Increase (decrease) in accounts payable	199,996	4,300	5,100	5,400	6,000
Increase (decrease) in accrued payroll	74,399	3,300	5,500	7,500	8,500
Increase (decrease) in sales taxes payable	48,460	12,241	1,214	12,192	1,482
Total	1,140,763	1,164,896	1,164,857	1,422,926	1,442,155
INVESTING ACTIVITIES					
Payments for leasehold improvements	(877,836)	-	-	-	-
Payments for property and equipment	(1,120,568)	-	-	-	-
Payments for start-up costs	(342,570)	-	-	-	-
Payments for work cap, Inv, Ect…	(236,861)	-	-	-	-
Capital Reinvestment	-	-	(55,469)	(65,377)	(68,674)
Total	(2,577,836)	-	(55,469)	(65,377)	(68,674)
FINANCING ACTIVITIES					
Receipts from members equity raise	1,700,000	-	-	-	-
Landlord tenant improvement allowance	878,261	-	-	-	-
Bank Financing Capital Loan	-	-	-	-	-
Loan Payments	-	-	-	-	-
Payment of distributions to Bank Loans	-	-	-	-	-
Payment of distributions	(941,187)	(1,114,896)	(1,109,388)	(1,307,548)	(1,373,481)
Total	1,637,074	(1,114,896)	(1,109,388)	(1,307,548)	(1,373,481)
NET INCREASE IN CASH	200,000	50,000	-	50,000	-
BEGINING CASH	-	200,000	250,000	250,000	300,000
BEGINNING CASH					
ENDING CASH	**$ 200,000**	**$ 250,000**	**$ 250,000**	**$ 300,000**	**$ 300,000**

Projected Use of Funds

Items	
Furniture, Fixtures & Equipment (FF&E)	1,120,568
Construction of Leasehold Improvements (LHI)	877,836
Permitting and inspections Arcitect Fee	110,000
Inventory - Food	42,860
Inventory - Beer, Wine, Liquor	31,885
Pre-opening soft costs/misc	342,570
Working capital - initial	168,000
Security Deposit	24,100
Rent Guarantee / Letter of Credit	231,000
Total	**2,948,821**

Use of Funds By (Depreciable Life) Category	
Fixed asset acquisitions	1,120,568
Start Up / Pre-Opening Costs	342,570
Inventory	74,746
Leasehold improvements	987,836
Working capital	168,000
Security Deposit	24,100
Total	**2,717,821**

FURNITURE FIXTURES & EQUIPMENT		
Signage		$7,500
Security Systems		5,500
Telecom (cabling/telephones/data, etc.)		4,000
Audio/Visual Equipment		15,000
Outdoor Furniture (Tables, booths, seating, etc.)		106,000
Furniture Floor 1 (Tables, booths, seating, etc.)		365,000
Restaurant Furniture- Misc. freight		5,000
Table areas Mezanine		65,000
Office Furniture, shelving and lockers		2,500
Art Work		35,000
Miscellaneous Moving Work		5,000
Final Cleanup		5,000
Kitchen Equipment		250,000
Misc Items		5,000
Misc kitchen hook-up / installtion		2,500
Point of sale		30,000
China, utencils, glassware, etc.		45,000
Uniforms		5,000
1st and 2nd Floor Bar Equipment		54,979
Bar Equipment Beer system		39,000
Bar Equipment- 9 back bar coolers		7,000
Bar Equipment- Master keg cooler		7,041
Freight		15,000
Subtotal FF&E Costs	**$**	**1,081,020**
Contingency		39,548
Total FF&E Costs	**$**	**1,120,568**

The projections we used to survey the financial health encompassed a three step analysis: Below, Expected and Above. In our assumptions, we are projecting the gross sales in :
Year 1- Below | Years 2 and 3 - Expected | Years 4 and 5 - Above

The formula used to create the earning potential for the projections are included below for your review. Gross revenues are generated by calculating the seat counts and their average turn-over-rate daily. This formula then generates a per seat revenue. Meal periods, total days open and holidays have been factored into the assumptions. Kaliwa's per person check will range from :
$30 per person to $65 for (family style prix-fixe.)
We have used the average of $45 per person for the {Above} assumptions.

Year	Rev. Yearly	Rev. Per seat	Rev. Per Day	Seat Turns
2018	6,007,400	73.15	16,458.63	1.8
2019	7,493,940	91.25	20,531.34	2.3
2020	7,643,819	93.08	20,941.97	2.3
2021	9,149,028	111.40	25,065.83	2.8
2022	9,332,008	113.63	25,567.15	2.8

BELOW

-1% Gross Sales	Sales > Breakpoint	% Rent	Total Rent	% of Sales
$6,007,400	$ 2,674,372	$ 160,462	$ 455,457	7.6%
5,947,326	2,614,298	156,858	453,381	7.6%
5,887,853	2,554,824	153,289	484,389	8.2%
5,828,974	2,495,946	149,757	493,002	8.5%
5,770,684	2,437,656	146,259	493,553	8.6%
5,712,978	2,379,949	142,797	496,617	8.7%
5,655,848	2,322,819	139,369	499,882	8.8%
5,599,289	2,266,261	135,976	504,585	9.0%
5,543,296	2,210,268	132,616	509,529	9.2%
5,487,864	2,154,835	129,290	514,712	9.4%

BELOW					
		% Useable	Avg Ck	Annual Revenue/Seat	Total Revenues
Dining Room Seats	162	100%	30	$ 30,000	$ 4,860,000
Patio Seats	47	50%	30	15,000	705,000
Bar Seats	16	100%	20	20,000	320,000
To Go	20		17		122,400

EXPECTED

2% Gross Sales	Sales > Breakpoint	% Rent	Total Rent	% of Sales
$ 7,347,000	$ 4,013,667	$ 240,820	$ 535,815	7.3%
$ 7,493,940	4,160,607	249,636	546,160	7.3%
$ 7,643,819	3,760,485	225,629	556,729	7.3%
7,796,695	3,737,012	224,221	567,466	7.3%
7,952,629	3,852,629	231,158	578,451	7.3%
8,111,682	3,929,682	235,781	589,601	7.3%
8,273,915	4,008,282	240,497	601,009	7.3%
8,439,394	4,067,110	244,027	612,636	7.3%
8,608,181	4,126,598	247,596	624,508	7.3%
8,780,345	4,186,712	251,203	636,625	7.3%

EXPECTED

		% Useable	Avg Ck	Annual Revenue/Seat	Total Revenues
Dining Room Seats	162	100%	40	$ 35,000	$ 5,670,000
Patio Seats	47	60%	40	21,000	987,000
Bar Seats	16	100%	30	26,250	420,000
To Go	30		25		270,000

ABOVE

2% Gross Sales	Sales > Breakpoint	% Rent	Total Rent	% of Sales
$ 8,621,333	$ 5,288,305	$ 317,298	$ 612,293	7.1%
8,793,760	5,460,732	327,644	$ 624,167	7.1%
8,969,635	5,636,607	338,196	$ 669,296	7.5%
$ 9,149,028	5,815,999	348,960	$ 692,205	7.6%
$ 9,332,008	5,998,980	359,939	$ 707,232	7.6%
9,518,649	6,185,620	371,137	$ 724,957	7.6%
9,709,022	6,375,993	382,560	$ 743,072	7.7%
9,903,202	6,570,174	394,210	$ 762,820	7.7%
10,101,266	6,768,238	406,094	$ 783,007	7.8%
10,303,291	6,970,263	418,216	$ 803,638	7.8%

ABOVE

		% Useable	Avg Ck	Annual Revenue/Seat	Total Revenues
Dining Room Seats	162	100%	45	$ 40,000	$ 6,480,000
Patio Seats	47	65%	45	26,000	1,222,000
Bar Seats	16	100%	33	29,333	469,333
To Go	50		25		450,000

Kaliwa

***

SUPPLEMENTAL SCHEDULE OF EXPECTED CASH DISTRIBUTIONS
For Years Ending December 31, 2018 through 2022

		2018	2019	2020	2021	2022
Net cashflow prior to distributions		1,141,187	1,164,896	1,109,388	1,357,548	1,373,481
Working capital (increase)/decrease		(200,000)	(50,000)	-	-	(50,000)
Net distributable cash		941,187	1,114,896	1,109,388	1,357,548	1,323,481
Class A (Founders)	Payout %					
Capital payoff cashflow distribution	50.0%	470,594	557,448	554,694	117,264	-
Return of rent escrow		(255,100)	-	-	-	-
Post-capital payoff pro-rata distribution	90.0%	-	-	-	1,010,717	1,191,133
Total cashflow distributed to Class A	Total	215,494	557,448	554,694	1,127,982	1,191,133
Total Class A&B	**1,700**					
Total Class A per	**1,530**	140.85	364.35	362.55	737.24	778.52
Class B (Equity)						
Pre-capital payoff cashflow distribution	50.00%	470,594	557,448	554,694	117,264	-
Post-capital payoff pro-rata distribution	10.00%	-	-	-	112,302	132,348
Total cashflow distributed to Class B		470,594	557,448	554,694	229,566	132,348
Total Class B per	**170.00**	2,768.20	3,279.11	3,262.91	1,350.39	778.52
Class B Contributed Capital						
Contributed capital balance, beginning		-	1,229,406	671,958	117,264	-
Contributions		1,700,000	-	-	-	-
Return of capital		(470,594)	(557,448)	(554,694)	(117,264)	-
Contributed capital balance, ending		1,229,406	671,958	117,264	-	-

Thank you!
We are available for any questions. We hope you find the potential of Kaliwa as exciting as we do.

If you're offered a seat on a rocket ship, don't ask what seat! Just get on.

-Sheryl Sandberg, Facebook COO

Kaliwa • DC Wharf 2017
Kaliwa • Miami
Kaliwa • Chicago
Kaliwa • Seattle
Kaliwa • Dublin
Kaliwa • Singapore
Kaliwa • Dubai
Kaliwa • Hong Kong

Where Next.

Memorialization of Ownership - Exhibit B

Kaliwa On The DC Wharf, LLC
Organized Under The Laws Of The Commonwealth Of Virginia

Each new member who obtains any of the 170 non-voting units shall be entitled to a copy of the Company Operation Agreement ("Operating Agreement") that memorializes each member's respective shares as well as any membership rights and obligations. The Operating Agreement will reflect the manner in which voting members will appoint Managers of the Company. Additionally, it shall specifically define the distributional requirements of any profits of the Company.

The following Company Managers hereby certify that the foregoing is true and correct to the best of their knowledge:

_____ _____

Troy Englert, Chief Managing Member **Cathal Armstrong, Manager**

Please forward a check or a letter of intent in the amount of your investment to:

Kaliwa
Attn: Investor Relations
116 N. St. Asaph Street
Alexandria, VA 22314
TroyCA1@aol.com
703-627-3500

Upon receipt you will be contacted for distribution of a Private Placement Memorandum that reflects your ownership interest in Kaliwa.

LETTER OF INTENT

Kaliwa
Attn: Investor Relations
116 N. St. Asaph Street
Alexandria, VA 22314

I,_____, hereby express interest in the investment of Kaliwa, (On the Wharf) LLC. This interest is subject to availability and terms of the PPM Private Placement Memorandum and Operating Agreement. This letter does not bind either party but shows my intent to invest $_____to purchase: _____ units and shares in Kaliwa.

Good Faith Negotiations: I and Kaliwa's Managing Member will act honestly, diligently and in good faith in the respective endeavors to negotiate, settle and execute the Formal Agreement within 60 days following the execution of this Letter of Intent.

Please contact me directly at: _____

My address: _____

Signed: _____

Dated: _____