

VERTICAL DEVELOPMENT PROGRAM

The Bluffs proposal for the Harborview and City Hall sites is centered around enhancing the public realm of downtown Clearwater, with an overall site plan that maximizes connection opportunities from downtown to the park and retail uses at both sites.

The Development Team’s goal is to facilitate and encourage activation along downtown Clearwater’s western edge, seamlessly integrate with the new Imagine Clearwater park, and support added residential density for year-round residents to enjoy living, recreation, shopping and dining in a vibrant downtown environment, further bolstering Clearwater’s reputation as a true live, work and play destination.

A 150-key hotel will anchor the Harborview site, along with a conference center and retail and restaurant space that will activate the streetfront and bring real economic benefits

for the City. The proposed 600 rental residences on the City Hall Site were conceived to attract residents looking for a primary address, not a second home. Our aim is for The Bluffs to bring true, year-round density to downtown Clearwater.

The Development Team will consider allocating up to 10% of the apartments as workforce housing for residents earning up to 120% of the Area Median Income (AMI). These units would serve local area employees such as those at the nearby Morton Plant Hospital, which sits within 2 miles of the City Hall Site.

The Development Team will coordinate with the City to define an appropriate plan and program for the workforce housing component, if desired, and would work with the City to determine appropriate offsets necessary to ensure the project value and returns meet the City’s economic goals.



HARBORVIEW

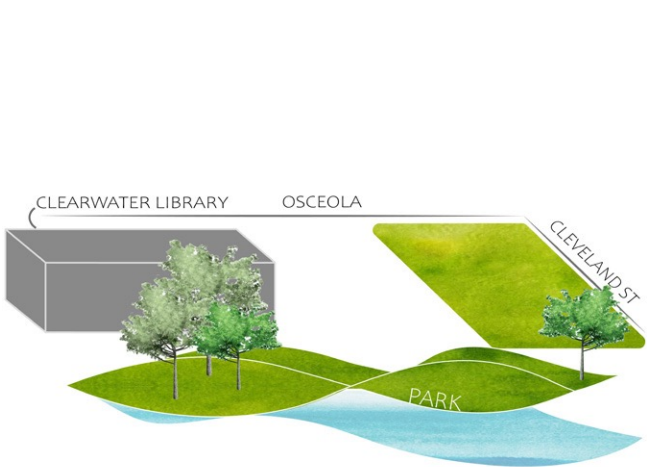
The 1.43-acre Harborview site located just north of the intersection of Osceola and Cleveland Street becomes the **prime entry point** from Downtown to the new Imagine Clearwater park. The Development Team understand the site's special priority for becoming the icon and cultural identity for the City and the park given its prominent location.

We are proposing a **150-key hotel** with significant retail and restaurant space. A boutique conference center is located on the second level overlooking the park, and a **rooftop amenity restaurant** and bar provides a unique view of the Intercoastal and phenomenal sunsets over the beach.

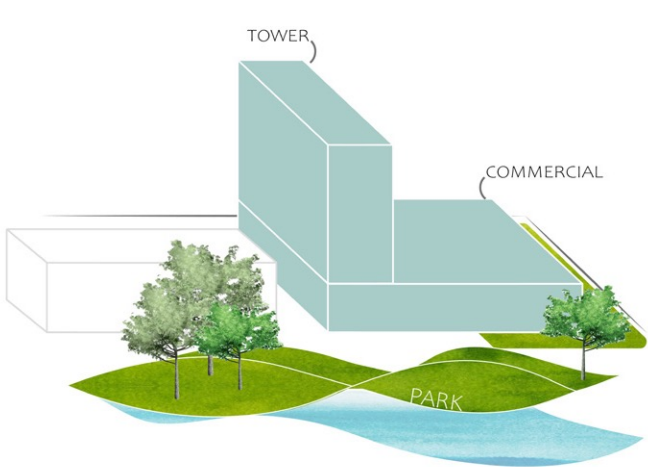
The design of the building's base includes a casual **tilted lawn** that brings the public up to a rooftop **biergarten** and **private event spaces**. With over 15,000 sqft of retail and restaurant space the building is to be activated on **busy weekends as well as quiet weekdays**.

Hotel entrance and lobby is on the Northeast corner of the building using a shared drop off with the library. This **shared drop-off** and bus loading allows for the area between the two buildings to be constantly activated and monitored by the patrons of each. The drop off leads to a below grade parking lot with **50 dedicated parking spaces** for the Library to use.

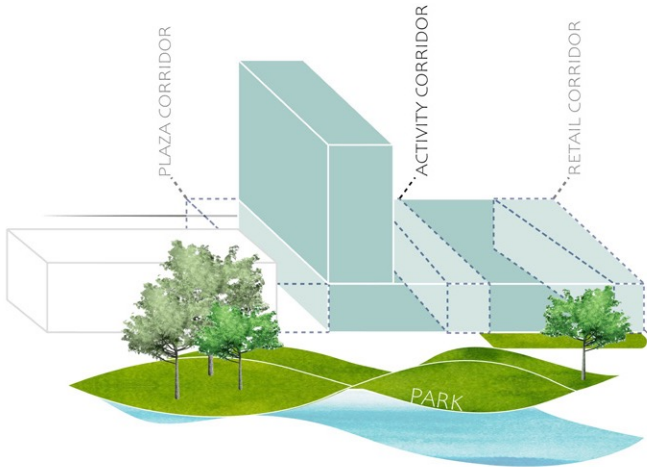
The site enjoys an immediate proximity to Downtown and serves as a direct connection to the heart of the new waterfront park. Our proposed development includes improvements along Osceola Avenue and at the intersection with Pierce Street echoing the look and feel of the Gateway Plaza at Cleveland Street, creating a unified public realm and **consistent identity** for Osceola as a north-south corridor through the western edge of Downtown Clearwater.



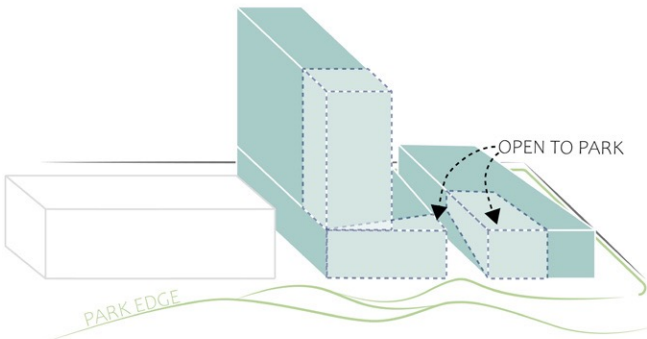
EXISTING SITE



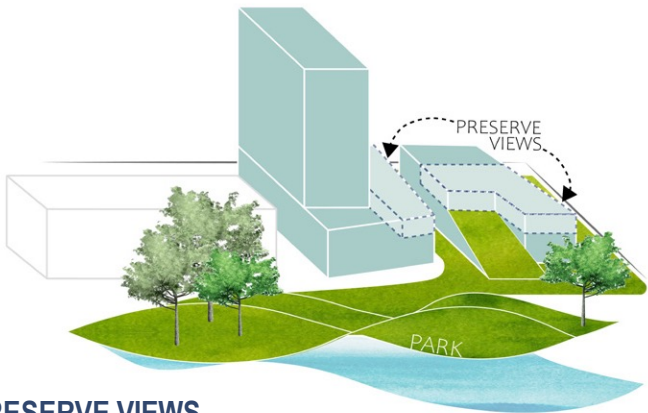
PROPOSED BUILDINGS



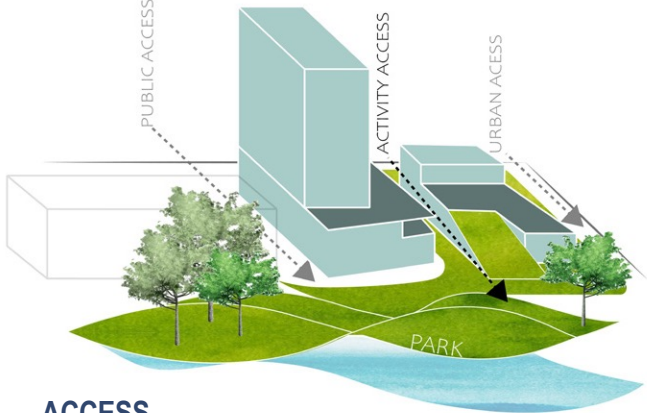
CONNECTING CORRIDORS



OPEN TO PARK



PRESERVE VIEWS

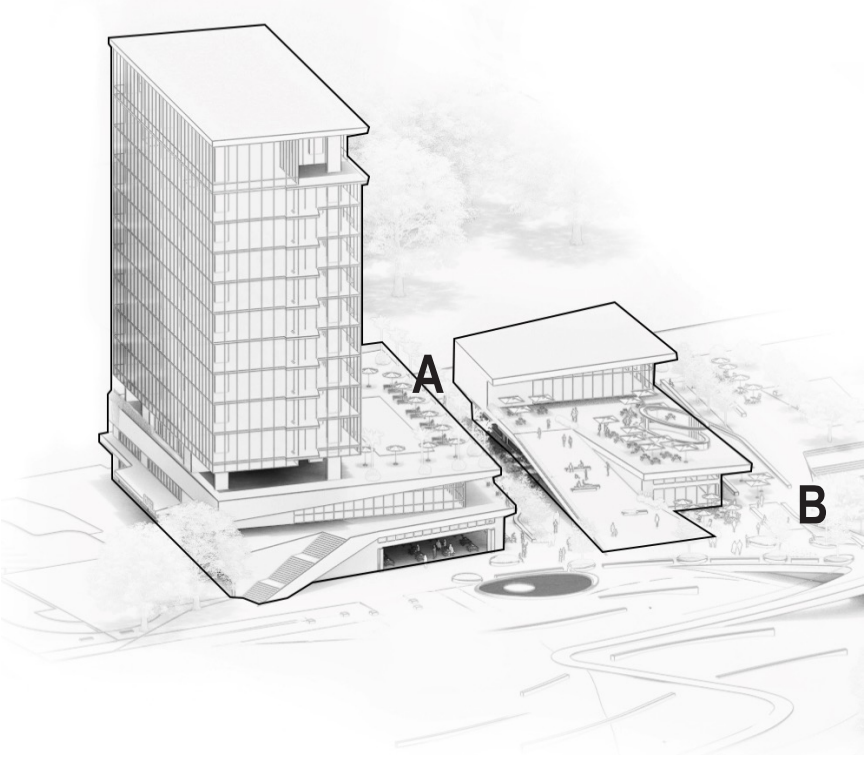


ACCESS



CONFERENCE CENTER & BIERGARTEN

Park access and integration is critical on the Harborview site. The retail and restaurant functions ensure that the park is used by Clearwater residents when large activities are not scheduled. The retail activity corridor divides the Harborview site and allows additional park frontage. This corridor is flanked by on the ground level with 15,000 sqft of restaurant space. The tilted lawn takes guests to a rooftop biergarten and event center. The second level boutique conference center overlooks the plaza and the new park providing exceptional sunset views.



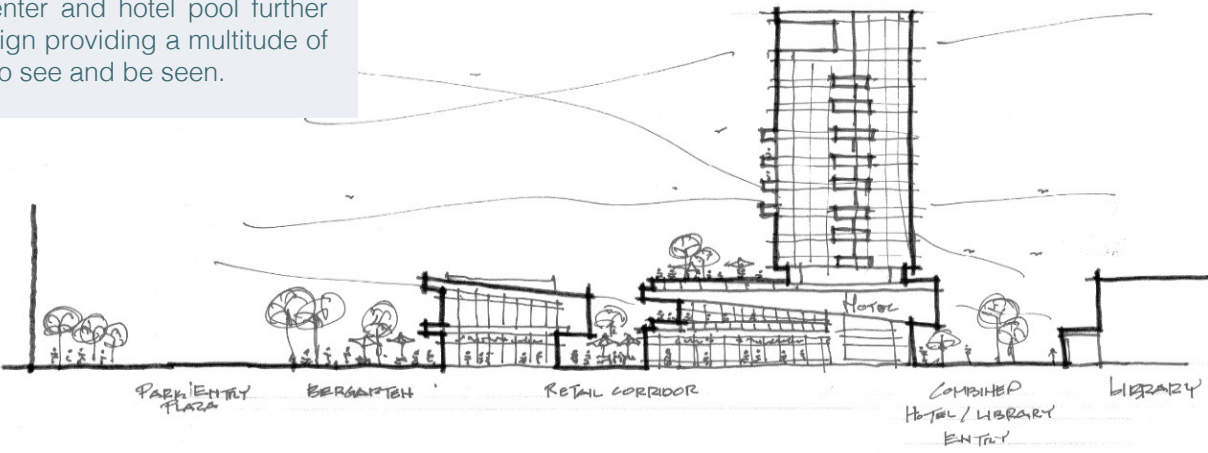
HARBORVIEW PROGRAM

- 150 HOTEL KEYS
- 15,000 SF GROUND LEVEL LOCAL RETAIL AND RESTAURANT
- 1,000 PERSON CONFERENCE CENTER
- 2,000 SF PRIVATE EVENT SPACE OR PERFORMANCE HALL
- 150 PARKING GARAGE (BELOW GROUND)
- 13 SURFACE PARKING SPACES
- ROOFTOP BAR AND RESTAURANT
- ROOFTOP BIERGARTEN
- HOTEL POOL DECK
- SHARED LOADING AND SURFACE PARKING DROP OFF WITH LIBRARY
- 50 DEDICATED LIBRARY PARKING SPACES



PARK AND TILTED LAWN

The primary entrance to the park is through the welcome plaza to the South of the Harborview site. This plaza is a perfect location for outdoor dining in a lively park setting. Large operable windows and doors allow the park to spill into the dining areas and vice versa. There is no line between park and restaurant. The biergarten, tilted lawn, conference center and hotel pool further enrich the design providing a multitude of opportunities to see and be seen.



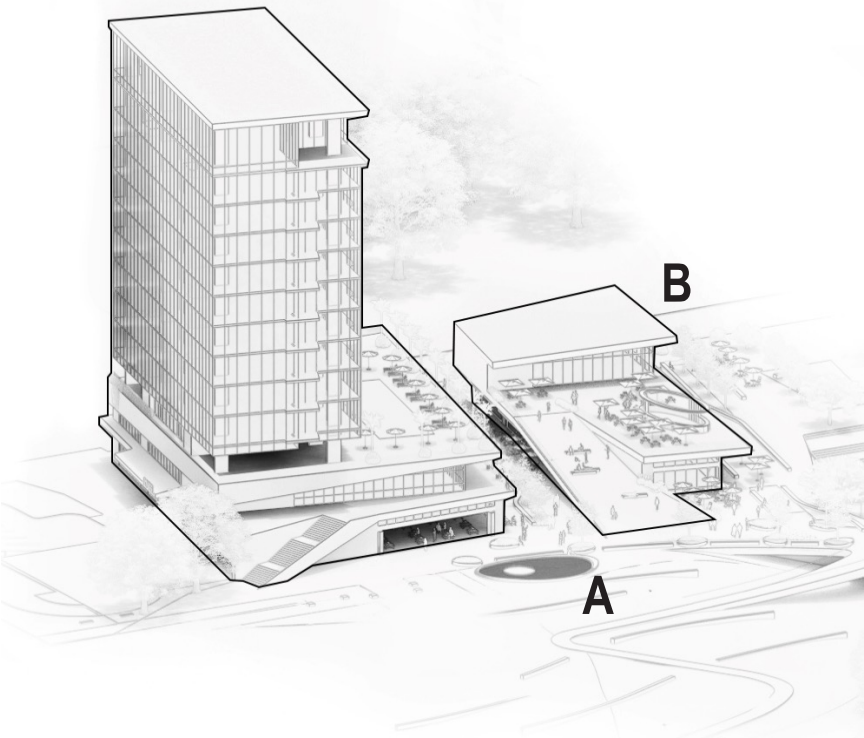


VIEW FROM PLAZA ACROSS ACTIVITY CORRIDOR

An intimate streetscape tucked into the overall design. This internal street allows for addition retail and park frontage.

On the park level are locally owned and curated restaurants. The next floor up is a boutique 1,000 person conference center perfect for weddings, birthday and retirement celebrations.

The hotel pool deck is located on the roof above.



HARBORVIEW PROGRAM

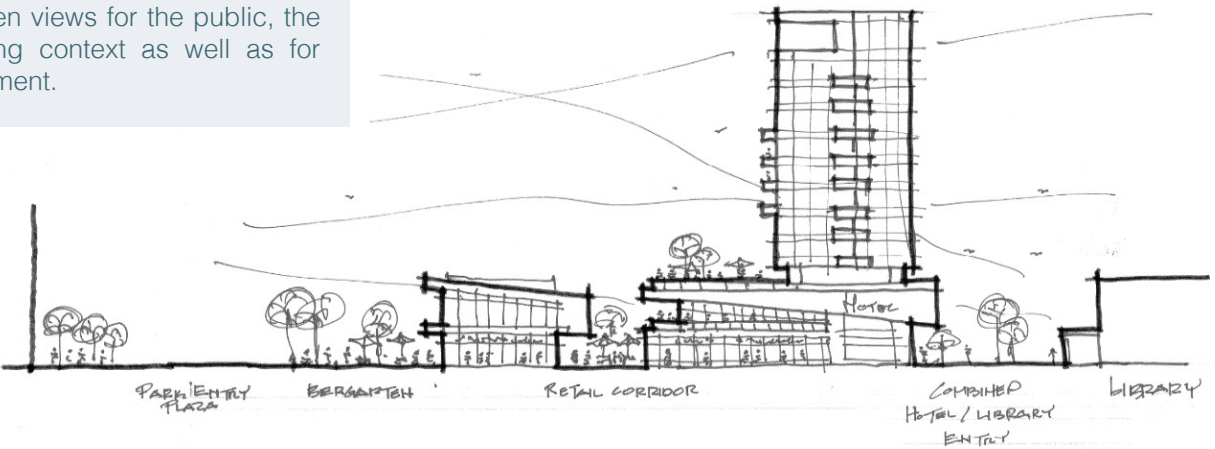
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VIEW FROM STREET DOWN ENTRY PLAZA

A pedestrian scaled building greets the park visitors and residents at the main plaza. Restaurants with oversized garage styled doors on open onto the plaza. The second level event spaces spills out onto the lively biergarten.

The hotel is stepped back from the entry to maintain open views for the public, the existing building context as well as for future development.



CITY HALL

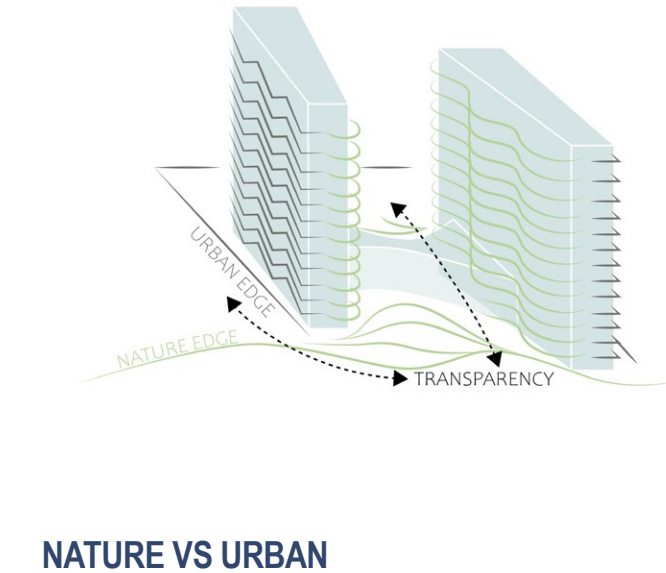
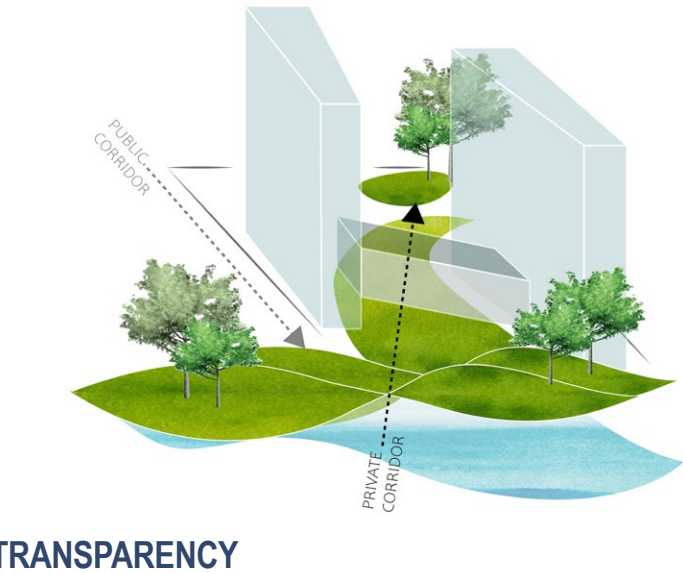
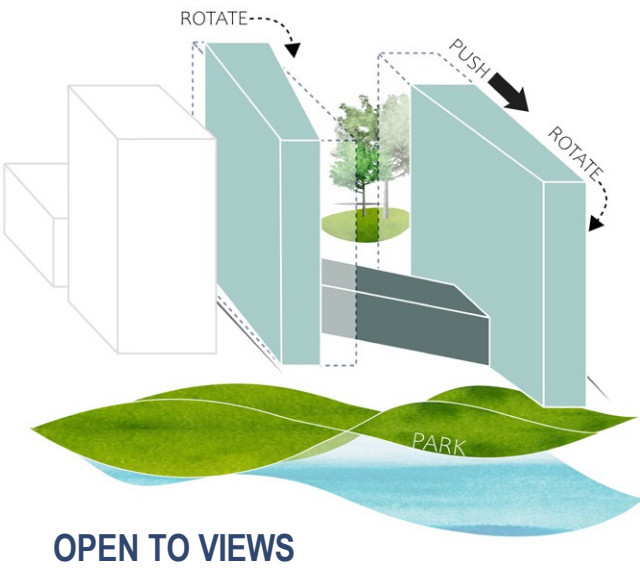
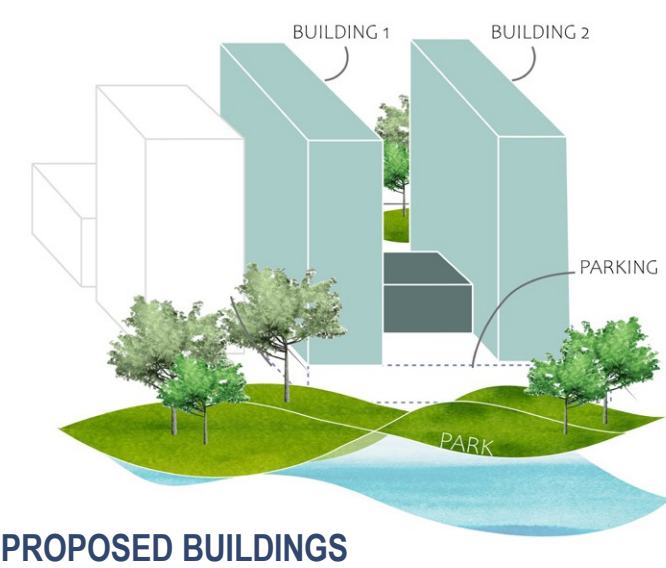
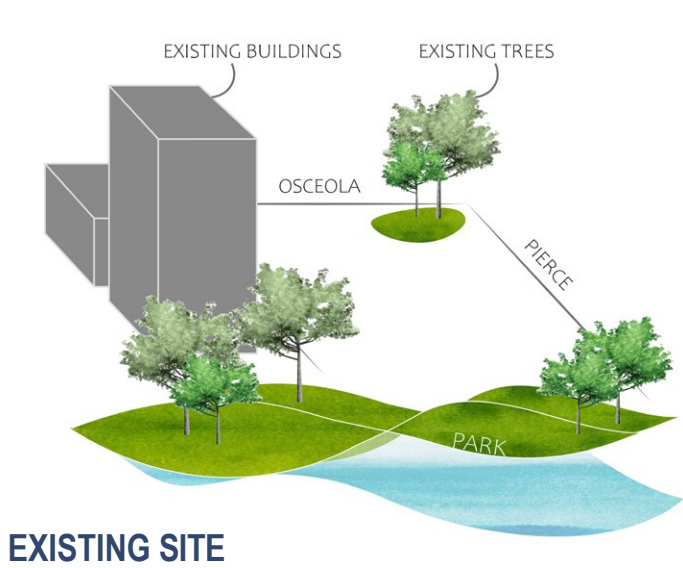
Located at the intersection of Pierce St. and Osceola Ave., the 2.6-acre City Hall site provides an opportunity for residential development enjoying the same **stunning waterfront vistas** as the Harborview Site. Like our proposal on the Harborview Site, our vision for the development of the City Hall site includes public connection to the waterfront park from Osceola Avenue. **600 residences** with 25,000 square feet of retail and restaurant space will provide the park and downtown with much needed weekday activation. 600 parking spaces will be located below grade to support the residential and retail components while **keeping the views to the park** and from the city intact.

The proposed **25,000 sqft of retail** and restaurant space at the podium of the building will create an active edge not only on Osceola adjacent to Downtown, but along the park side of the site facing the waterfront.

The architecture is comprised as two separate **25 story residential towers** with a shared public common space between mixed with a resident's **pool deck and amenity** located directly off the park. This central area provides both private and public access to the park.

The southside of the park is tucked away from the action to the North. This building design allows for a more residential and **passive use** of the park while the retail tenants can utilize the proximity and **direct access** to the marina and marina parking.

The orientation of the two towers is carefully thought through to **maintain views** from the existing building, keep the beautiful trees at the City Hall plaza and provide a pleasant streetscape along Osceola Ave.

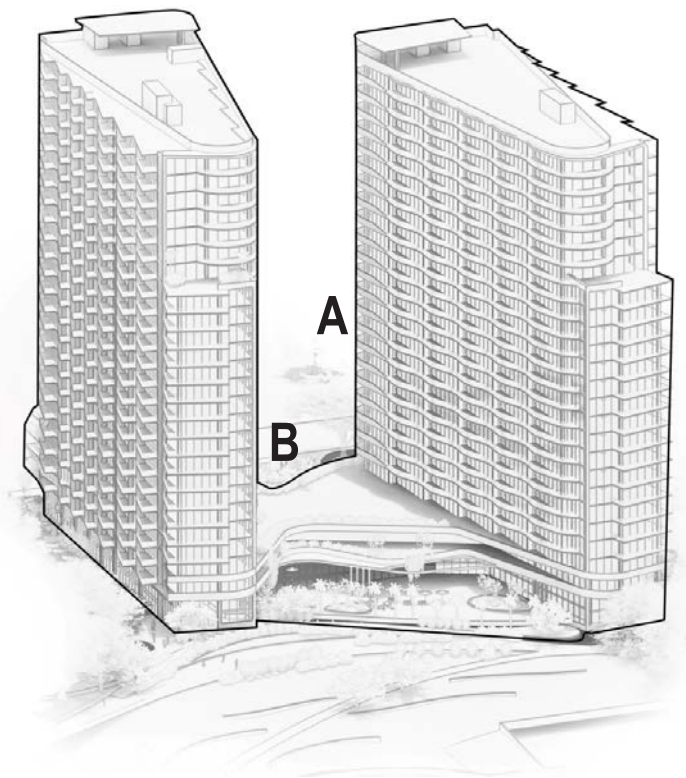




PIERCE AND OSCEOLA

Keeping the existing trees along Pierce and Osceola, the building steps back from the corner and provide a tranquil pedestrian scaled vehicular courtyard. Retail and restaurant spaces flank the courtyard providing an eloquent experience.

Parking is provided below grade and accessed off Pierce street.



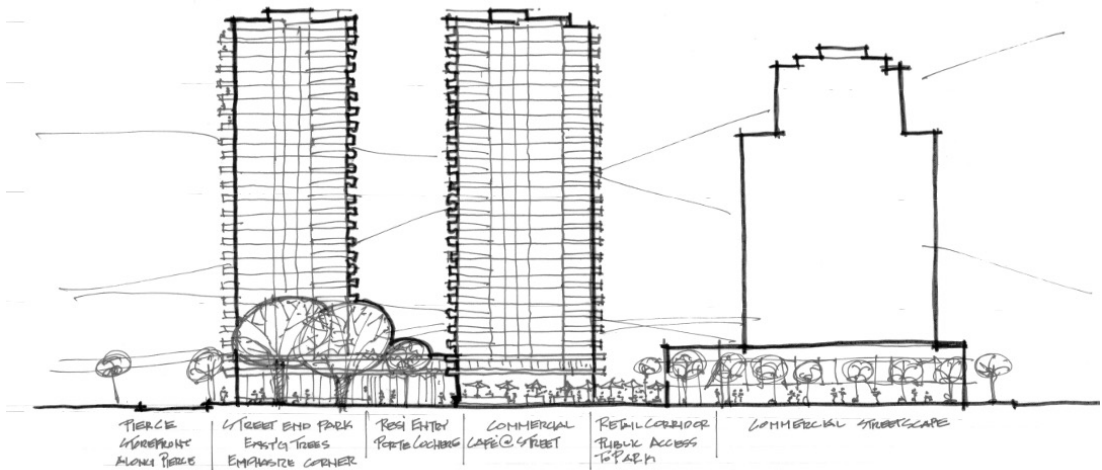
CITY HALL PROGRAM

- 600 RESIDENTAL RENTAL HOMES
- 25,000 SF GROUND LEVEL LOCAL RETAIL AND RESTAURANT
- 600 PARKING SPACES (BELOW GROUND)
- PARK FACING CAFE
- RESIDENCE POOL AND ACTIVITY DECK CLOSELY TIED TO THE PARK



PIERCE STREET PLAZA

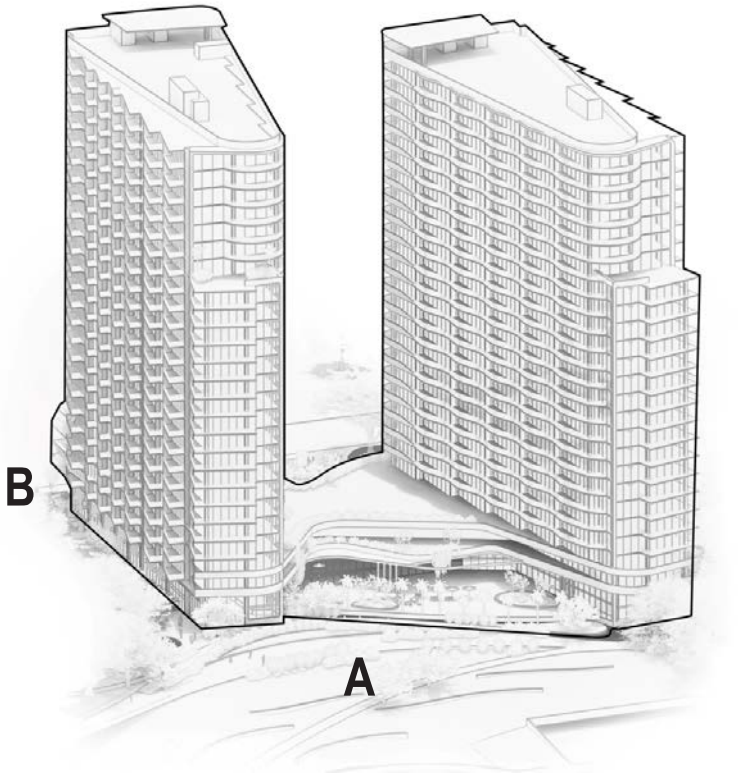
A welcoming entry plaza kept active with vehicular and pedestrian activity. The buildings are situated to allow maximum daylighting into the space. The curvilinear lines of the building echo the intercoastal and bring a coastal and casual vibe to the project.





PARK SIDE VIEW

As the building approaches the park the central amenity space provides a seamless transition to the new park. The pool deck is located on the top of the bluff providing both views of the intercoastal as well as connectivity to park experience. The organic lines of the park are mimicked within the architecture of the building.



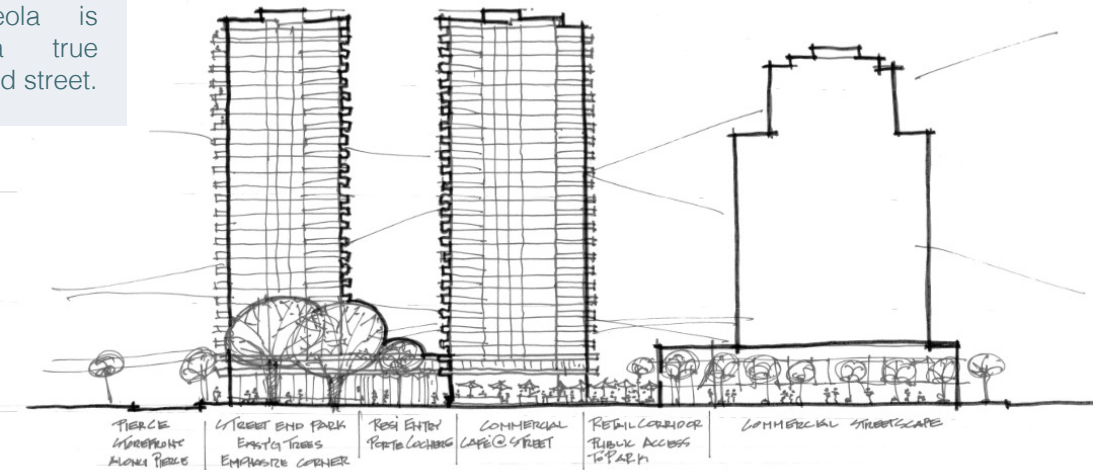
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RETAIL PLAZA

The space between the City Hall site and the existing tower becomes an active retail corridor. This corridor continues the design philosophy of multiple park connections. Each connection has a different identity providing a variety of active possibilities. The urban edge of Osceola is expanded creating a true downtown pedestrian scaled street.





DOWNTOWN REDEVELOPMENT
PLAN COMPLIANCE – CITY HALL

The Bluffs project is designed to reflect the imagination and enthusiasm of the Imagine Clearwater redevelopment of Coachman Park as well as the detailed design requirements of the Clearwater Downtown Plan.

The Bluffs multifamily residential project is proposed to be located on the existing City Hall site and provides a use preferred within the Downtown Plan. By partnering with immersive art and education providers such as Florida Wildlife Corridor Foundation and One Blue Ocean provides an environmentally and coastal focused project that will generate interest for fulltime residents and families. The design is integrated into the public areas of the Imagine Clearwater redesign of Coachman Park and its expanded impact on the downtown. The multifamily project incorporates commercial and retail space along the street frontages as provided for in the downtown plan creating a pedestrian-focused experience along the Clearwater Harbor.

Specifically, the Project meets the intent and purpose of the Downtown Plan by encouraging mixed use, pedestrian-oriented development in an area which currently does not see much pedestrian activity. The residential use provides for 600 units that are designed to accommodate families and young professionals. The forms, patterns and intensities of development are permitted by the Downtown Plan and the pattern of development reflective of the existing Water’s Edge and incorporated into the public park areas. The provision of rental units supplements the number of multifamily units currently located on the east end of Cleveland Street in downtown Clearwater and provides flexibility for residents and employees of the nearby Morton Plant Hospital and the beaches, creating a new, urban downtown neighborhood.

Division 2. Regulating Plan.

The Project is located within the Downtown Core Character District of the Downtown Plan, which is intended for high intensity mixed-use, office, and

residential development in buildings with active ground floor uses opening onto pedestrian-friendly streetscapes. Public areas are designed both along the street frontages and as entries to the park below. The Project lies along the intersection of Osceola Avenue (Street Frontage Type B) and Pierce Street (Street Frontage Type C) and is designed to incorporate the Storefront 1 street frontage. As provided for in sections C-202 and C-203.

Division 3. Character District Standards.

C-301. Development Potential. Development in the Downtown District shall be consistent with the development potential set forth by location in the Clearwater Downtown Redevelopment Plan. Residential uses are regulated by density, or units per acre of 75 units per acre and a mixed use calculation to accommodate the proposed 20,000 sf of commercial space. The project proposes an allocation of 416 attached dwelling units to be allocated from the Public Amenities Pool in order to meet the goal of the Downtown Plan to provide residential uses in the Downtown Plan area.

C-302- Building Height. While the maximum building height for buildings within the Downtown Core is unlimited, buildings must be designed to meet step back and other design requirements. The proposed towers are placed upon a platform for the private amenities that provide sufficient stepback from the street frontages and the rear park areas. The buildings are situated distinctly from the adjacent Water’s Edge building creating an active edge boundary to the southern portion of the park and provides distinct step back configurations as compared to the neighboring buildings. At 25 stories, they are similar in height to the adjacent Water’s Edge. Upon final design and construction drawings, height may vary to accommodate the unit mix and public realm improvements.

C-303. Permitted uses and Parking. According to Table 1 of Section C-303, residential projects within the Downtown Core must provide at least 1 off-street parking space per unit. The residential portion of the Bluffs project is designed to provide 600 parking spaces (1:1 ratio) and required bicycle parking.

CITY HALL SITE (MULTIFAMILY)	
Proposed Use:	600 attached dwellings 25,000 sq. ft retail/restaurant 600 parking spaces
Future Land Use	
Map Designation:	Central Business District (“CBD”)
Existing Zoning:	Downtown (“D”), Downtown Core Character District
Street Type:	Type B (Osceola Avenue) Type C (Pierce Street)
Frontage Type:	Storefront 1
Lot Area:	2.60 acres
Height:	Two 27-story towers where height is unlimited in the Downtown Core
Density/Intensity:	600 attached dwellings and 25,000 sf of commercial FAR where 75 dwelling units/acre and a 4.0 FAR is permitted
Parking:	600 spaces where 600 (1/unit) is required



DOWNTOWN REDEVELOPMENT
PLAN COMPLIANCE – CITY HALL
(CONT’D)

Division 4. Frontage Standards.

The intersection of Osceola Avenue and Pierce Street provides a unique development area that creates a new, pedestrian oriented area to the south of Cleveland Street. This is not a “key corner” as identified in the Code, but creates an opportunity to create an entrance to the southern portion of the Imagine Clearwater park.

As stated above, the rights of way adjacent to the site are designated as a Type B Street Frontage or a Type C Frontage along Pierce – both of which are identified as appropriate for a mix of land uses and building types. The Storefront 1 standard is appropriate at this location and provides a pedestrian oriented design. Osceola Avenue is the primary street frontage and has intentional pedestrian connectivity. While the intersection is not a key corner as defined in the Code, the creation of a public space in this area allows for a public gathering space and opportunities associated with programming this area.

The Project satisfies the general design standards for Storefront 1 frontage by aligning the building along the adjacent street, with ground floor uses oriented to public sidewalks and the park. The Project will meet the specific development standards for setbacks and otherwise could receive relief pursuant to section C-803 of the Code. While setbacks are provided, these are estimates to evidence the intended compliance with the Storefront 1 street frontage requirements.

The front setback area is designed and planned to integrate the streetscape with the private development and the public realm developments. Ground floor façades and entries are located along front setbacks and align with the public sidewalks and park areas. The parking garage is designed to be hidden from view from both the street and the park.

Division 5. Site Design Standards.

The Bluffs project utilizes the existing street pattern and the proposed development pattern of Coachman Park as provided for in the Imagine Clearwater plan. No new development blocks are proposed. Service drives are provided in a compact and reasonable way to not introduce vehicular and service traffic into the public realm area of the park. The proposed multifamily development is designed to create an active and safe area and connection to the public park. It creates an urban neighborhood and opportunity for direct access to Clearwater Harbor.

Section C-503. - Access and circulation. The vehicular access areas are incorporated into a parking garage at the base of the tower. The access to the site provides for minimal disruption of pedestrian access points. The landscape and hardscape designs are intended to provide sufficient pedestrian access points to the public park area and the amenities associated with it.

Section C-504. - Parking and service areas. Structured parking is proposed at the base of the towers and designed to be incorporated into the architectural look of the building. The service areas are designed to be hidden from public view.

Section C-506. - Landscape and fencing/walls. The Bluffs team has taken special care to integrate the Imagine Clearwater plan improvements with the proposed landscape and hardscape for the project. Stantec has worked on both the public and private portions of the area and created an integrated public realm area associated with the private development. All landscaping is designed to and will comply with the minimum development standards set forth in the landscape requirements in Article 3, Division 12..

Section C-507. - Stormwater management. The engineering team is proposing the use of Low Impact Development stormwater management systems by incorporating features such as rain gardens and vegetative swales throughout the site.

Division 6. Building Design Standards

Section C-602. - Façade treatment and design.

The buildings, including the parking garage is a coordinated design and integrated between the public spaces, the private amenities, and the access points. The façade articulation creates distinct building and site use areas and includes stepbacks on the upper floors. Ground floor uses are designated in appropriately sized bays to create a pedestrian scale where appropriate. Awnings, canopies, and other forms of shading devices comply with the requirements of setbacks and encroachments.

Section C-604. - Roof design. The proposed roof design is typical for a highrise type building and is accented and articulated with details which are consistent with the lower floors.

Section C-605. - Building entries. The entries to buildings are located along various streetscapes and rights of way to connect the public areas to the building entrances in a seamless experience.

Section C-606. - Mechanical equipment. Outdoor mechanical, electrical, and communication equipment, including heating, air conditioning, and ventilation equipment; venting and vent terminations for commercial hoods; electric meters: mechanical penthouses: electrical and communication equipment, panels, and cabinets: satellite dishes; and similar features are located in areas which are shielded from the view of the public from the park and the street and sufficiently screened to maintain the parklike atmosphere of the project.

DOWNTOWN REDEVELOPMENT
PLAN COMPLIANCE – HARBORVIEW

The transformative project, the Bluffs, was designed to complement the public investment of the Imagine Clearwater plan, provide areas to activate downtown through immersive art and opportunities to have the forming arts hosted by Ruth Eckerd Hall, Clearwater Jazz Holiday and the Capitol Theater spill into these additional public realm areas. The design team took special care to meet the intent and purpose of the Downtown Plan and the Clearwater Redevelopment Plan.

The proposed hotel to be located adjacent to the Clearwater Main Library encourages mixed use and pedestrian oriented development by giving residents and visitors alike a place to eat, gather, and stay. The main hotel building is situated to provide access and ground floor retail along Osceola Avenue and continue the accessible spaces south to the pedestrian entrance to the park. By utilizing sustainable design techniques and incorporating the design into the Imagine park, the plan provides for appropriately scaled buildings located in a pattern of development reflective of the public area from which the land derives. The partnerships with USF Graphicstudio, One Blue Ocean and Florida Wildlife Corridor provide a path that allows the development and the City to celebrate the unique features of the community. These organizations and partnerships give rise to an interactive and immersive art experience that will fill the interior private spaces, the public realm areas, and even provide transformational light projection mapping on the exterior spaces. The proposed hotel and retail area is incorporated into the Imagine Clearwater designs melding the edge of the private areas with the public areas and providing specific access points to reach the park from the east portion of downtown.

150 parking stalls are located below grade. 50 spaces are dedicated to the library for use. Access to the parking garage is directly off a loading/ unloading motor court with bus loading spaces and an additional 13 surface parking stalls. The hotel lobby and valet is located on the North of the building

using the surface parking motor court. Vehicular entrance for the hotel and library is shared providing 24-hour monitoring and access control.

The Project is located within the Downtown Core Character District of the Downtown Plan, which is intended for high intensity mixed-use, office, and residential development in buildings with active ground floor uses opening onto pedestrian-friendly streetscapes, pursuant to section C-202 of the Plan. The Harborview Site meets the street type plan of a Storefront 1 as indicated. There is likely some flexibility that could be necessary to insure there is appropriate public corridors from Osceola Ave through to the park.

Division 3. Character District Standards.

C-301. Development Potential. The respondent proposes that the Public Amenities Pool be utilized to increase the density to accommodate the 150 overnight accommodation units and sufficient floor area ratio for the retail/restaurant spaces and convention spaces. It is estimated that 20 dwelling units from the Downtown Amenities Incentive Pool would be allocated to the Harborview site¹. This allocation is permissible due to the significant investment in public realm improvements, landscaping tied into the Coachman Park plan, the ground floor retail in the Downtown Plan area, and the fact that the proposed use specifically furthers the Downtown Plan’s major redevelopment goals. The Plan states that “Coachman Park needs an active edge” and the Harborview Center should be demolished to provide a location for private redevelopment such as a “boutique hotel.”

C-302- Building Height. While the maximum building height for buildings within the Downtown Core is unlimited, buildings must be designed to meet step back and other design requirements. The proposed hotel has a variety of stepbacks of the façade which are unique to this building and can be distinguished from the adjacent Clearwater Main Library as the proposed hotel is approximately eleven stories. Once final design is completed, heights may vary.

C-303. Permitted uses and Parking. The hotel use must provide at least .75 spaces per overnight

HARBORVIEW SITE (HOTEL)	
Proposed Use:	150 overnight accommodation units
	15,000 sq. ft. retail/restaurant
	1,000-person conference center
	4,000 sf rooftop bar
	Rooftop pool & amenities
	600 parking spaces
Future Land Use	
Map Designation:	Central Business District (“CBD”)
Existing Zoning:	Downtown (“D”), Downtown Core Character District
Street Type:	Type A (Osceola Avenue)
Frontage Type:	Storefront 1
Lot Area:	1.43 acres
Height:	13-story tower where height is unlimited in the Downtown Core
Density/Intensity:	150 overnight accommodation units and 20,000 sf of commercial FAR where 95 overnight accommodation units/acre are permitted and a 4.0 FAR is permitted

accommodation unit which would require 113 parking spaces. The project is proposing 150 spaces in an underground garage and an additional 13 surface spaces for a total of 163 parking spaces – fifty of which are publicly accessible. There are proposed units to be allocated from the Public Amenities Pool which will allow for the construction of both a 150 unit hotel and the retail and commercial space needed to activate the street frontage of Osceola Avenue.

Division 4. Frontage Standards.

The site is unique in its design to integrate the Osceola Avenue street frontage with the Imagine Park providing for compliance with section C-401 of the Code. While there is not a “key corner” provided for in the areas of the Harborview development, the adjacency and connectivity to the Grand Staircase extending from Cleveland Street are important concepts that have been incorporated into the design proposed. There is parking proposed along Osceola Avenue between the library and the Hotel building as is requested by the City’s proposal, which otherwise would not be permitted by the Storefront 1 frontage. Otherwise, parking is contained in a garage which is built into the bluff area and in essence underground and out of the public view. While the Code requires building setbacks to be virtually along the front and side property lines, the proposal creates larger front and side setbacks in an effort to create important public realm areas and provide the connectivity between Osceola Avenue and the park. This flexibility is permitted pursuant to section C-803 of the Code.

The front setback improvements and the ground floor facades comply with the Downtown Plan by providing building facades along the rights of way and stepbacks in height. The open areas adjacent to the right of way and connectivity to the park give reasons for pedestrians to traverse to and from the street to the park. While setbacks have been identified, these are estimates based upon the concept plan and the Team understands that full compliance with the Code is necessary and will achieve the same during site plan and building permit processes.

¹ Harborview Site is 1.43 acres which allows for the 20,000 sf of commercial/retail space and up to 124 overnight accommodation units (at 95 units/acre). The additional 26 overnight accommodation units needed converts to 20 dwelling units (75 dua/95 OA u/a).

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Division 5. Site Design Standards.

The Bluffs project utilizes the existing street pattern and the proposed development pattern of Coachman Park as provided for in the Imagine Clearwater plan. No new development blocks are proposed. Service drives are provided in a compact and reasonable way to not introduce vehicular and service traffic into the public realm area of the park.

Section C-503. - Access and circulation. The vehicular access to parking areas and services areas are incorporated into an underground garage with nominal surface parking directly adjacent to the Main Library. While Osceola is a primary street frontage, parking access is from Osceola to a garage accessed at the rear of the building. There are common drives connecting the library, the park and the private development portions of the site. The theme of the project is the connectivity between the park and waterfront and the Osceola Avenue right of way. The significant public realm improvements and coordination with One Blue Ocean, USF Graphicstudio, and Florida Wildlife Corridor provide opportunities to program these areas and give pedestrians a potentially interactive experience. The enhanced landscaping and hardscaping ties into the park area giving pedestrians a seamless experience as they traverse across Osceola Avenue toward Clearwater Harbor. Of special note is a proposed overhead pedestrian pathway that connects the southern terminus of the park area (behind the City Hall site) to the main portion of the park.

Section C-504. - Parking and service areas. Structured parking is proposed to be in a subterranean garage which is not visible from the street. Service areas will be suitably disguised not only from the frontage but from the rear where the most people will gather in the park.

Section C-506. - Landscape and fencing/walls. The Bluffs team has taken special care to integrate the Imagine Clearwater plan improvements with the proposed landscape and hardscape for the project. Stantec has worked on both the public and private portions of the area and created an integrated public realm area associated with the private development.

All landscaping is designed to and will comply with the minimum development standards set forth in the landscape requirements in Article 3, Division 12.

Section C-507. - Stormwater management. The stormwater system installed as part of the Coachman Park reconstruction for Imagine Clearwater accommodates the Harborview Site development. However, the team has utilized Low Impact Development stormwater management systems by incorporating features such as rain gardens and vegetative swales throughout the site.

Division 6. Building Design Standards.

To support the creation of pedestrian and transit-accessible designations, the Hotel project of the Bluffs was designed with forward facing entries on each side. Integrating the Clearwater Main Library and its parking to the parking garage, direct connectivity to the park, and retail and commercial areas facing the street frontage and grand entry to the Imagine redevelopment of Coachman Park.

Section C-602. - Façade treatment and design. The two buildings proposed on the Harborview site are complementary to one another and while different than the Main Library’s Robert A.M. Stern design, the modern coastal and glass filled architecture is reflective of a modern, coastal downtown. The facades are articulated with a base that is pedestrian scaled and reflective of the scale of surrounding buildings and the thinner tower which will host the hotel rooms and convention spaces.

Section C-603. Awnings, canopies, and balconies. The significant number of balconies and awnings throughout the site are representative of a coastal, waterfront development and any encroachments or overhands which may be proposed will comply with the code.

Section C-604. - Roof design. The roof design is designed to allow for a rooftop use with open and covered spaces. No mansard roof form is proposed.

Section C-605. - Building entries. The entries to buildings are located along various streetscapes and rights of way to connect the public areas to the building entrances in a seamless experience.

Section C-606. - Mechanical equipment. Outdoor mechanical, electrical, and communication equipment, including heating, air conditioning, and ventilation equipment; venting and vent terminations for commercial hoods; electric meters; mechanical penthouses; electrical and communication equipment, panels, and cabinets; satellite dishes; and similar features are located in areas which are shielded from the view of the public from the park and the street and sufficiently screened to maintain the parklike atmosphere of the project.



CIVIL/SITE ENGINEERING

Stantec’s team has performed an initial review of the subject parcels relative to civil/site development related considerations. Both development parcels are very well suited to redevelopment; the civil/site related issue/challenges are very limited in nature and complexity. All parcels were previously developed, including being serviced with all customary utility services.

TOPOGRAPHY

All parcels are located substantially out of the 100-year floodplain and outside of the emergency evacuation zones A and B; the Harborview parcel is located with zone C. Elevations of the parcels are generally in the elevation 25-to-30-foot range, with the exception of the western portions extending down to elevations in the 15 +/- feet range.

GRADING/DRAINAGE

Specific Grading and Drainage plans have not been prepared for these parcels; however, the development plans are expected to take maximum advantage of the existing topographic relief including consideration to subsurface parking levels. Grading on the Harborview and City Hall parcels will be closely coordinated with the design of the Bluff Walk and associated park areas. Stormwater provision will be coordinated with the master drainage plans. All systems will be design to comply with applicable City and Southwest Florida Water Management District (SWFWMD) requirements and/or exemption provisions.

UTILITY SERVICES

(i.e., Water, Sewer, Reclaimed Water, Power, Communications, etc.)
Connections to existing utilities are expected to be relatively simple and straight forward. These connections will be facilitated by both

the provisions made within the proposed Imagine Clearwater project and the network of existing utilities within the adjacent street grid. The Development team will work with the City and the private utility providers to verify capacities, coordinate phasing, file service applications, etc.

PARKING AND MOBILITY

The Development Team will work closely with the City and other stakeholders to optimize access, circulation, and overall mobility for the planned development sites.

PARKING

Our team will perform the parking and site access analysis and design to ensure that the number of code-required spaces, circulation and queuing standards are met at both sites. We intend to take a broader approach that goes beyond compliance and embraces smart parking and smarter mobility.



Smart parking means that parking management is employed throughout the process. While we will be able to meet the requirements of the RFP, we recognize that all the public and private parking assets existing and planned throughout Downtown Clearwater can potentially be utilized as the City moves towards implementing smart parking technology.

Smart parking technology that provides real-time availability data, single-platform payment options, and a reservation system has been in use for over a decade. We intend to design our facilities to be compatible with the City’s current ParkMobile app and ensure flexibility

to accommodate more advanced applications in the future.

We also recognize that the number of publicly-owned parking assets may be under utilized around the Downtown area and that a new garage is also planned in close proximity to the redevelopment sites. A parking management system can fold this additional capacity in to maximize efficiency and functionality of parking throughout the area.

ACCESS, CIRCULATION & MOBILITY

Our approach to mobility will ensure that internal circulation and impacts to the roadway network are addressed, first to meet regulatory requirements, but also to design for a total mobility system. Our plan will consider curbside management, transportation network companies (i.e., Uber, Lyft), car share, mass transit, and micro-mobility to activate a variety of transportation modes.



In the Downtown urban setting, the first step to enhancing the experience of residents, visitors, and workers is to make sure that barrier-free access and connections to the larger transportation network are made for pedestrians and bicyclists.

The prevalence of micro-mobility services such as bike sharing, e-bikes, e-cargo bikes and e-scooters not only increases range for users, but provides a viable first/last-mile connection to fixed route transit such as the existing bus and Jolley Trolley service. We plan on integrating smart mobility hubs into our developments that provide residents and visitors convenient, user-friendly options that promote non-automobile travel.

In addition to existing conventional transit services serving the new developments, the Tampa Bay Area Regional Transit Authority (TBARTA) in partnership with the City of Clearwater is currently studying an aerial gondola from downtown to the marina at Clearwater Beach. Three of the mainland gondola station alternatives are at the two redevelopment sites. The preferred alignments and stations have not been selected. When this decision is made and funding for the gondola is obtained, we will plan to integrate the station into our design.

SUSTAINABILITY

REAL Building Consultants will serve as the project development team’s sustainability consultant, handling all site sustainability, resilience and wellness features, as well as LEED certification, energy modeling, and building commissioning.

LEED Silver will be pursued at minimum on all buildings with the goal of going above and beyond and achieving LEED Gold. Health and wellness design aspects from healthy building certifications WELL and Fitwel will also be integrated into the building and site design.

REAL understands that projects that truly contribute to the health and sustainability of the community must think beyond the building walls and into the building’s site and connections to transportation, the public realm and the community in general. As such, REAL will not only work heavily with the building architects, engineers, and contractors, but also with the landscape architects and civil engineers for a holistic and comprehensive approach to sustainable development.

Among the sustainable design aspects that REAL will work to integrate into the project will be indoor bicycle storage rooms and outdoor bicycle racks, rain gardens and bioswales to naturally manage rainwater, native and pollinator plants across the site to beautify and enhance biodiversity, extreme energy efficiency techniques, low flow and low flush plumbing fixtures to reduce water use, renewable energy production, and electric vehicle chargers. Given the site location, resilience features are also important on the waterfront and with critical building infrastructure.

There will also be a major focus on improving building occupant health and wellbeing through design that promotes natural daylight, ensuring building materials have little to no harmful chemical emissions, enhancing views to the outdoors, designing for occupant comfort through lighting and HVAC controls, and utilizing construction activities that do not compromise indoor air quality once the building is complete.

Utilizing REAL’s integrated sustainability approach, the design engineers, architects and development team will establish detailed building specifications to create a responsible, efficient, healthy, and sustainable development for many generations of Clearwater residents, employees, and visitors to enjoy.

KEY SUSTAINABILITY FEATURES

- LEED Silver or Gold Standards
- WELL & Fitwel Certifications
- Rainwater Management
- Native Plantings
- Energy Efficient Fixtures & Design
- Renewable Energy Production
- Healthy Building Materials
- Electric Vehicle Charging
- Bicycle Storage Rooms
- Outdoor Bike Racks



DIVERSE VENDOR PROGRAM & INCLUSION

The Development Team will work with Ariel Business Group to maximize Diverse Vendor Inclusion for the proposed development project. Ariel will provide specific steps to be undertaken to enforce compliance. Upon award and contract, as part of their efforts to promote Diverse Vendor participation for the project, Ariel Business Group will implement on-going inclusion efforts throughout the entire development process including planning, development and construction.

Specifically, pre-construction outreach activities will be conducted to promote project inclusion and provide information on project schedule, timelines, potential scopes to be contracted and potential bidding opportunities. The team is committed to utilizing capable Diverse Vendors and will require

teaming partners and prime contractors to include subcontracting opportunities, thus maximizing our efforts to achieve significant Diverse Vendor participation.

Ariel has over 26 years of diversified management and business consulting experience with services including consulting, program and project management services, diverse vendor compliance outreach and monitoring, construction support, community management, training and workforce program development and implementation. Ariel has provided services to local, state and federal government agencies, as well as major design builders, engineers, developers and consultants.

APPROACH TO PUBLIC PARTNERS

The Bluffs design plan is based upon an immersive and interactive experience for residents of the new multifamily building, visitors to downtown, those attending events at the park, and patrons of the hotel and retail uses located on the Bluff. By including experts in art and environmental education such as Florida Wildlife Corridor Foundation, One Blue Ocean, and USF Graphicstudio, the team looks forward to working with the City on programming these experiences to complement the work being done in the new park areas.

The City’s efforts to engage Ruth Eckerd Hall for the amphitheater programming and support local performance leaders such as Clearwater Jazz Holiday give a natural tie to the immersive experience envisioned on the park’s edge.

The Bluffs Development team has significant experience working with government agencies and the public to garner support for projects and the

coordination of the public and private resources necessary to have these projects come to fruition. The Bluffs team expects to work closely with the City Community Development Department, City Attorney’s office, and the Imagine Clearwater consultants to ensure that the plans and agreements meet the City’s code and legal requirements.

The Development Agreement is expected to reflect both the design program as well as much of the business requirements of this transaction. With a tight timeline moving toward a November referendum of the public, it will be necessary for the team to engage a consultant to assist in advocacy on behalf of downtown redevelopment.

While this response includes specific financial proposals, the Gotham/Denunzio team understands that flexibility in working with the City on parking and other potential CRA incentives will be key. As a well-funded development company, the team is willing to offer this flexibility to achieve the best result for the citizens of Clearwater.

ARIEL BUSINESS GROUP RELATED EXPERIENCE

TAMPA HILLSBOROUGH COUNTY EXPRESSWAY AUTHORITY REVERSIBLE LANES PROJECT (\$300M)
Contracted by agency to provide SBE consultant services that include outreach and monitoring SBE utilization. Developed and maintained web-based database of potential bidders and vendors.

HENSEL PHELPS, TAMPA INTERNATIONAL AIRPORT MAIN TERMINAL CURBSIDE EXPANSION (\$350M)
Contracted to provide WMBE/DBE outreach, compliance and monitoring services and staff support for the project. Coordinated outreach activities and reporting and tracking of utilization, LOIs and payments.

AUSTIN COMMERCIAL, TAMPA INTERNATIONAL AIRPORT, CONRAC/APM (\$543M)
Contracted to provide WMBE/DBE outreach, compliance and monitoring services for the project, including development of newsletter and website updates.

MICHAEL’S DEVELOPMENT COMPANY, TAMPA HOUSING AUTHORITY HOPE 6—BELMONT ESTATES PROJECT (\$35M)
Engaged to provide minority business outreach for potential minority and small businesses interested in construction opportunities. Coordinated, compiled, and reviewed pre-qualifications submitted by prospective bidders, developed and maintained database of interested pre-qualified MBEs, arranged referrals for bonding, financial assistance for interested MBEs, and conducted meetings to educate MBEs on joint ventures and teaming opportunities.



DEVELOPMENT TIMELINE

	2022			2023				2024				2025				2026				2027				2028		
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
RFP Submission																										
RFP Designation																										
Site License Agreement																										
Execute Development Agreement																										
Referendum Vote																										
Site Plan Approval																										
Concept Design																										
Schematic Design																										
Design Development																										
Bid Documents																										
Issue for Construction Documents																										
Execute GMP with CM																										
Issue Debt RFP and Select Lender																										
Finalize Loan Documents																										
Close Construction Loan																										
Construction																										
Substantial Completion																										
Branding, Marketing Campaign Development																										
Lease-Up																										
Stabilization																										
Permanent Loan Conversion																										

ECONOMIC IMPACTS

Our analysis of the potential economic impact of the proposed project focused on both the one-time stimulus of the constriction activity of the development as well as the likely recurring impact of the project once stabilized and operating.

The analysis used Input-Output methodology and IMPLAN software to translate the activity generated by expenditures in terms of employment supported and output generated. The use of IMPLAN provides flexibility in examining the impacts of a project by geographic region, with the primary geography analyzed being Pinellas County. This model produces multipliers that are used in economic impact studies to estimate the total impact of a project on a region. The idea behind the results of Input-Output methodology is that an initial change in economic activity results in other rounds of spending. The multipliers provide a measure of the effects of new economic impacts associated with economic development projects, new businesses, certain types of public policy changes, and the effectiveness of government and private sector programs. Please visit <http://implan.com> for more information.

DIRECT CONSTRUCTION-RELATED IMPACTS

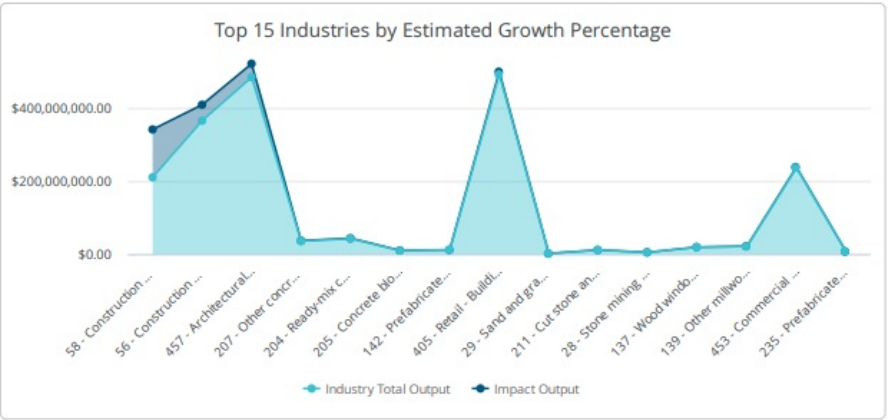
These are economic effects arising from spending on labor and employment directly tied to the project. The total construction cost of our project, including site prep, horizontal infrastructure improvements, and vertical construction, is estimated to be \$209M. This number includes soft costs associated with the project’s architecture, engineering and design which , to the greatest extent, will be sourced locally. Additionally, our analysis estimates that approximately 1,800 direct jobs will be supported by the construction related activities of our project development.

INDIRECT CONSTRUCTION-RELATED IMPACTS

These are economic effects stemming from business-to-business purchases in the supply chain. Our analysis reveals that there will be approximately \$55M in indirect economic contributions to Pinellas County resulting from our project. This number reflects the fact that building and construction materials such as concrete, steel, wood, and other building products cannot all be sourced in Pinellas County and there will be some “leakage” outside of the study area. Our project will support approximately 358 jobs through these indirect economic impacts.

INDUCED CONSTRUCTION-RELATED IMPACTS

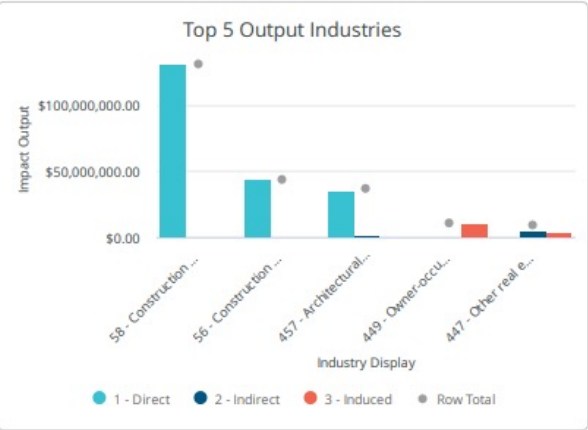
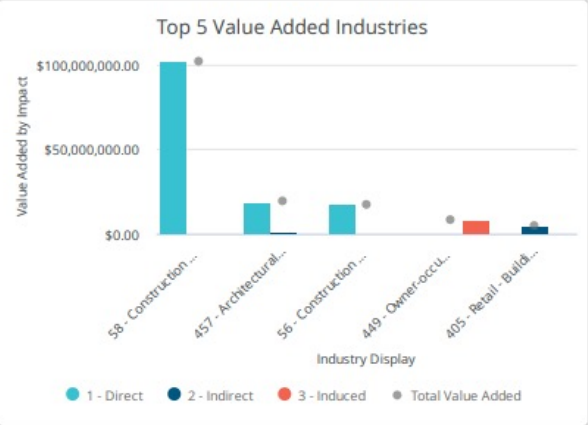
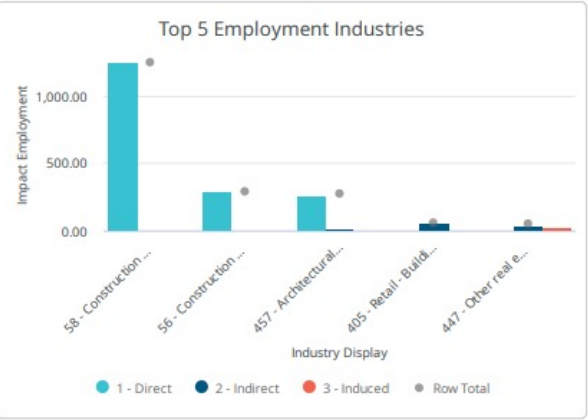
These are economic effects stemming from spending of labor income, after removal of taxes, savings, and commuter income. Our analysis revels that there will be approximately \$84M in induced economic contributions to the City and County resulting from our project as labor income generated by our project cycles through the local economy. This induced economic impact will support approximately 536 jobs in the local economy.



Industries by Estimated Growth Percentage					
	Display Code	Display Description	Industry Total Output	Impact Output	Estimated Growth P
1	58	Construction of new ...	\$210,652,687.40	\$131,044,357.23	62.21%
2	56	Construction of other ...	\$365,845,268.96	\$43,681,452.41	11.94%
3	457	Architectural, enginee...	\$485,107,812.07	\$36,866,940.02	7.60%
4	207	Other concrete produ...	\$35,592,604.82	\$1,255,851.44	3.53%
5	204	Ready-mix concrete m...	\$42,368,931.47	\$1,215,440.66	2.87%
6	205	Concrete block and br...	\$9,845,493.20	\$205,017.71	2.08%
7	142	Prefabricated wood b...	\$11,629,744.06	\$176,939.77	1.52%
8	405	Retail - Building mater...	\$492,689,632.96	\$7,308,875.34	1.48%
9	29	Sand and gravel mining	\$1,805,447.22	\$26,663.51	1.48%
10	211	Cut stone and stone p...	\$11,243,765.99	\$155,462.51	1.38%
11	28	Stone mining and qua...	\$4,962,841.80	\$58,855.98	1.19%
12	137	Wood windows and do...	\$19,058,840.46	\$212,551.73	1.12%
13	139	Other millwork, includ...	\$21,313,201.29	\$158,307.77	.74%
14	453	Commercial and indu...	\$236,917,467.94	\$1,609,610.78	.68%
15	235	Prefabricated metal b...	\$7,553,754.23	\$50,209.81	.66%

Economic Indicators by Impact					
Impact	Employment	Labor Income	Value Added	Output	
1 - Direct	1,799.06	\$103,249,902.09	\$138,165,354.73	\$209,593,762.64	
2 - Indirect	358.37	\$19,351,049.94	\$30,028,267.38	\$55,549,177.77	
3 - Induced	536.04	\$26,456,353.94	\$48,283,648.31	\$83,851,724.80	
Totals	2,693.47	\$149,057,305.97	\$216,477,270.42	\$348,994,665.21	

Tax Results						
Impact	Sub County Ge...	Sub County Sp...	County	State	Federal	Total
1 - Direct	\$(1,176,082.36)	\$(1,667,635.47)	\$(1,697,695.19)	\$(3,997,761.07)	\$26,347,138.25	\$17,807,964.17
2 - Indirect	\$479,014.90	\$681,511.91	\$692,327.67	\$1,864,455.10	\$2,530,175.73	\$6,247,485.31
3 - Induced	\$735,744.14	\$1,046,636.22	\$1,063,332.10	\$2,900,944.99	\$3,350,138.91	\$9,096,796.37
Totals	\$38,676.68	\$60,512.67	\$57,964.58	\$767,639.03	\$32,227,452.89	\$33,152,245.85



Once the project is built and the above-mentioned one-time construction-related stimulus is complete, our development will continue to provide economic benefits to the City of Clearwater and Pinellas County through the activity generated by the tenants, employees, and households within the project.

DIRECT ECONOMIC IMPACT OF STABILIZED OPERATIONS

Our project will support 186 direct full-time employees across the residential, hotel and retail programs, who, in turn, will support \$6.1m in annual direct labor income and \$11m in annual Value-Added Output which includes Employee Compensation, Proprietor Income, Labor Income, Other Property Income and Taxes on Production and Imports.

INDIRECT ECONOMIC IMPACT OF STABILIZED OPERATIONS

Our project will support 186 direct full-time employees across the residential, hotel and retail programs, who, in turn, will support \$6.1m in annual direct labor income and \$11m in annual Value-Added Output which includes Employee Compensation, Proprietor Income, Labor Income, Other Property Income and Taxes on Production and Imports.

INDUCED ECONOMIC IMPACT OF STABILIZED OPERATIONS

Once occupied and stabilized with households and hotel guests, the project will have an annual induced economic impact of \$72m as these space occupiers engage in economic activity in the City and County.



4 FINANCIAL PLAN

PROJECT SUMMARY – CITY HALL SITE

The Development Team’s proposed financial plan was conceived to maximize proceeds to the City of Clearwater while meeting the aims of the City’s Request for Proposals and generating a development program that delivers numerous benefits for the community. Our proposal assumes a purchase of both sites based on the provided appraisals of each site.

Property Summary	
Lot size (square feet)	113,360
Lot size (in acres)	2.60
Units	600
Average Unit Size	900
Net Residential SF	540,000
Gross SF	998,000
Parking Spaces Built	600

Returns Summary	
Levered Returns	
Net Profit	\$99,003,264
Internal Rate of Return (IRR)	17.0%
Equity Multiple	1.8x
Yield Analysis	
Levered Yield on Cost (Trended)	6.07%
Levered Yield on Cost (Today)	5.10%

The estimated total development cost is \$350 million, of which the city would obtain a total value of approximately \$15.4 million for the site. Gotham and our private equity partners would contribute 35% of the total cost to facilitate the development, or approximately \$122 million, with the rest of the cost to be financed through debt in the form of a construction loan. A detailed breakdown of Sources & Uses is provided in the table below.

Gotham has longstanding experience financing large-scale projects such as the proposed development, and programmatic equity relationships with the ability to effectuate greater than \$2.5B in new development.

Our pro-forma assumes a trended average monthly rent of \$3.75/SF for the residential units, and \$3.00/SF in retail rental income. For parking, we have assumed a monthly parking rate of \$100/space. The lease-up period for residential, retail, and parking spaces is assumed to be 20 months. The resulting total net profit of \$109,969,299. The Returns Summary table at the bottom left provides further detail on anticipated returns.

Sources & Uses					
Uses			\$/GSF	\$/NSF	\$/Unit
Acquisition Costs		\$15,400,000	\$15	\$29	\$25,667
Hard Costs		\$284,680,200	\$285	\$527	\$474,467
Soft Costs		\$39,947,962	\$32	\$59	\$53,247
Financing Costs		\$5,451,264	\$5	\$10	\$9,085
Interest Reserve		\$11,529,911	\$12	\$21	\$19,217
Operating Deficit		\$1,416,790	\$1	\$3	\$2,361
Total Uses		\$350,426,126	\$351	\$649	\$584,044
Sources			\$/GSF	\$/NSF	\$/Unit
Debt	65%	\$227,776,982	\$228	\$422	\$379,628
Equity	35%	\$122,649,144	\$123	\$227	\$204,415
Total Sources		\$350,426,126	\$351	\$649	\$584,044

CONSTRUCTION COST ESTIMATE – CITY HALL SITE

A hard cost estimate was provided by Coastal Construction using the development program outlined in our proposal, with soft costs and financing costs provided by Gotham. Detailed development budget and expense breakdown are provided within the Pro-Forma.

City Hall Site Construction Cost Estimate																	
Data Provided:								Leasable SF:									
1.	Parking: 600- car garage with two levels below grade, approx. 18’ deep, assume 350 sf/space							7.	Residences	600	Units	900	SF/EA	540,000	LSF		
2.	Residential: 600 units with an average size of 900 sf/unit leasable							8.	Retail					25,000	LSF		
3.	Restaurant/retail shell space: 25,000 sf											Approx. Total LSF		565,000	LSF		
4.	Two (2) 25-story towers on a shared podium deck																
5.	Amenity area: 28,000 sf							Efficiency:						56.6%			
6.	Rooftop pool deck: 15,000 sf																
Assumptions:								Potential Costs:					Low Cost/Unit	Low Value	High Cost/Unit	High Value	
GSF:								1.	Parking – Below Grade (Requires DSM)		300	Spaces	\$65,000	\$19,500,000	\$85,000	\$25,500,000	
1.	Below Grade Parking (Requires DSM)		300	EA	350	SF/EA	105,000	GSF	2.	Parking – Above Grade		300	Spaces	\$25,000	\$7,500,000	\$35,000	\$10,500,000
2.	Above Grade Parking		300	EA	350	SF/EA	105,000	GSF	3.	Residential		540,000	LSF	\$300	\$162,000,000	\$400	\$216,000,000
3.	Residential (Assume 75% Eff.)		600	Units	1,200	SF/EA	720,000	GSF	4.	Retail Shell		25,000	SF	\$125	\$3,125,000	\$150	\$3,750,000
4.	Retail Shell Space		25,000	SF			25,000	GSF	5.	Amenity Area		28,000	SF	\$150	\$4,200,000	\$250	\$7,000,000
5.	Amenity Area		28,000	SF			28,000	GSF	6.	Rooftop Pool Deck		15,000	SF	\$20	\$300,000	\$75	\$1,125,000
6.	Rooftop Pool Deck		15,000	SF			15,000	GSF						Totals	\$196,625,000		\$263,875,000
					Approx. Total GSF		998,000	GSF						Cost/LSF	\$348.01		\$467.04
														Cost/GSF	\$197.02		\$264.40

PROJECT SUMMARY – HARBORVIEW SITE

The estimated total development cost for the Harborview Site is \$83 million, of which the city would obtain a total value of approximately \$9.3 million for the site. Assuming an average daily hotel room rate of \$215 starting in year one, we have calculated net cash flow in the first year at approximately \$1.8 million after operating expenses, property taxes, management fees and financing costs.

Returns Summary	
Weighted Average Cost of Capital	5.00%
Hurdle Rate	12.00%
Internal Rate of Return (IRR)	17%

Sources & Uses			
Uses			Per Key
Acquisition Costs		\$9,300,000	\$62,000
Hard Costs		\$58,175,000	\$387,833
Soft Costs		\$15,566,903	\$103,779
Franchise Key Money Contribution		(\$1,500,000)	(\$10,714)
Total Uses		\$81,541,903	\$564,327
Sources			Per Key
Debt	65%	\$53,002,237	\$366,813
Equity	35%	\$28,539,666	\$197,514
Total Sources		\$81,541,903	\$564,327

Harborview Site Construction Cost Estimate							
Data Provided:							
1.	Parking: Two (2) levels below grade containing 150 standard parking spaces based on 350 sf/ea (18’ deep)						
2.	Hotel: 150-key full-service hotel similar to a Hyatt House with an average room size of 360 sf/room						
3.	15,000 sf of retail/restaurant shell space						
4.	1,000 person conference center (15,000 sf)						
5.	4,000 sf rooftop bar						
6.	1,000 sf rooftop biergarten						
7.	8,000 sf rooftop pool/amenity deck						
8.	Basement – 2 levels						
9.	Ground floor – 7,500 sf restaurant with balance area for arrival, lobby, check-in, circulation, etc.						
10.	Level 2 – Conference center and rooftop						
11.	Level 3 – Hotel amenities and 5 hotel rooms						
12.	Levels 4-8 – Hotel rooms with double loaded corridor: 145 rooms or 29 rooms per level						
13.	Level 9 – Rooftop bar, restaurant, biergarten, pool deck, approx. 11,000 sf						
Assumptions:							
GSF:							
1.	150 Parking Spaces (Below Grade)	150	EA	350	SF/EA	52,500	GSF
2.	150 Hotel Units (Including Circulation)	150	EA	1,000	SF/EA	150,000	GSF
3.	Retail Shell Space					15,000	GSF
4.	Conference Center					15,000	GSF
5.	Rooftop Bar					4,000	GSF
6.	Biergarten					1,000	GSF
7.	Pool/Amenity Deck					8,000	GSF
				Approx. Total GSF		245,500	GSF
Potential Costs:				Low Cost/Unit	Low Value	High Cost/Unit	High Value
1.	Parking Garage (Requires DSM)	150	Spaces	\$65,000	\$9,750,000	\$85,000	\$12,750,000
2.	150-Key Hotel	150	Keys	\$300,000	\$45,000,000	\$350,000	\$52,500,000
3.	Retail Shell Space	15,000	SF	\$125	\$1,875,000	\$150	\$2,250,000
4.	1,000-Person Conference Center	15,000	SF	In hotel #	-	In hotel #	-
5.	Rooftop Bar	4,000	SF	\$250	\$1,000,000	\$400	\$1,600,000
6.	Rooftop Biergarten	1,000	SF	\$150	\$150,000	\$300	\$300,000
7.	Rooftop Pool/Amenity Center	8,000	SF	\$50	\$400,000	\$75	\$600,000
				Totals	\$58,175,000		\$70,000,000
				Cost/Key	\$387,833		\$466,667
				Cost/GSF	\$236.97		\$285.13

PRO-FORMA - CITY HALL

City Hall Site, Clearwater, FL
Project Summary

Property Summary	
Lot size (square feet)	113,360
Lot size (in acres)	2.60
Units	600
Average Unit Size	900
Net Residential SF	540,000
Gross SF	998,000
Parking Spaces Built	600

Returns Summary	
Levered Returns	
IRR	17.0%
Equity Multiple	1.8x
Yield Analysis (Today/Untrended)	
Levered Yield on Cost	5.10%

Sources & Uses				
Uses		\$/GSF	\$/NSF	\$/Unit
Acquisition Costs	\$15,400,000	\$15	\$29	\$25,667
Hard Costs	\$284,680,200	\$285	\$527	\$474,467
Soft Costs	\$31,947,962	\$32	\$59	\$53,247
Financing Costs	\$5,451,264	\$5	\$10	\$9,085
Interest Reserve	\$11,529,911	\$12	\$21	\$19,217
Operating Deficit	\$1,416,790	\$1	\$3	\$2,361
Total Uses	\$350,426,126	\$351	\$649	\$584,044
Sources				
Debt 65%	\$227,776,982	\$228	\$422	\$379,628
Equity 35%	\$122,649,144	\$123	\$227	\$204,415
Total Sources	\$350,426,126	\$351	\$649	\$584,044

City Hall Site, Clearwater, FL
Assumptions Summary
Analysis Date: 6/9/2022

Property Summary	
Address	City Hall Site Clearwater, FL
Lot size (square feet)	113,360
Lot size (in acres)	2.60
Units per Acre	231
Gross SF	998,000
Commerical SF	25,000
Net Residential SF	540,000
Gross Residential SF	720,000
Parking	210,000
Amenities	28,000
Pool Deck	15,000
Units	600
Average Unit Size	900
Net Residential SF	540,000
Parking Spaces Built	600

Timing		
	Date	Month #
Analysis Start	6/1/2022	0
Deposit Date	7/31/2022	1
Pre-Closing Period	24 months	-
Land Closing Date	6/30/2024	24
Pre-Construction Period	0 months	-
Construction Start Date	6/30/2024	24
Construction Duration	30 months	-
Construction End	11/30/2026	53
Operations Start	11/30/2026	53
Time Until Stabilization	20 months	-
Months from Lease-Up to Refi	0 months	-
Stabilization/Refinance Date	7/31/2028	73
Hold Period (Post-Stabilization)	0 months	-
Sale Date	7/31/2028	73
Total Project Duration	6.1 years	-

Operating Expenses	
Expense Annual Inflation	3.0%
Expenses Per Apartment Unit	\$14,148
Residential OpEx	See 'Expense Breakdown'

Construction Financing (IO)	
Capitalized Costs	\$350,426,126
LTC	65%
Loan Proceeds	\$227,776,982
Loan Origination Date	6/30/2024
First Disbursement Date	4/30/2025
Financing Costs	\$1,708,327
Fixed/Float	Fixed
Fixed Rate	5.00%
Index Spread over SOFR	350
SOFR Floor	0.25%
Interest Only	Yes
Amortization	30 years
Maturity Date	7/31/2028

Operating Income		
Residential Income		
Units		600
Avg Unit Size		900
Lease-Up Start		11/30/2026
Lease-Up Duration		20 months
Lease-Up End		6/30/2028
Lease-Up Velocity (units/month)		30
Monthly Rent PSF		\$3.75
Rent Trended/Untrended		Trended
Annual Rent Inflation		3.0%
Average Rent Today		\$3,377
Average Rent at Start of Operations		\$4,032
Vacancy Factor (+ model unit, employee unit, bad debt)		5.0%
Lease-Up Concessions		1.0 months
Utility Reimbursement Income (% of Gross Rents)		0.0%
Other Income (% of Gross Rents)		1.5%
Retail Income		
SF		25,000
Lease-Up Start		11/30/2026
Lease-Up Duration		6 months
Lease-Up End		4/30/2027
Lease-Up Velocity (SF/month)		4,166
Monthly Rent PSF (NNN)	\$36.00	\$3.00
Annual Rent Inflation		2.0%
Vacancy Factor		5.0%
Tenant Improvement (PSF)		\$36.00
Leasing Commission (10 Yr Lease)		7.5%
Lease-Up Concessions		5 months
Parking Income		
# Parking Spaces		600
Parking Spaces per Apartment		1.00
Parking Spaces per 1,000 SF Commercial		0.00
Monthly Parking Rate		\$100
Lease-Up Start		11/30/2026
Lease-Up Duration		20 months
Lease-Up End		6/30/2028
Annual Rent Inflation		3.0%
Vacancy Factor		5.0%
# Revenue Generating Spaces	100%	600

City Hall Site, Clearwater, FL
Development Budget

Project Timing		
		Month #
Analysis Start	6/1/2022	0
Deposit Date	7/31/2022	1
Pre-Closing Period	24 months	-
Land Closing Date	6/30/2024	24
Construction Start Date	6/30/2024	24
Construction Duration	30 months	-
Construction End	11/30/2026	53
Operations Start	11/30/2026	53
Stabilization/Refinance Date	7/31/2028	73
Hold Period (Post-Stabilization)	0 months	-

Land Costs	\$15,400,000
------------	--------------

Acquisition Costs	Input	Unit		\$/NSF	\$/Unit	Start Month	Start Date	Duration	End Month
Purchase Price (Net of Deposit)			\$15,400,000	\$29	\$25,667	24	6/30/2024	1	6/30/2024
Upfront Deposit			\$0	\$0	\$0	0	6/30/2022	2	7/31/2022
Closing Costs	0.00%	% of Purchase Price	\$0	\$0	\$0	24	6/30/2024	1	6/30/2024
Acquisition Fee			\$0	\$0	\$0	24	6/30/2024	1	6/30/2024
Subtotal Acquisition Costs			\$15,400,000	\$29	\$25,667				
Hard Costs	Input	Unit		\$/NSF	\$/Unit	Start Month	Date	Duration	End Month
Direct Hard Costs, General Conditions, GC Insurance			\$250,300,000	\$464	\$417,167	24	6/30/2024	30	11/30/2026
Demolition	\$20	40,000	\$800,000	\$1	\$1,333	22	4/30/2024	3	6/30/2024
Escalation	8.0%	% of HC	\$20,024,000	\$37	\$33,373	24	6/30/2024	30	11/30/2026
HC Contingency	5.0%	% of HC	\$13,556,200	\$25	\$22,594	24	6/30/2024	30	11/30/2026
Subtotal Hard Costs			\$284,680,200	\$527	\$474,467				
Soft Costs	Input	Unit		\$/NSF	\$/Unit	Start Month	Date	Duration	End Month
Architecture and Engineering	\$12.0	PSF	\$6,480,000	\$12	\$10,800	24	6/30/2024	0	5/31/2024
Survey, Inspection, Diligence	\$1.0	PSF	\$540,000	\$1	\$900	1	7/31/2022	12	6/30/2023
Permits and Fees	0.33%	% of HC	\$939,445	\$2	\$1,566	24	6/30/2024	1	6/30/2024
Developer Insurance (% of HC)	0.90%	% of HC	\$2,252,700	\$4	\$3,755	24	6/30/2024	30	11/30/2026
Marketing (including model units)	\$5,500	Per Unit	\$3,300,000	\$6	\$5,500	39	8/31/2025	11	6/30/2026
Real Estate Taxes			\$0	\$0	\$0	24	6/30/2024	30	11/30/2026
FF&E			\$2,000,000	\$4	\$3,333	39	8/31/2025	6	1/31/2026
Legal & Administration			\$1,000,000	\$2	\$1,667	1	7/31/2022	53	11/30/2026
Soft Costs Contingency	5.0%	\$ of SC	\$975,197	\$2	\$1,625	1	7/31/2022	53	11/30/2026
Developer Fee	4.0%	% of TDC Exc Land + Fee	\$12,885,620	\$24	\$21,476	1	7/31/2022	53	11/30/2026
Retail Tenant Improvement & Leasing Commissions			\$1,575,000	\$3	\$2,625	53	11/30/2026	6	4/30/2027
Other Income: Existing Income at Land Carrying Period			\$0	\$0	\$0	24	6/30/2024	0	5/31/2024
Misc. Shortfall Deficit			\$1,416,790	\$3	\$2,361	8	2/28/2023	20	9/30/2024
Subtotal Soft Costs			\$33,364,752	\$62	\$55,608				
TOTAL UNLEVERED DEVELOPMENT COSTS			\$333,444,952	\$617	\$555,742				
Financing Costs				\$/NSF	\$/Unit				
Acquisition Loan Costs	1.5%	% of Loan Proceeds	\$0	\$0	\$0				
Acquisition Loan Interest Reserve			\$0	\$0	\$0				
Bank Third Party Review		Estimate	\$100,000	\$0	\$167				
Construction Loan Admin Fee		Estimate	\$200,000	\$0	\$333				
Title	0.30%	% of TDC	\$1,051,278	\$2	\$1,752				
Mortgage Recording Tax	1.05%	% of Loan Proceeds	\$2,391,658	\$4	\$3,986				
Construction Loan Origination Fee	0.75%	% of Loan Proceeds	\$1,708,327	\$3	\$2,847				
Lease Up Escrow			-\$14,609,405	-\$27	-\$24,349				
Construction Loan Interest Reserve			\$26,139,316	\$48	\$43,566				
Subtotal Financing Costs			\$16,981,175	\$31	\$28,302				
TOTAL LEVERED DEVELOPMENT COSTS			\$350,426,126	\$649	\$584,044				

City Hall Site, Clearwater, FL
Operating Expenses Breakdown

Unit Count	600
Net Residential SF	540,000
Expenses Growth	3.0%

Operating Expenses (Residential)		\$/Unit (untrended)	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Property Management Fee	2.50%	\$ 1,063	\$ 207,866	\$ 637,507	\$ 747,178	\$ 769,370	\$ 792,225	\$ 815,760	\$ 839,997
Payroll and Benefits		\$ 2,000	\$ 1,200,000	\$ 1,236,000	\$ 1,273,080	\$ 1,311,272	\$ 1,350,611	\$ 1,391,129	\$ 1,432,863
Insurance		\$ 1,000	\$ 600,000	\$ 618,000	\$ 636,540	\$ 655,636	\$ 675,305	\$ 695,564	\$ 716,431
Repairs & Maintenance and Contract Services		\$ 1,200	\$ 720,000	\$ 741,600	\$ 763,848	\$ 786,763	\$ 810,366	\$ 834,677	\$ 859,718
Make Ready/Turnover		\$ 300	\$ 180,000	\$ 185,400	\$ 190,962	\$ 196,691	\$ 202,592	\$ 208,669	\$ 214,929
Leasing, Marketing and Advertising		\$ 500	\$ 300,000	\$ 309,000	\$ 318,270	\$ 327,818	\$ 337,653	\$ 347,782	\$ 358,216
Utilities		\$ 600	\$ 360,000	\$ 370,800	\$ 381,924	\$ 393,382	\$ 405,183	\$ 417,339	\$ 429,859
G&A		\$ 300	\$ 180,000	\$ 185,400	\$ 190,962	\$ 196,691	\$ 202,592	\$ 208,669	\$ 214,929
Real Estate Taxes		\$ 6,427	\$ 3,169,310	\$ 3,856,260	\$ 3,971,948	\$ 4,091,106	\$ 4,213,839	\$ 4,340,255	\$ 4,470,462
Replacement Reserves		\$ 200	\$ 120,000	\$ 123,600	\$ 127,308	\$ 131,127	\$ 135,061	\$ 139,113	\$ 143,286
Total Operating Expenses		\$ 13,590	\$ 7,037,175	\$ 8,263,567	\$ 8,602,019	\$ 8,859,858	\$ 9,125,426	\$ 9,398,958	\$ 9,680,691

City Hall Site, Clearwater, FL
Annual Cashflows

Year	0	6	7	8	9	10
Year Ending	Jun-22	Jun-28	Jun-29	Jun-30	Jun-31	Jun-32
REVENUES						
Residential Revenue						
Gross Potential Rent	\$24,312,000	\$20,433,597	\$29,029,799	\$29,900,693	\$30,797,714	\$31,721,646
Reimbursement Income	\$0	\$0	\$0	\$0	\$0	\$0
Other Income	\$364,680	\$306,504	\$435,447	\$448,510	\$461,966	\$475,825
Vacancy Loss	(\$1,215,600)	(\$119,196)	(\$1,473,262)	(\$1,517,460)	(\$1,562,984)	(\$1,609,874)
Concessions	\$0	(\$1,409,214)	\$0	\$0	\$0	\$0
Retail Revenue						
Gross Potential Rent	\$900,000	\$912,000	\$930,240	\$948,845	\$967,822	\$987,178
Vacancy Loss	(\$45,000)	(\$45,600)	(\$46,512)	(\$47,442)	(\$48,391)	(\$49,359)
Concessions	\$0	(\$37,500)	\$0	\$0	\$0	\$0
Parking Revenue						
Parking Rent Revenue	\$684,000	\$533,880	\$756,432	\$779,125	\$802,499	\$826,574
TOTAL REVENUE	\$25,000,080	\$20,574,471	\$29,632,144	\$30,512,271	\$31,418,625	\$32,351,990
EXPENSES						
Property Management Fee	\$625,002	\$494,293	\$710,621	\$761,973	\$784,607	\$807,915
Payroll and Benefits	\$1,200,000	\$1,224,000	\$1,260,720	\$1,298,542	\$1,337,498	\$1,377,623
Insurance	\$600,000	\$612,000	\$630,360	\$649,271	\$668,749	\$688,811
Repairs & Maintenance and Contract Services	\$720,000	\$734,400	\$756,432	\$779,125	\$802,499	\$826,574
Make Ready/Turnover	\$180,000	\$183,600	\$189,108	\$194,781	\$200,625	\$206,643
Leasing, Marketing and Advertising	\$300,000	\$306,000	\$315,180	\$324,635	\$334,374	\$344,406
Utilities	\$360,000	\$367,200	\$378,216	\$389,562	\$401,249	\$413,287
G&A	\$180,000	\$183,600	\$189,108	\$194,781	\$200,625	\$206,643
Real Estate Taxes	\$3,856,260	\$3,818,638	\$3,933,197	\$4,051,193	\$4,172,729	\$4,297,911
Replacement Reserves	\$120,000	\$122,400	\$126,072	\$129,854	\$133,750	\$137,762
Total Operating Expenses	\$8,141,262	\$8,046,131	\$8,489,014	\$8,773,718	\$9,036,704	\$9,307,575
TOTAL EXPENSES	\$8,141,262	\$8,046,131	\$8,489,014	\$8,773,718	\$9,036,704	\$9,307,575
NET OPERATING INCOME	\$16,858,818	\$12,528,340	\$21,143,130	\$21,738,553	\$22,381,921	\$23,044,415

City Hall Site, Clearwater, FL
Unit Mix

Type	BR	SF	Percentage	Units	Total SF	Rent	Rent PSF	Annual PSF	Price Per BR
Studio	0	500	8%	50	25,000	\$ 2,000	\$ 4.00	\$ 48.00	\$ 2,000
1 - Bedroom	1	775	52%	312	241,800	\$ 3,000	\$ 3.87	\$ 46.45	\$ 3,000
2 - Bedroom	2	1,100	33%	200	220,000	\$ 4,000	\$ 3.64	\$ 43.64	\$ 2,000
3 - Bedroom	3	1,400	6%	38	53,200	\$ 5,000	\$ 3.57	\$ 42.86	\$ 1,667
Total / WTD Average		900	100%	600	540,000	\$ 3,377	\$ 3.75	\$ 45.02	

PRO-FORMA - HARBORVIEW

Harborview - TDG / MCHG
5-Year ProForma

Period	TDG / MCHG Harborview ProForma		TDG / MCHG Harborview ProForma		TDG / MCHG Harborview ProForma		TDG / MCHG Harborview ProForma		TDG / MCHG Harborview ProForma	
	150	Rooms	150	Rooms	150	Rooms	150	Rooms	150	Rooms
Year 1	Year 1		Year 2		Year 3		Year 4		Year 5	
Rooms Available	54,900		54,750		54,750		54,750		54,900	
Rooms Sold	41,175		44,348		45,443		46,538		47,214	
Occupancy	75.0%		81.0%		83.0%		85.0%		86.0%	
Average Daily Rate	\$215.00		\$225.00		\$237.00		\$249.00		\$257.00	
RevPar	\$161.25		\$182.25		\$196.71		\$211.65		\$221.02	
Revenue										
Rooms	8,852,625	57.4%	9,978,188	56.5%	10,769,873	56.8%	11,587,838	57.4%	12,133,998	57.6%
Food and Beverage - Hotel	300,000	1.9%	525,000	3.0%	550,000	2.9%	575,000	2.8%	600,000	2.8%
Roof Top Bar	1,700,000	11.0%	2,100,000	11.9%	2,200,000	11.6%	2,300,000	11.4%	2,400,000	11.4%
Function Center	3,000,000	19.4%	3,500,000	19.8%	3,700,000	19.5%	3,900,000	19.3%	4,100,000	19.5%
Retail / Restaurant Space	540,000	3.5%	540,000	3.1%	540,000	2.8%	570,000	2.8%	570,000	2.7%
Parking	917,625	5.9%	892,330	5.0%	1,051,638	5.5%	1,088,063	5.4%	1,118,210	5.3%
Other Operating Dept.	125,000	0.8%	135,000	0.8%	145,000	0.8%	155,000	0.8%	155,000	0.7%
Total Revenue	15,435,250	100.0%	17,670,518	100.0%	18,956,510	100.0%	20,175,900	100.0%	21,077,208	100.0%
Department Costs & Expenses										
Rooms	1,681,999	19.0%	1,845,965	18.5%	1,938,577	18.0%	2,085,811	18.0%	2,123,450	17.5%
Food and Beverage - Hotel	150,000	50.0%	252,000	48.0%	253,000	46.0%	253,000	44.0%	252,000	42.0%
Roof Top Bar	1,309,000	77.0%	1,617,000	77.0%	1,694,000	77.0%	1,771,000	77.0%	1,848,000	77.0%
Function Center	1,350,000	45.0%	1,575,000	45.0%	1,665,000	45.0%	1,755,000	45.0%	1,845,000	45.0%
Retail / Restaurant Space	54,000	10.0%	54,000	10.0%	54,000	10.0%	57,000	10.0%	57,000	10.0%
Parking	520,293	56.7%	505,951	56.7%	596,278	56.7%	616,931	56.7%	634,025	56.7%
Other Operating Dept.	68,750	55.0%	74,250	55.0%	79,750	55.0%	85,250	55.0%	85,250	55.0%
Total Departmental Costs	5,134,042	33.3%	5,924,166	33.5%	6,280,606	33.1%	6,623,992	32.8%	6,844,725	32.5%
Department Profit										
Rooms	7,170,626	81.0%	8,132,223	81.5%	8,831,295	82.0%	9,502,027	82.0%	10,010,548	82.5%
Food and Beverage	150,000	50.0%	273,000	52.0%	297,000	54.0%	322,000	56.0%	348,000	58.0%
Roof Top Bar	391,000	23.0%	483,000	23.0%	506,000	23.0%	529,000	23.0%	552,000	23.0%
Function Center	1,650,000	55.0%	1,925,000	55.0%	2,035,000	55.0%	2,145,000	55.0%	2,255,000	55.0%
Parking	397,332	43.3%	386,379	43.3%	455,359	43.3%	471,131	43.3%	484,185	43.3%
Other Operating Dept.	56,250	45.0%	60,750	45.0%	65,250	45.0%	69,750	45.0%	69,750	45.0%
Total Departmental Profit	9,815,208	63.6%	11,260,352	63.7%	12,189,904	64.3%	13,038,908	64.6%	13,719,483	65.1%
Department Operating Income	9,815,208	63.6%	11,260,352	63.7%	12,189,904	64.3%	13,038,908	64.6%	13,719,483	65.1%
Undistributed Operating Expenses										
General & Administrative	771,763	5.0%	901,196	5.1%	966,782	5.1%	1,028,971	5.1%	1,074,938	5.1%
Information and Telecommunications	108,047	0.7%	123,694	0.7%	132,696	0.7%	141,231	0.7%	147,540	0.7%
Sales and Marketing	385,881	2.5%	441,763	2.5%	473,913	2.5%	504,398	2.5%	526,930	2.5%
Loyalty Program	324,140	2.1%	371,081	2.1%	398,087	2.1%	423,694	2.1%	442,621	2.1%
Shared Services										
Franchise Fees										
Royalty Fee	486,894	3.2%	548,800	3.1%	592,343	3.1%	637,331	3.2%	667,370	3.2%
Marketing/Program Fee	354,105	2.3%	399,128	2.3%	430,795	2.3%	463,514	2.3%	485,360	2.3%
Property Operations & Maintenance	385,881	2.5%	565,457	3.2%	606,608	3.2%	665,805	3.3%	695,548	3.3%
Utilities	385,881	2.5%	441,763	2.5%	473,913	2.5%	504,398	2.5%	526,930	2.5%
Total Undistributed Operating Expenses	3,202,593	20.7%	3,792,881	21.5%	4,075,136	21.5%	4,369,340	21.7%	4,567,238	21.7%
GOP/Income Before Fixed Charges	6,612,615	42.8%	7,467,471	42.3%	8,114,768	42.8%	8,669,567	43.0%	9,152,246	43.4%
Non-Operating Income & Expenses										
Property Taxes	500,000	3.2%	900,000	5.1%	927,000	4.9%	954,810	4.7%	983,454	4.7%
Insurance	90,000	0.6%	93,600	0.5%	97,344	0.5%	101,238	0.5%	105,287	0.5%
Replacement Reserve	-	0.0%	199,564	1.1%	430,795	2.3%	463,514	2.3%	485,360	2.3%
Management Fees	463,058	3.0%	530,116	3.0%	568,695	3.0%	605,277	3.0%	632,316	3.0%
Total Other Charges	1,053,058	6.8%	1,723,279	9.8%	2,023,834	10.7%	2,124,838	10.5%	2,206,418	10.5%
EBITDA less Replacement Reserve	5,559,558	36.0%	5,744,191	32.5%	6,090,934	32.1%	6,544,729	32.4%	6,945,828	33.0%
Cash Available For Debt Service	5,559,558	36.0%	5,744,191	32.5%	6,090,934	32.1%	6,544,729	32.4%	6,945,828	33.0%
Debt Service	3,760,639	24.4%	3,760,639	21.3%	3,760,639	19.8%	3,760,639	18.6%	3,760,639	17.8%
Net Cash Flow	1,798,919	11.7%	1,983,552	11.2%	2,330,295	12.3%	2,784,090	13.8%	3,185,189	15.1%
Return on Cost		6.30%		6.95%		8.17%		9.76%		11.16%
Weighted Average Cost of Capital		5.00%								
Hurdle Rate		12.00%								
Internal Rate of Return		17.0%								

Harborview - Financing Chart

<u>Operating Year</u>	<u>Beginning Principal</u>	<u>Months Remaining</u>	<u>Rate</u>	<u>Annual Payment</u>	<u>Interest</u>	<u>Principal</u>	<u>Ending Balance</u>
	-	-	-	-	-	-	-
0	Construction						
1	53,002,237	300	5.00%	3,760,639	2,650,112	1,110,527	51,891,710
2	51,891,710	288	5.00%	3,760,639	2,594,585	1,166,054	50,725,656
3	50,725,656	276	5.00%	3,760,639	2,536,283	1,224,356	49,501,300
4	49,501,300	264	5.00%	3,760,639	2,475,065	1,285,574	48,215,726
5	48,215,726	252	5.00%	3,760,639	2,410,786	1,349,853	46,865,873
6	46,865,873	240	5.00%	3,760,639	2,343,294	1,417,345	45,448,528
7	45,448,528	228	5.00%	3,760,639	2,272,426	1,488,213	43,960,315
8	43,960,315	216	5.00%	3,760,639	2,198,016	1,562,623	42,397,692
9	42,397,692	204	5.00%	3,760,639	2,119,885	1,640,754	40,756,938
10	40,756,938	192	5.00%	3,760,639	2,037,847	1,722,792	39,034,146

	Keys	150
	\$	Per Key
Land & Acquisition Costs		
Land Acquisition	9,300,000	62,000
Hard Costs		
Parking Garage	9,750,000	65,000
150 Key Hotel & 1,000 Person Conf. Center	45,000,000	300,000
Retail Shell Space	1,875,000	12,500
1,000 Person Conference Center		-
Rooftop Bar	1,000,000	6,667
Rooftop Biergarten	150,000	1,000
Rooftop Pool/Amenity Center	400,000	2,667
Total Hard Costs	58,175,000	387,833

SOFT COSTS

FF&E & Models		3,500,000	23,333
Rooftop Bar		450,000	3,000
Function Center		1,000,000	6,667
Design Fee - Arch & Eng	3.0%	1,745,250	11,635
Legal		200,000	1,333
Permits & Fees		250,000	1,667
Insurance & Taxes		350,000	2,333
Pre-Opening Costs			-
Salaries & Wages		200,000	1,333
Sales & Marketing		100,000	667
Food & Beverage Inventory		150,000	1,000
Franchise Opening Fees		100,000	667
Supplies		150,000	1,000
Linen Inventory		100,000	667
Misc.		100,000	667
Financing Cost & Fees		150,000	1,000
Franchise Fee		100,000	667
Developer's Fees	3.0%	1,745,250	11,635
Interest Carry		2,931,153	19,541
Stabilization Interest		500,000	3,333
Contingency	3.0%	1,745,250	11,635
Total Soft Costs		15,566,903	103,779
<hr/>			
Total Development Costs		83,041,903	553,613
Franchise Key Money Contribution		(1,500,000)	(10,714)
<hr/>			
Net Total Development Costs		81,541,903	564,327

Sources of Funds

Equity	35%	28,539,666
Debt	65%	53,002,237
Total Funds		<u>81,541,903</u>

Debt Service

Total Debt	53,002,237
Interest Rate	5.00%
Amort Period	25
Annual Mortgage Payment	3,760,639

EQUITY AND DEBT SOURCES

Gotham will take the lead in securing financing for the project. The firm has secured in excess of \$1.5 billion of debt and equity for mixed-use development projects since 2019. Gotham is currently developing 4 projects totaling more than 2.5 million square feet including approximately 2,500 residential units. Goldman Sachs is Gotham’s joint venture equity partner on 3 of the 4 current development projects and has invested more than \$250 million of equity in Gotham’s projects to date. Gotham’s current joint venture agreement with Goldman Sachs allows for up to an additional \$300 million equity investment for future projects – as described in the Goldman Sachs letter of support.

Gotham has also secured approximately \$1 billion of construction debt from a consortium of Wells Fargo, US Bank, and JP Morgan to fund these projects. Gotham has a longstanding relationship with these banks and expects to draw significant interest from each of them to finance this project.

CONDITIONAL PUBLIC FUNDING SOURCES & USE OF INCENTIVES

OPPORTUNITIES FOR ALTERNATIVE FINANCING

In addition to potential additional density and FAR granted by the Community Development Board, the City Council, the City and CRA have advised that they will consider certain development incentives to support the achievement of the goals and requirements stated in the RFP. These include, but are not limited to:

- Offsetting impact and development fees
- Funding supporting parking and rental housing

The Development Team is interested in further discussion of the benefits put forward in the CRA and will work with the City to determine the best path forward to maximize income generated by the project and positive economic and social benefits to the City and community through the proposed development program.

Additionally, the Development Team plans to participate in the Opportunity Zone program, for which both sites are designated.

TENANT AND LEASING APPROACH

OVERVIEW

Clearwater’s greater metropolitan area (MSA) is one of the highest-growth markets in the country at 1.2% per year. The area has seen a large population increase in the last 5+ years, and within the MSA is projected to increase by 80,000 households from 2021-2026, or an average of almost 16,000 households per year.

However, **the 20-minute market surrounding Clearwater is only capturing a portion of this growth – 5.6% – whereas fair share would be 12%.** It is still projected to grow at almost 900 households per year.

Housing supply in the greater metropolitan area is struggling to meet demand and keep pace with household growth. St. Petersburg has a robust development pipeline with a near 0% vacancy in new product and rents approaching that of downtown Tampa, demonstrating ability for the Clearwater market to absorb growing demand.

Clearwater has captured little high-density development, but local suburban development has performed well compared to similar properties within the broader market. With 78% of supply built prior to 2010, new product such as the proposed development will likely replace outdated supply and cater towards new residents.

The metropolitan area has 1.3 million households. Our market research, provided by Gensler, estimates that 103,000 households (8%) would be likely residents for the proposed development.

34 percent of the nearby market area is comprised of Retirees, with an average income of \$95k and median age of 65. Meanwhile the downtown Tampa and St. Pete’s markets are growing in the younger and professional household segments of Metro Renters (\$112k average income and median age of 32) and Urban Chic (\$175k income and median age of 44).

A portion of these professionals are likely already commuting into the market area from outside, as there are approximately 23,000 office workers driving into the market area from elsewhere. New development is likely to appeal to some of these households looking for a shorter commute.

DEMOGRAPHICS & HOUSEHOLD GROWTH

There are currently 166,000 households within a 20-minute drive of the proposed development, or 12.6% of the greater MSA. However, the 20-minute Clearwater market area is only capturing 5.1% of the MSA’s growth. Given the significant recent growth and projected future growth of the MSA, there is likely untapped potential for additional household growth within the Clearwater area.

2021 Key Stats	Clearwater	20-Min	MSA
Total Population	117,698	365,876	3,228,154
Total Households	51,618	166,106	1,314,808
Median Age	46.7	50.8	43.0
Household Size	2.21	2.15	2.42
Median Income	\$52,935	\$53,559	\$58,049
Avg Income	\$78,007	\$76,422	\$82,576
% with Bach Degree+	31.7%	29.5%	31.7%

- CLEARWATER CITY
- 20-MIN DRIVE
- TAMPA MSA

TARGET HOUSEHOLD PROFILES

The MSA is capturing slightly younger families, young professionals, and wealthier households as compared to Clearwater and the surrounding 20-minute drive area. The median income is slightly lower in these areas as compared with the larger MSA as well.

Locating households that are already in desirable pockets of urban development helps to refine target user profiles for the proposed development. New development on the site would seek to capture these key households from elsewhere in the market as a product of general in-migration.

Our leasing approach would target household segments that are reflective both of the existing population, and that of new development within the MSA. Our focus would be on three groups, or 103,000 households, that represent approximately 8% of the total MSA. These are categorized as Urban Chic renters, Metro Renters, and Retirees.

This approach is further supported by employment statistics within the market. The MSA had the second highest job growth in the US in 2021, and is projected to continue growing at a faster rate as compared with the rest of the state.

The 20-minute market has experienced an average of 3.5% annual employment growth since 2010, and 4.5% average growth within office sectors. With approximately 66% of employees, or roughly 23,000 office workers, in the 20-minute market area commuting from elsewhere, there is significant potential to attract area workers looking for a more convenient commute.

Currently, approximately 29% of workers within the market area are over 55 years old, compared to 23% in 2010. The market is poised for an influx of a younger workforce as these existing workers begin to retire.

PRIMARY TARGET RENTER

Urban Chic

High-income couples living in downtown Tampa and downtown St. Petersburg. Preference for luxury living, services. Some have young children.

# HHs	12,037
Median Age	43.6
Median Income	\$118,277
Avg Income	\$175,274
% Bach. Degree+	69%
% Renters	33%
% Married	58%

Emerald City/
Bright Young Prof.

Millennials moving into the family stages - getting married and having a first child. Living in outlying urban areas; many are still renters as they save up for purchasing a home.

# HHs	51,831
Median Age	37.8
Median Income	\$62,776
Avg Income	\$86,668
% Bach. Degree+	43%
% Renters	51%
% Married	43%

PRIMARY TARGET RENTER

Metro Renters

Quintessential young professional living in new construction in downtown Tampa and St. Petersburg. Fastest growing household segment (~4% annual growth), many are moving into the market for work.

# HHs	21,327
Median Age	32.1
Median Income	\$79,704
Avg Income	\$112,520
% Bach. Degree+	68%
% Renters	77%
% Married	29%

Young & Restless

Young professionals living in lower-density apartments with roommates and working their way up the corporate ladder. Second-fastest growing segment at 1.5% per year.

# HHs	105,736
Median Age	32.7
Median Income	\$46,568
Avg Income	\$59,063
% Bach. Degree+	31%
% Renters	80%
% Married	34%

PRIMARY TARGET RENTER

Retirees

65+ residents living along the beach and in Clearwater neighborhoods. While majority are homeowners, many are downsizing and find high-amenity living appealing.

# HHs	69,930
Median Age	65.4
Median Income	\$60,448
Avg Income	\$95,646
% Bach. Degree+	42%
% Renters	25%
% Married	52%

RESIDENTIAL MARKET

The greater metropolitan area is the number one hottest housing market in 2022 according to Zillow, and number two in the nation for rent growth. The 20-minute market area saw 24% rent growth in 2021, which is approximately 3.5% year over year growth compared to pre-2020.

Despite the current development wave, the area is still experiencing high rent growth and low vacancy rates. Of the 1,072 units under construction nearby, there is only one high-rise project. Performance of suburban development in Clearwater is on-par with similar development in St. Petersburg and Tampa, and the St. Petersburg market is catching up to downtown Tampa in terms of quality and scale of product. Given performance of other new developments in the metro area, we believe Clearwater is well-positioned to support added density through urban high-density product such as the proposed development.

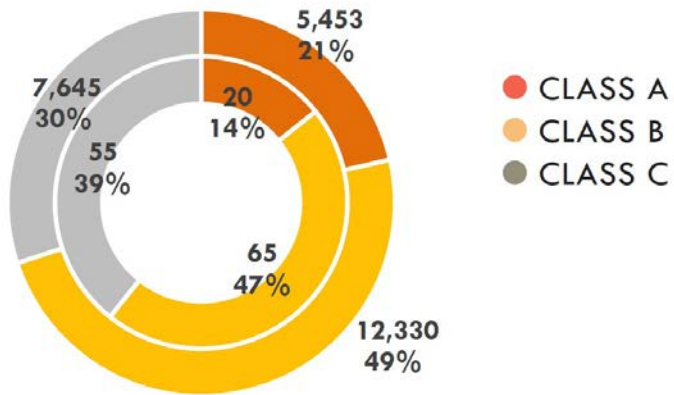
RESIDENTIAL SUPPLY

Additionally, our proposed development will be positioned beneficially within the 20-minute market as brand new “Class A” development. Currently only 21% of units in the market are “Class A” and 78% of the total supply was built before 2010.

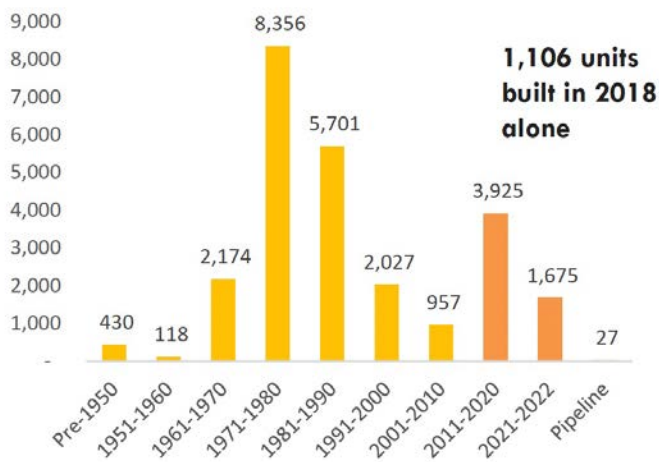
Supply	20-Min ALL	20-Min Class A
Total Units	24,126	5,137
% Units Class A		21%
Units Under Cons.	1,072	396
Units added 2016-2021	3,035	1,968

Majority of new development is suburban Class B

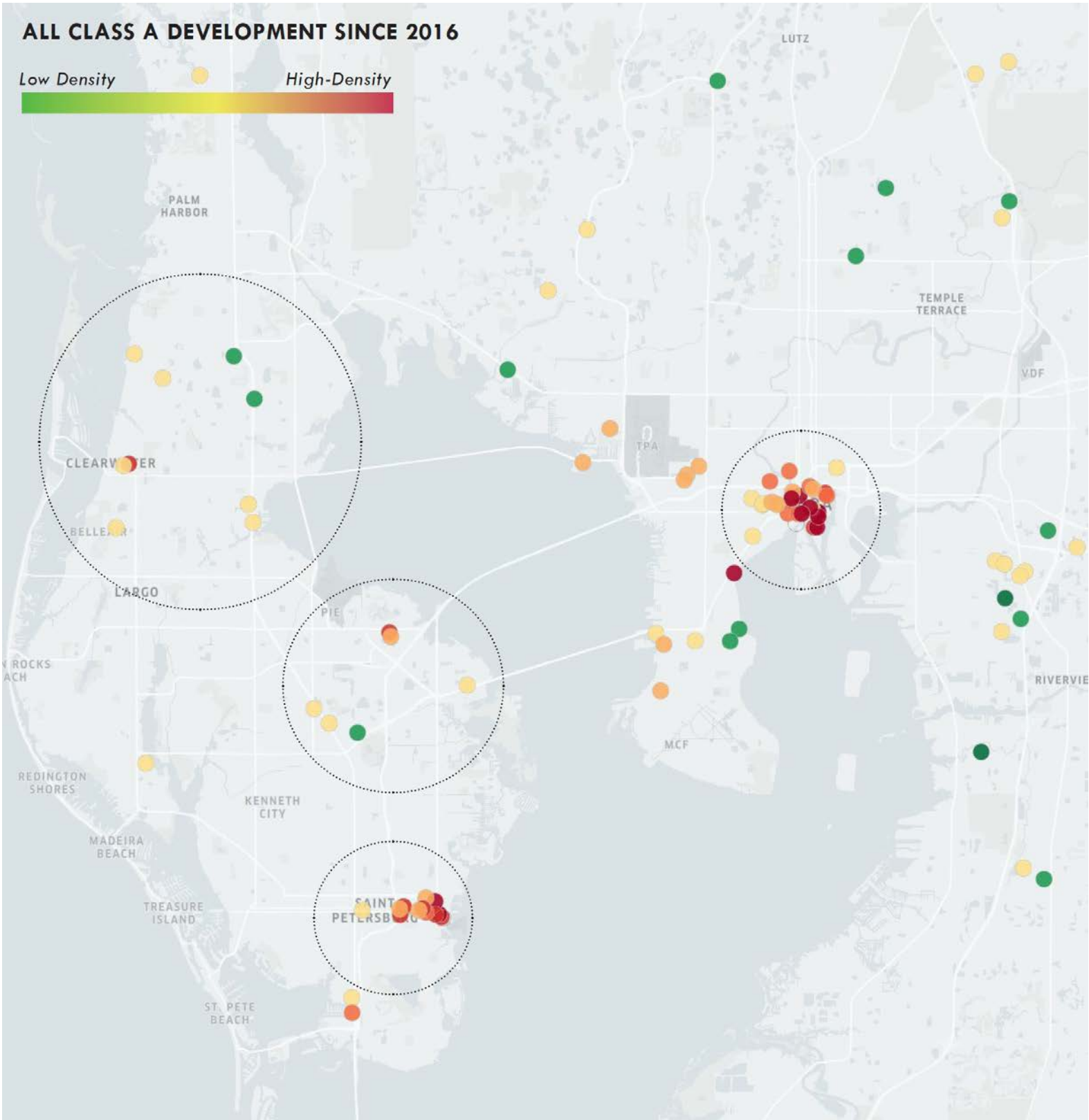
20-MIN SUPPLY BY CLASS
% OF UNITS V % OF PROPERTIES



20-MIN SUPPLY BY AGE



Source: CoStar, Gensler
Note: Supply includes 20,000+SF properties, excludes affordable-only



PERFORMANCE


Statistics on rental rates, vacancy, and absorption in the area market all show room for growth. While the MSA "Class A" vacancy is showing 7.1%, this includes the delivery of multiple large developments through Q4 of 2021 and Q1 of 2022. With record rent growth from 2021 and projected rent growth of over 7%, the market has shown it is able to bear additional urban high-density developments.

Limited recent construction further illustrates room for growth and new offerings. The majority of new product brought to the 20-minute Clearwater market area has been 250–350-unit low-rise suburban apartments. There are 4 primary comps within the market area that offer higher-density living, but are lacking urban context and waterfront access.

The City of Clearwater has incentivized significant multifamily housing in east Clearwater through the implementation of the US 19 Plan and the intensities allowed therein. Such multifamily housing has not moved west to downtown in any significant manner, and the Bluffs project provides a catalyst for rental housing in this area competitive with those projects constructed in east Clearwater and in the surrounding metropolitan areas. The size of the multifamily building on the City Hall site and the number of units is carefully planned to provide that catalyst. By providing a rental product, the Bluffs ensures that residents will occupy the units and be present to enjoy the gifts of the area.

Source: CoStar, Gensler


Competitive Product within 20-min Area



1100 APEX

1100 Cleveland St
Downtown Clearwater
2019
134 units
15 stories

Vacancy	4.5%
Avg Rent/SF	\$2.10
Avg Rent/Unit	\$2,278
Avg Unit Size	1,280
Studio %	1%
1-Bed %	47%
2-Bed %	32%
3-Bed %	20%




WATERVIEW ECHELON

100 Main St N
Carillon
2021
226 units
15 stories

Vacancy	4.8%
Avg Rent/SF	\$2.96
Avg Rent/Unit	\$2,701
Avg Unit Size	910
Studio %	0%
1-Bed %	54%
2-Bed %	45%
3-Bed %	1%

↑

High rise with waterfront views achieving a clear rent premium.




THE ARTISAN

966 Douglas Ave
Downtown Dunedin
2018
65 units
4 stories

Vacancy	0.0%
Avg Rent/SF	\$2.48
Avg Rent/Unit	\$2,274
Avg Unit Size	915
Studio %	0%
1-Bed %	72%
2-Bed %	28%
3-Bed %	0%

↑

Low density but located within a “mixed use” environment - fully leased.



THE NOLEN

949 Cleveland St
Downtown Clearwater
2017
250 units
4 stories

Vacancy	8.8%
Avg Rent/SF	\$2.37
Avg Rent/Unit	\$1,979
Avg Unit Size	833
Studio %	0%
1-Bed %	69%
2-Bed %	31%
3-Bed %	0%

KEY STATS

	MSA Class A	20-Min ALL	20-Min Class A
Total Units	52,978	24,126	5,137
Units Under Cons.	6,666	1,072	396
Avg 5-yr Absorp.	3,310	481	286
% Vacancy	7.1%	4.2%	8.4%
Avg Rent/SF	\$2.19	\$1.84	\$2.01
Avg Rent/Unit	\$2,181	\$1,696	\$2,070
Rent Growth 2021	26%	24%	29%



Bayview Bainbridge
East Clearwater

AREA COMPETITION

Meanwhile, the majority of new construction in the market area is high-performing suburban “Class A.” While new construction has been almost exclusively low-density suburban product, vacancy remains low and rents have had a steady increase year-over-year.

Parking and access to a community pool and fitness center, which will both be features of The Bluffs, are the primary amenities. Target residents are young couples and roommates, leading to a unit mix heavy on 1- and 2-bedroom homes.







Looking further outward into the MSA, St. Petersburg has a strong development pipeline adding density and higher-end offerings. Supply is struggling to keep pace with demand. There are very low vacancy rates across “Class A” properties, with trophy properties all fully leased.

Currently proposed and under-construction developments will increase “Class A” supply by 43%, with 603 of these units set to deliver in 2023. By contrast to our proposed development, none of the pipeline product in St. Petersburg includes waterfront rental offerings but are expected to deliver at top rents for the market.

While new development in Clearwater is unlikely to directly compete with high-density downtown development in Tampa, it is important to note the high-watermark of development within this market. While the majority of top performing product is high-rise development, newer mid-rise mixed-use development with retail has performed well.

Source: CoStar, Gensler

Top Product in Region

					
HERON	CORA	ASHER	ARABELLE RIVERWALK	OLYMPUS HARBOUR IS	NINE15
815 Water St 2021 419 units 26 stories	1011 E Cumberland Ave 2021 (Nov) 388 units 23 stories	1050 Water St 2022 393 units 22 stories	202 S Parker St 2019 400 units 8 stories	301 Harbour Place Dr 2017 340 units 21 stories	915 N Franklin St 2017 362 units 23 stories
Vacancy 2.9%	44.1%*	13.2%*	9.3%	2.9%	2.8%
Avg Rent/SF \$4.37	\$4.13	\$3.99	\$3.22	\$3.24	\$3.15
Avg Rent/Unit \$4,164	\$3,218	\$2,746	\$3,311	\$3,310	\$2,671
Avg Unit Size 952	778	676	1,028	1,021	847
Studio % 0%	16%	13%	14%	12%	4%
1-Bed % 47%	58%	68%	41%	42%	65%
2-Bed % 51%	21%	19%	31%	35%	30%
3-Bed % 2%	5%	0%	16%	12%	0%
↑ Top of the market new construction showing strong leasing.					
					
CAMDEN PIER DIST.	AVANTI	CAMDEN CENTRAL	VANTAGE	334 APARTMENTS	ASCENT (+AC HOTEL)
330 3rd St S 2016 358 units 18 stories	201 4th St S 2018 366 units 9 stories	855 Central Ave 2019 368 units 15 stories	160 16th St N 2020 211 units 11 stories	334 2nd Ave S 2023* (U/C) 220 units 24 stories	225 1st Ave N 2023* (U/C) 354 units / 172 keys 36 stories
Vacancy 0.0%	0.1%	0.1%	0.5%	-	-
Avg Rent/SF \$3.78	\$3.26	\$3.62	\$4.10	-	-
Avg Rent/Unit \$3,736	\$3,104	\$3,409	\$2,617	-	-
Avg Unit Size 988	953	942	639	-	900
Studio % 4%	14%	8%	46%	0%	0%
1-Bed % 45%	48%	43%	34%	0%	100%
2-Bed % 42%	39%	37%	21%	0%	0%
3-Bed % 9%	0%	12%	0%	0%	0%
↑ Units delivering in the next year, likely at top rents for this market.					

PRICING APPROACH

We will conduct a detailed market study during the design process to help inform desired unit mix and target rents. If we are targeting both retirees looking to downsize and younger professionals, we will likely propose a mix of studios, 1- and 2-bedroom units. If leaning towards younger market segments, the unit mix will likely be heavier on studios and smaller 1-bedroom units.

Prior to lease-up, the marketing and leasing teams brought on board will further analyze the market closer to building launch and develop a strategic campaign to capture key demographics to achieve the highest possible rents and drive absorption.

Lease-up at The Bluffs will take place in two phases to allow time for absorption and alleviate operating deficit during the lease-up period. The two towers will launch separately, with 300 units in the first phase, and the remaining 300 units in phase two.



5 FINANCIAL OFFER

PROPERTY VALUATION, OWNERSHIP & FEES

The Gotham/Denunzio team has prepared its financial offer to the City based upon the appraisal conducted by James Millspaugh & Associates dated January 20, 2021. In review of this appraisal, it appears that there are differences in key factors upon which the appraisal is based and the goals which are articulated in the Call for Development Concepts – mainly acreages, permitted density, and proposed uses. That said, we are prepared to pay a fair market value for the parcels based upon the proposed development plan mix. Pursuant to the City’s Call for Development Concepts, the City anticipates receiving updated appraisals specific to the chosen development plan.

Upon receipt of same, the financial portion of this response may be updated accordingly when a final purchase price is determined. As the higher appraised values included in the Millspaugh appraisal make the expected financial returns tighter than anticipated, the team expects to coordinate with the City regarding additional incentives which could be permitted within the Community Redevelopment Agency statutory framework such as a low or no interest loan based upon the expected increase in property taxes. This offer is intended to meet all requirements of the City Charter regarding the disposition of property and the minimum standards for the same by the City. Closing on the land will take place when construction goes vertical on the respective sites. The Development team is open to negotiating a long-term lease and will discuss further with the City if selected.

Gotham Organization and The DeNunzio Group will be 50/50 co-development partners in the project. We have underwritten a 4% Developer’s Fee into the Total Development Cost (excluding the cost of land and the fee itself). Our assumptions include capitalizing the project with an Opportunity Zone investor. The Team has underwritten a 10-year hold period for the benefit of the Opportunity Zone investor and intends to remain long-term partners in the deal.



APPENDIX:

TEAM BIOS

LETTERS OF INTEREST



DAVID L. PICKET
CEO,
Gotham Organization

David L. Pickett is the Chief Executive Officer of Gotham Organization, a vertically integrated real estate development company providing services throughout concept, financing, design, building, lease-up and ongoing management phases. Since joining the company in 1991, David has led Gotham’s new project development business through a period of unprecedented growth. He became responsible for Gotham’s development and property operations businesses in 1998, and served as President of Gotham Development until 2020. David represents the fourth generation of Pickett leadership in Gotham’s 100-year history, continuing the firm’s dedication to multifamily housing in New York City.

Under David’s direction, Gotham has developed over 5,000 housing units and over 1.7 million square feet of urban retail. The majority of the firm’s developments have utilized public/private partnerships, combining public funds, tax benefits and/or reduced land prices in exchange for the creation of affordable housing, schools, community facilities, job programs and other public benefits.

David was one of the first developers to capitalize on the resurgence of the multi-family housing market in New York in the mid-1990s and to recognize the untapped potential of the Midtown West neighborhood. In addition to Gotham West, which transformed an entire block in Hell’s Kitchen and includes the celebrated Gotham West Market, he is responsible for the development of several award-winning properties, including The Nicole, Atlas New York, The Ashland, The Foundry, New Gotham and The Corner, and retail projects that include Harlem USA and DC USA. Harlem USA was the first development to utilize funds generated by the Upper Manhattan Empowerment Zone and, at the time, represented the largest private investment ever made in Harlem. Prior to joining Gotham, David was a banker in the real estate division of Citicorp and a real estate attorney for what is now Bryan Cave LLP.

Education

- Cornell University, BA
- Columbia University Law School, JD

Leadership & Board Memberships

- Brooklyn Academy of Music, Board of Trustees
- Breaking Ground, Board of Directors
- Cornell University, College of Arts & Sciences Advisory Board
- Real Estate Board of New York, Board of Governors; Executive Committee
- Realty Foundation of New York, Board of Directors
- The Fashion Center BID, Board of Directors

Awards & Recognitions

- Jewish National Fund Tree of Life Award (2007)
- UJA Federation of New York Honoree (2011)
- Harry B. Helmsley Distinguished New Yorkers Award (2022)



BRYAN KELLY

President, Development
Gotham Organization

As President of Development, Bryan Kelly leads the Gotham Development division, including oversight of the acquisition process, entitlements and approvals, design, deal structuring, capital raising, marketing strategy and stabilization and refinancing. He joined Gotham in 2016 as Executive Vice President of Development and has been an integral part of Gotham’s continued growth and success.

Prior to Gotham, Bryan successfully led numerous development projects for Fisher Brothers, a private firm focused on investment, asset management and development for its real estate portfolio. As Project Executive, he oversaw more than \$400,000,000 of development, including the condo conversion of 101 West 87th Street and the design and development of 225 East 39th Street, projects spanning luxury market rate homes, 80/20 affordability, amenities and retail spaces.

Bryan began his career as an Originations Manager at First Sterling Financial, a privately held firm specializing in tax credit syndications, focusing on the origination, structuring and underwriting of tax credit investments to create or preserve affordable housing, followed by time as a Senior Project Manager with Atlantic Development Group, a leading NYC developer of affordable and mixed-income housing. During his tenure with Atlantic, he oversaw the planning or financing of more than 1,000 new affordable homes for New Yorkers.

Since joining Gotham, Bryan has been an integral part of growing Gotham’s development portfolio with a number of new mixed-use projects, many in partnership with New York institutions to build affordable housing, schools, community facilities, and cultural spaces.

Key projects include: Gotham Point, a public-private partnership consisting of two mixed-use buildings in Long Island City, Queens, totaling over 1 million sf; the Covenant House development, a multi-phased project consisting of a new 78,000 sf headquarters for Covenant House, an international non-profit, and a 42-story rental tower with 385 mixed-income residential homes; a comprehensive master plan

development in the Lower East Side comprised of two mixed-use buildings totaling approximately 400,000 sf that will include new headquarters for the Chinese-American Planning Council, the nation’s largest Asian-American social services organization; and a 1.5 million sf development featuring income-based affordable housing along with numerous purpose-built community services envisioned for the existing 11-acre campus of the Christian Cultural Center in East New York, Brooklyn.

Education

- Fordham University College at Rose Hill
- Fordham University Graduate School of Arts & Sciences

Leadership & Board Memberships

- New York Housing Conference, Advisory Board



SIMEON MALEH

Executive Vice President, Development
Gotham Organization

As Executive Vice President of Development, Simeon manages the design and construction for Gotham’s new developments, and oversees and coordinates architecture, engineering and construction teams from preliminary feasibility studies through construction. Current projects include a multi-phase redevelopment consisting of 80,000 sf new headquarters for non-for-profit institution and future 415,000 sf mixed income mixed use residential building in Hell’s Kitchen, Manhattan; and a 425,000 square foot 455 residential unit mixed use building on the Lower East Side of Manhattan that requires City Planning approval. Past projects include The Ashland, a 586-unit mixed-use development in Fort Greene, Brooklyn completed in 2016; The Forge, a 272-unit mixed-use development in Long Island City, Queens completed in 2017; and The Inkwell, an 18-unit condominium converted from a former public elementary school in Hell’s Kitchen, Manhattan completed in 2016.

Simeon previously worked in the New York office of Skidmore, Owings & Merrill, LLP. He was instrumental in a number of urban projects, including master plans and towers from design through construction. Projects were international and domestic mixed-use buildings with residential, hotel, office and retail components. Simeon has led large design, technical and consulting teams, demonstrating strength in team management. He oversaw the design and documentation of International Gem Tower, a 685,000 square-foot office tower in New York City; BBVA Bancomer Operations Center, a 1.7 million square-foot office complex in Mexico City; the W Hotel & Residences, a 1.2 million square-foot hotel and residential building in Kuala Lumpur; and the Haeundae Beach Resort Project, a 2.2 million square-foot hotel and residential complex in Busan, Korea.

Education

- University of Michigan Taubman College of Architecture, Bachelor of Science in Architecture
- New Jersey School of Architecture at NJIT, Masters in Architecture

Registrations & Certifications

- Registered Architect, NY and NJ
- LEED Accredited Professional, United States Green Building Council



CHARLIE LOSKANT

Executive Vice President, Construction
Gotham Organization

Charlie Loskant is Executive Vice President, Construction at Gotham. In this role, he oversees all matters pertaining to technical design, schedule, and construction on new projects, beginning at pre-construction in collaboration with the development team. Charlie also manages capital projects on existing portfolio buildings.

Prior to joining Gotham, Charlie led Construction & Development Services for Imperial Companies, where he provided senior leadership in management of all aspects of development and construction. He executed on the development and construction of 509 West 38th St in New York City, a 30 story, \$170M multifamily development. Charlie also successfully entitled and managed development and preconstruction of 601 Washington Avenue in Miami Beach, a 269 key, \$165M hotel.

Previously, Charlie spent eight years at Extell Development, where as Senior Vice President, Construction Management, he served as Project Executive for ONE 57, 212 East 47th St Condominiums, and other development projects. His experience also includes time as a superintendent with M.D. Carlisle Construction Corp. Charlie began his career as a Junior Geotechnical Engineer with Mueser Rutledge Consulting Engineers.

Education

- Lafayette College, BS in Engineering

Awards & Recognitions

- Carol Basset Philips Award for Outstanding Achievement in Civil Engineering



MATTHEW PICKET

Vice President, Development
Gotham Organization

Matthew Pickett is a Vice President in Gotham’s Development group, focusing on project management of existing development projects and the financial analysis and due diligence of new and existing developments and acquisitions. Since joining Gotham, Matthew served as an assistant project manager for Gotham’s Hunters Point South project – a 1,132-unit -unit development comprised of a 57-story and 33-story tower and spanning over 1 million GSF. Matthew also served as an assistant project manager on Gotham’s joint venture project with Brandywine Realty Trust at Schuylkill Yards – a mixed use development comprised of 326 residential units above a 200,000-sf commercial podium.

Prior to joining Gotham, Matthew worked for Norges Bank Real Estate Management (NBREM), where he focused on acquisitions in the competitive New York City market. While at NBREM, Matthew completed the acquisition of a 48% interest - \$3.55B gross valuation – in an 11 asset, 5M square foot office and retail portfolio with Trinity Church in the Hudson Square neighborhood. He helped to reposition the portfolio following the acquisition, including the selection of Hines as the portfolio’s new operating partner.

Matthew graduated magna cum laude from Cornell University, where he majored in History.

Education

- Cornell University, BA



STEPHANIE RHOADES

Development Manager
Gotham Organization

As Development Manager, Stephanie Rhoades serves as day-to-day project manager of several projects in Gotham’s development pipeline, including Gotham Point, a 1.1 million sf, \$559 million residential mixed-use development in Long Island City, Queens, with 1,132 units. The project consists of 75% affordable rental units with dedicated senior housing, community facility, and retail space, and will achieve construction completion in early 2023.

She also led 130 St. Felix Street, a 150,000 sf 23-story mixed-use condominium project in Fort Greene, Brooklyn through approval by the Landmarks Preservation Commission and a successful rezoning in 2020-2021. The project will feature an affordable homeownership component and expansion space for the Brooklyn Music School.

She also assists the acquisitions team on proposals for new deals and coordinates with Gotham’s marketing and leasing teams to define strategy from pre-development through construction.

Education

- University of Virginia, BA

Memberships

- Urban Land Institute
- Women in Housing & Finance



DUSTIN J. DENUNZIO

President,
The DeNunzio Group

Dustin J. DeNunzio has over 20 years of experience in real estate development and has worked in every facet of the industry, from site acquisition to construction to sales and marketing. Since Mr. DeNunzio began The DeNunzio Group (“TDG”) in 2005, his focus has been on the long-term planning and investment strategy for the growth of the company.

Over the past decade Mr. DeNunzio has focused TDG on mixed-use development in more urban locations. Most developments have been anchored by branded hotels. Recently, TDG opened up a new development in downtown Salem, MA. The development is in a key location in the center of downtown and features a Hampton Inn by Hilton, along with 56 high-end residential residences and ground level retail locations. Additionally, after years of collaborating with the City of St. Petersburg, FL, Mr. DeNunzio successfully entered into a public/private partnership with the City where TDG will provide much needed public parking and Class A office space in the downtown core, along with 163 micro units and a 120-room hotel. This development, located at 450 1st Avenue North, is scheduled to open in the Fall of 2024.

Mr. DeNunzio has offices in Palm Harbor, FL and Cambridge, MA where he works on the acquisition, permitting and development of new projects for TDG and its partners.

Mr. DeNunzio received an A.B. in Economics from Harvard College in 1999. After working in the industry for a few years, he went back to school and completed an M.S. in Real Estate Development at the Massachusetts Institute of Technology.

Education

- Harvard College, A.B., Economics
- Massachusetts Institute of Technology, M.S., Real Estate Development



JAMES MICHAEL FLOOD IV
Vice President of Development, Florida
The DeNunzio Group

Mike Flood was recently appointed as the Vice President of Development for The DeNunzio Group’s (TDG) Florida division after serving seven years with the company. Michael understands the importance of early project planning to ensure a successful project handoff from construction to operation.

Michael gained an appreciation of strong early project planning while overseeing the operation and management of more than 1 million square feet of Class A retail spaces across 2 regions for a national REIT. Michael’s time spent understanding the operation and final product delivery of an asset has allowed TDG to provide highly efficient and best in class projects to its investors.

Michael’s most recent work includes leading TDG in the entitlement and preconstruction process for a mixed-use waterfront development that includes a hotel, restaurant, marina, and multifamily units.

Michael was a key member of the TDG team that successfully negotiated the public-private partnership with the City of St. Petersburg for the 450 1st Avenue North project scheduled to open in the Fall of 2024.

Micheal continues to work on acquisitions and the development of TDG’s projects in the greater Clearwater and St. Petersburg markets.

Education

- American University, B.A. in Economics
- Massachusetts Institute of Technology Real Estate Certificate Program



STAN DURLACHER
Senior Construction Manager
The DeNunzio Group

Stan Durlacher joined The DeNunzio Group (TDG) in 2021 as a Senior Construction Manager bringing over 30 years of high-level construction experience to our team. Stan brings a wealth of construction knowledge and is responsible for overseeing all aspects of our construction process.

Stan has held senior positions with prominent Construction Management firms in Boston where he was responsible for construction and design management, procurement strategies, construction logistics and project delivery of multiple large-scale developments in the Greater Boston Area. Stan specializes in integrating current technologies into the construction process and final product of the developments he is a part of.

Prior to joining TDG, Stan most recently oversaw the completion of Phase 1 of Cambridge Crossing which included six buildings totaling 1.7 million square feet of lab and office space, 50,000 square feet of retail space, and a 468-unit apartment building. When complete, Cambridge Crossing will bring

4.5 million square feet of residential, lab/office, hospitality and retail across a prominent 43-acre transit-oriented development, the largest in the City of Cambridge’s history.

Stan has a proven track record of success and is a tremendous part of TDG’s recent successes.

Education

- Washington University, St. Louis
BS Mechanical Engineering
- Boston University, MBA



Jordan Behar AIA
Principal

Jordan Behar, AIA: is a licensed Architect and founding principal of Behar Peteranecz.

Jordan is a native Floridian born and raised in Pinellas County, and has resided in the City of Clearwater for more than 20 years. Throughout his twenty-five years of professional experience, Jordan has developed a reputation for his uncompromising quality, attention to detail and dedication to his clients and community.

Since the creation of Behar + Peteranecz in 2008, Jordan has worked on several significant and multi-faceted local projects, including the adaptive reuse of the former Webb building into a state-of-the-art medical facility for St. Luke’s Eye Center, the new Marriott AC, The Hiatus Club (formerly known as Beach Walk Inn), Fairfield Inn, Edge Hotel and Shephard’s resort on Clearwater beach, as well as several exclusive custom-designed private residences throughout Tampa Bay..

Throughout his tenure, Jordan remains continually dedicated to community and cultural leadership, championing local artists and arts organizations through corporate-community partnerships, fundraising, and board leadership, including serving as a volunteer for eight years as a City of Clearwater Community Development Board member.

Years of Experience:
25

- Employment**
- Behar + Peteranecz Architecture, Design Principal, 2008-Present
 - Behar Design, Design Principal, 2002-2008
 - Modal Architects & Interiors, Design Principal, 1999-2002
 - Portman Fruchtmann Vinson Sunderland, Intern, 1996-1999

- Education**
- University of Florida, Bachelor of Fine Arts, College of Architecture
 - Florida A&M University, Bachelor of Architecture

- Registrations / Certifications / Memberships / Boards**
- NCARB
 - AIA
 - Clearwater Community Development Board (8 years)
 - Institute for Classical Architecture Member
 - Tampa Bay Business for Culture and the Arts Board
 - Morton Plant Community Impact Board (Former)
 - St. Paul’s School Trustee (Former)
 - Gulf Coast Jewish Family Services Board (Former)
 - Carlouel Yacht Club Board Member



JCC TAMPA



FLORIDA HOLOCAUST MUSEUM



ST LUKE'S EYE CLINIC



Istvan Peteranecz AIA, LEED AP

Principal

Istvan Peteranecz, AIA, is a Principal at Behar + Peteranecz Architecture. Istvan brings more than forty years of expansive professional experience in architectural design, practice and construction methodology.

His areas of expertise are historic preservation and reuse. He also has significant experience with mixed-use commercial/residential projects, high-density condominiums, urban in-fill projects, single-family and multi-family housing, as well as land planning and rezoning.

Much of his work has been published in national magazines. Istvan joined Jordan Behar to form Behar + Peteranecz in 2008.

As principal in charge of design and the design team, Istvan works directly with Jordan Behar and the production team to develop and execute the programming, spatial organization, and all visual support material.

Years of Experience:
40

- Employment**
- Behar + Peteranecz Architecture, Principal, 2008-Present
 - Bullock Tice & Assoc., Design Director, 2004-2008
 - Lessard Architectural Group, Associate Principal, 1996-2004
 - Roy O'Brien & Creaser, Architect, 1994-1996

- Education**
- University of Maryland School of Architecture, Bachelor of Architecture
 - Florida A&M University, Bachelor of Architecture, Suma cum Laude

- Registrations / Certifications / Memberships**
- NCARB
 - AIA
 - Warehouse Arts District Redevelopment Plan Committee
 - USGBC, LEED BD+C Accredited, 2004
 - Frederick City Historic District Commission Vice Chairman, 91-04
 - North Hill Architectural Preservation Board & Vice Chair, 04-08

- Selected Projects**
- Railroad Ave Mixed Use Development
 - Shephard's Beach Resort
 - Hiatus Club Hotel
 - AC Marriott Hotel
 - Hotel C, Clearwater Beach
 - Mandalay Condos





Kenneth Cowart AIA, LEED AP

Associate Principal

Kenneth Cowart, AIA, is an Associate Principal at Behar + Peteranecz Architecture. Ken brings over 25 years of architectural design experience focusing on practical forward-thinking design solutions that engage the public and private realm.

Ken's architectural career spans a wide and diverse range of architectural projects; ranging from roller coasters at Disney World, to small city parks, buildings for the CDC, restaurants and office buildings, as well as mixed-use urban centers.

As one of the core architects for the St Pete Pier, he was instrumental with the city outreach and community relations during the design process. His outreach included over 50 public meetings with residents, community leaders and stakeholders.

Recently, Ken completed the reimagining of Channelside Plaza into Sparkman Wharf, a mixed used entertainment center with container restaurants, outdoor event spaces, alternative class A office spaces and retail centers.

Much of his work has gone on to win multiple local, state, and national awards.

As a principal within the firm, Ken's focus is on the development of design ideas through to the construction team.

Years of Experience:
25

- Employment**
- Behar + Peteranecz Architecture, Associate Principal, 2021-Present
 - ASD|SKY. Associate, 2008 – 2021
 - Chancey Design. Architect, 2004 – 2008
 - Mack Scogin Merrill Elam Architects, Competition Architect, 2002 – 2004
 - Perkins + Will, Architect Designer, 2001 – 2002
 - Walt Disney Imagineering, Architect, 1998 - 2001

- Education**
- University of Florida, Bachelor of Design
 - Georgia Institute of Technology, Master of Architecture

- Selected Projects**
- St. Pete Pier
 - Sparkman Wharf
 - Florida Avenue Brewing Company
 - Sky Puppy Brewery
 - Zukku Sushi
 - Strategic Property Partners
 - Sail Pavilion and Big Ray's Riverwalk Plaza
 - Mirror Lake Apartments
 - Sundial Plaza modernization
 - Mandalay Condos
 - Central Ave Food Hall





Sarah-Jane Vatelot AIA
Project Architect

Sarah-Jane Vatelot is a project architect with fourteen years of experience. She has managed a variety of projects ranging from high end restaurants on Beach Drive in St Pete and Water Street in Tampa, to Industrial and multi-family residential projects. Her true passion lies in urban scale projects that present the opportunity to create generational changes within communities.

She joined Behar + Peteranecz Architecture in 2019 where she has helped strategize and lead the design and development of a 90,000 sq. ft. community-based adaptive reuse project in the Warehouse Arts District of South St. Pete.

In 2018, as a graduate student at USF, Sarah-Jane focused her graduate research on illuminating the issues surrounding the Tropicana Field site and the implications of the future development of the site on its surrounding communities. Sarah-Jane went on to write her now published thesis “Where Have all the Mangoes Gone?”

This work led in part to the firm’s involvement in the Tropicana Field Redevelopment competition as a member of the Sugar Hill Community Partners team, a current finalist under consideration with the City of St Petersburg. Sarah-Jane has participated in the planning, design, and response to the City of St Pete issued RFP. Her main focus has been on the community benefit and engagement piece of the project and tying the history of the site into the programming of the development.

She continues her community and professional activism in her role as project architect at Behar + Peteranecz Architecture, advocating for socially responsible, inclusive, and responsive development.

Years of Experience:
14

- Employment**
- Behar + Peteranecz Architecture, 2019-Present
 - M Creative Design, Inc, 2012-2019
 - Global Consulting Engineers, Inc, 2009-2012
 - Rodriguez Pereira Architects, Inc, 2007-2009

- Education**
- University of South Florida, Master of Architecture
 - University of Florida, Bachelor of Design in Architecture

- Registrations / Certifications / Memberships**
- AIA
 - NCARB
 - Leadership St. Pete

- Selected Projects**
- The Factory St Pete
 - Tropicana Field Redevelopment
 - Westshore City Center
 - Union Boulon Brasserie on Water Street
 - Mirror Lake Apartments



THE FACTORY ST PETE



TROPICANA FIELD REDEVELOPMENT



WESTSHORE CITY CENTER



David A. Kemper PE

Senior Principal, Community Development · 42 Years of Experience



Dave serves as the Tampa office leader, as well Senior Principal for the firm. His 40+ years of experience include civil design and management expertise in the areas of site development, transportation, stormwater management, and utility systems. His site development experience includes management and design of residential, office, retail, industrial, institutional, recreational, and mixed-use projects.

Dave has been involved with many of the Tampa Bay Region’s major development and infrastructure projects, totaling over 150 projects that include major mixed-use (MetWest, Channel District, SouthShore Corporate Park, Clear Springs and Carillon); large-scale suburban residential developments and projects at the Port Tampa Bay. Dave is a recognized industry leader by his peers, having been named The Treasure Coast Chapter of the American Society of Civil Engineer’s 2011 “Engineer of the Year” and a 2004 FES/FICE Leadership Institute Graduate.

EDUCATION

Bachelor of Science, Civil Engineering, Missouri University of Science & Technology, Rolla, Missouri, 1979
Master of Science, Engineering Management, Missouri University of Science & Technology, Rolla, Missouri, 1984

PROJECT EXPERIENCE

Regional and Community Planning

- Tampa International Airport, Commercial Real Estate (CRE) Planning, Hillsborough County, Florida (Principal/Project Manager)
- Channel District Strategic Action Plan Implementation, Hillsborough County, Florida (Principal)

Master Planning / Urban Design

- Water Street, Tampa, Florida (Principal-in-Charge)

Attractions, Arts & Entertainment

- St. Petersburg Museum of Fine Art, Pinellas County, Florida (Principal)
- Salvador Dali Museum, Pinellas County, Florida (Principal)
- Tampa Museum of Art, Hillsborough County, Florida (Principal)

Corporate / Office

- BayCare Corporate Headquarters, Clearwater, Florida, USA (Principal)
- North Fort Myers Army Reserve Center, Cape Coral, Florida (Principal)
- LifeLink Corporate Headquarters, Brandon, Florida (Principal)
- TriPointe Plaza, Hillsborough County, Florida (Principal)
- Ryan Business Center, Hillsborough County, Florida (Principal)
- McNulty Station*, Pinellas County, Florida (Principal)
- Crescent Office Park*, Hillsborough County, Florida (Principal)
- Citibank Tampa Campus*, Hillsborough County, Florida (Principal)
- Grow Federal Credit Union Office Headquarters, Hillsborough County, Florida (Principal)
- Netpark Tampa Bay Site Redevelopment Services, Hillsborough County, Florida (Principal and Project Manager)
- South Shore Corporate Park DRI, Hillsborough County, Florida (Engineering Director)

Hotels & Resorts

- Hampton Inn & Suites, Ybor City, Florida (Principal, 2007)
- Embassy Suites Hotel & Parking, Tampa, Florida (Principal, 2007)
- Walt Disney World*, Orange County, Florida (Engineering Supervisor)
- South Friar’s Bay Hotel and Casino*, St. Kitts, West Indies (Project Manager)

Mixed-Use

- Bay Pines Redevelopment, Pinellas County, Florida (Principal)
- Fishhawk Ranch*, Hillsborough County, Florida (Project Engineer)
- Calusa Trace*, Hillsborough County, Florida (Project Manager)
- Legacy Park*, Hillsborough County, Florida (Principal and Project Manager)
- International Plaza*, Hillsborough County, Florida (Project Manager)
- Renaissance Park*, Hillsborough County, Florida (Project Director)
- Southbend*, Hillsborough County, Florida (Project Manager)
- Harbor Island*, Hillsborough County, Florida (Engineering Director)
- Carillon*, Pinellas County, Florida (Project Director)

REGISTRATIONS

Professional Engineer #36271, State of Florida

AWARDS

2011 Engineer of the Year, American Society of Civil Engineers, West Coast Branch

2004 FES/FICE Leadership Institute, Graduate

David A. Kemper PE

Senior Principal, Community Development · 42 Years of Experience

- Southshore Commons, Hillsborough County, Florida (Principal)
- MetWest International Urban Mixed-Use Development, Hillsborough County, Florida (Principal)
- D.G. Farms Feasibility Analysis & Master Planning, Hillsborough County, Florida (Principal)
- The Grove at Wesley Chapel DRI (Oakley Plaza), Pasco County, Florida (Principal-in-Charge)

Multi-Unit / Family Residential

- Little Harbor/Riverton Subdivision, Hillsborough County, Florida (Principal)
- Ventana Condominium and Garage, Tampa, Florida (Principal)
- Grand Central at Kennedy, Tampa, Florida (Principal)
- The Boulevard Condominium, Tampa, Florida (Principal)
- Ashley Glen, Pasco County, Florida (Principal)
- The Courtney at Bay Pines, Pinellas County, Florida (Principal)
- Cypress Lakes Apartments*, Hillsborough County, Florida (Project Manager)
- Woodfield Site*, St. Louis County, Missouri (Project Manager)
- Victory Lofts, Hillsborough County, Florida (Principal)
- Gardens at South Bay, Hillsborough County, Florida (Principal)
- MiraBay Parcel 22, Hillsborough County, Florida (Principal)
- Little Harbor, Hillsborough County, Florida (Principal)
- Integra Junction Apartments, Pasco County, Florida (Principal)

Parks, Open Spaces & Cemeteries

- Northdale Lake Park Trail, Hillsborough County, Florida
- South County Recreational Corridor Plan, Hillsborough County (Principal-in-Charge)
- South Coast Greenway Trail – Phase 1, Hillsborough County, Florida (Principal-in-Charge)
- Laurel Street/ Julian B Lane Park, Tampa, Florida (Principal-in-Charge)
- William Owen Pass Park, Hillsborough County, Florida (Principal)
- Summerfield Park, Hillsborough County, Florida (Principal)
- Oscar Cooler Park, Hillsborough County, Florida (Principal)
- Northeast Regional Park, Polk County, Florida (Principal)
- Bloomington Little League Complex*, Hillsborough County, Florida (Principal)
- USF Riverfront Park*, Hillsborough County, Florida (Project Engineer)
- E. L. Bing Park*, Hillsborough County, Florida (Project Manager)
- FishHawk Ranch Aquatic Center, Hillsborough County, Florida (Principal)
- Pasco County/Wesley Chapel Sports Complex, Pasco County, Florida (Senior Project Manager)

Buildings Workplace/Office

- BayCare Integrated Service Center Facility, Temple Terrace, Florida (Lead Civil Engineer and Project Manager)

* denotes projects completed with other firms



Francisco B. Domingo PE
Smart Mobility Practice Lead · 35 Years of Experience



Frank brings 35 years of comprehensive infrastructure, transportation planning/traffic engineering (TP/TE), transit, community development and public-private partnership expertise with both public and private sector experience. As the Smart Mobility Practice Lead for Florida, Frank strives to facilitate the interconnection between technology, infrastructure, and transportation. By assembling a multimodal, multidisciplinary team to plan, design and implement solutions, allowing for the potential to enhance communities by supporting economically viable, resilient, and socially equitable transportation networks that prioritize people, goods, and partnerships, as we transition to the next generation of mobility. Drawing from the foundation of his traditional transportation and transit experience and combining with the newer technologies, he can bring smart mobility solutions to new and existing clients.

EDUCATION

Bachelor of Science, Civil Engineering, University of Florida, Gainesville, Florida, 1986
Florida Engineering Leadership Institute, FICE, Graduate, 2012
FDOT, Advanced Work Zone, Traffic Control, 2021

PROJECT EXPERIENCE

Smart Mobility

- Self-Driving Shuttle Concept Plan, Pinellas County, Florida, Pinellas County, FL (Transportation Engineer)
- Integral Shared Autonomous Vehicle Service, Doraville, Assembly Yards Automated Shuttle Pilot Project (Principal in Charge)
- Chamblee Self-Driving Shuttle Feasibility Study and Concept Plan, Chamblee, GA (Transportation Engineer)
- Sarasota-Manatee Barrier Island Traffic Study, Sarasota County, FL, USA (Project Manager)
- New Haven Self-Driving Shuttle Concept Plan and Application to the State, New Haven, CT (Traffic/Transit Manager)
- ASU Self-Driving Shuttle Concept Plan , Tempe, AZ (Traffic/Transit Manager)
- Jackson Health Self-Driving Shuttle Feasibility Plan , Alpharetta, GA (Principal in Charge)
- Autonomous Vehicle Shuttle Pilot (Suppliers Matrix), Glendale, CA (Project Manager)

Transportation Planning

- Honore/17th and McIntosh/Ashton Intersection Analysis & Concept Development, Sarasota County, Florida (Principal in Charge)
- DeSoto Future Comprehensive Plan Update, DeSoto County, Florida (Transportation Engineer)

Sustainable Community Planning

- Sarasota County EEZ Pilot Program, Sarasota County, Florida (Lead Transportation Engineer)

Hotels & Resorts

- Hyatt Place, Sarasota County, Florida (Lead Transportation Engineer)
- The Ritz-Carlton Sarasota Hotel and Condominiums, Sarasota County, Florida (Transportation Engineer)

REGISTRATIONS

Professional Engineer #C46393,
State of California

Professional Engineer #51601, State
of Florida, 1997-present

MEMBERSHIPS

Chair, Sarasota County Traffic
Advisory Council

AWARDS

2012 American Public Works
Association (Florida Chapter),
Transportation Project of the Year,
Honore Avenue (Bee Ridge Road to
Fruitville Road)

2013 Florida Transportation Builders
Association, LAP Construction
Project of the Year, North Cattlemen
Road

1995 Professional Engineers in
California Government, Engineer of
the Year

Francisco B. Domingo PE
Smart Mobility Practice Lead · 35 Years of Experience

Master Planning

- Hayman Property Regional Park Master Plan, Polk County, Florida (Transportation Engineer)
- Venice Seaboard Master Plan, Sarasota County, Florida (Lead Transportation Engineer)

Roadways

- Cattlemen Road - Fruitville Road Intersection Improvements, Sarasota County, Florida (Transportation Engineer)
- North Cattlemen Road Design & Permitting, Sarasota County, Florida (Project Manager)
- Toledo Blade Boulevard Widening Design, Sarasota and Charlotte Counties, Florida (Transportation Engineer)
- Proctor Road Improvements Design (Honore Avenue to McIntosh Road), Sarasota County, Florida (Project Manager)
- Honore Avenue Improvements (Bee Ridge Road to Fruitville Road), Sarasota County, Florida (Transportation Engineer)
- Cattlemen Road Phase 2, Sarasota County, Florida (Project Manager)
- Roundabout at Venice Avenue and Jacaranda Boulevard, Sarasota County, Florida (Transportation Engineer)
- Siesta Key Village Neighborhood Beautification, Sarasota County, Florida (Project Manager)
- Honore Avenue - Phase V (Southern Terminus to SR 681), Sarasota County, Florida (Project Manager)
- University Parkway - I-75 Interchange Improvements Design, Sarasota County, Florida (Transportation Engineer)
- Clark Road/Honore Avenue Intersection Improvements, Sarasota County, Florida (Project Manager)
- Jacaranda Boulevard D-B (Border Road to Laurel Road), Venice, Florida (Project Manager)
- Bay Street Extension (Pine Ranch East Road to Honore Avenue), Sarasota, Florida, Florida (Engineer of Record)
- Roundabout- Honore Avenue at Central Sarasota Parkway, Sarasota, Florida, Sarasota County, Florida (Engineer of Record)
- Lorraine Road South Corridor Study, Sarasota, FL, USA (Project Manager)
- Pine Ridge Road Corridor Congestion Study, Collier County, Florida (Principal in Charge)
- Central Sarasota Parkway - I-75 Interchange PD&E Study & Final Design, Sarasota County, Florida (Project Manager)
- Hillsborough County MPO Congestion Management Program, Tampa/Hillsborough County MPO, Florida (Transportation Engineer)

Mixed-Use

- Westfield Shoppingtown Southgate, Sarasota County, Florida (Transportation Engineer)
- Village on the Trail, Sarasota County, Florida (Transportation Engineer)
- Indian Creek Hamlets, Sarasota County, Florida (Transportation Engineer)
- Myakka Pines Settlement, Sarasota County, Florida (Lead Transportation Engineer)
- Palmer Ranch, Sarasota County, Florida (Transportation Engineer)



Chris Bridle

Urban Design Landscape Lead · 21 Years of Experience



Chris Bridle

Urban Design Landscape Lead · 21 Years of Experience

With more than 20 years of award-winning design expertise, Chris has served as lead designer on a variety of complex, large-scale landscape architecture and urban design efforts. His experience spans a range of project scales and typologies across the globe. As a Design Director among our landscape architecture practice, Chris plays a key role in leading all phases of project design, as well as contributing to team growth and development. Through his passion for contemporary and emerging design issues and technologies, he supports Stantec’s design-led ambitions across local, national, and international markets. His work builds upon his interest in elegant, purposeful solutions. He’s committed to strengthening each clients’ vision, the innate qualities of every site, and people’s quality of life.

EDUCATION

- Postgraduate Diploma, Landscape Architecture & Urban Design (with distinction), Leeds Beckett University, Leeds, England, 2002
- Bachelor of Arts, Landscape Architecture (1st Class Honors), Leeds Beckett University, Leeds, England, 2000

PROJECT EXPERIENCE

Urban Mixed Use Development

- Masdar City*, Abu Dhabi, United Arab Emirates (Lead Designer)
- onMain: Dayton's Imagination District, Dayton, OH, USA (Urban Design, 2020)

Streetscapes

- New England Conservatory Streetscapes*, Boston, Massachusetts, United States (Lead Designer)

CD Transit Oriented Design

- NTA Red Line Underground Stations*, Tel Aviv, Israel (Lead Designer)
- Northland Needham Street Master Plan, Newton, Massachusetts (Landscape Architect)

Corporate Campus Planning and Design

- Ideanomic's Fintech Village, New Global HQ*, West Hartford, Connecticut, United States of America (Lead Designer)

Urban Parks

- Art Farm Phase 2 at Brickbottom, Somerville, Massachusetts (Design Director)
- Chinatown Park*, Boston, Massachusetts, United States (Lead Designer)
- The Christian Science Plaza*, Boston, Massachusetts, United States (Lead Designer)
Total Construction Cost: USD 50M
- Dock Square, Boston, Massachusetts, United States (Design Director)

AWARDS

- 2008 CMAA New England Chapter - Best Public Project of the Year Award (\$4 million or less category), Navy Fuel Pier, Boston, MA, USA
- 2017 SCUP Awards - Honor Award for “Excellence in Planning for a District or Campus Component”, Springfield Technical Community College, Springfield, MA, USA
- 2018 Cityscape Global Architecture Awards - Best Residential, Low to Medium Rise Project (Future), Masdar Neighborhood One, Abu Dhabi, UAE
- 2008 ICSC Asia Shopping Centre Awards - Silver Award, Innovative Design and Development of a New Retail Project, Dream Mall, Kaohsiung, Taiwan
- 2007 CNBC Arabian Property Awards - Best Development Award, Shams, Reem Island, Abu Dhabi, UAE
- 2008 Cityscape Architectural Awards - Highly Commended for the Best Master Planning Award, Shams, Reem Island, Abu Dhabi, UAE
- 2009 Boston Society of Landscape Architects - Honor Award, Chinatown Park, Boston, MA, USA
- 2008 Gold Nugget Awards - Grand Award, International Commercial / Retail Project, Dream Mall, Kaohsiung, Taiwan
- 2009 Cityscape Awards for Real Estate in the Middle East - Best Mixed-Use Project (Future), Al Mashtal, Abu Dhabi, UAE
- 2009 CNBC Arabian Property Awards - 5 Star Award for Best Mixed-Use Development, Al Mashtal, Abu Dhabi, UAE

COMMUNITY INVOLVEMENT

- Visiting Critic, Boston Architectural College, Boston, Massachusetts, United States
- Speaker, Boston Society of Architects, Boston, Massachusetts, United States
- Speaker, University of Rhode Island Department of Landscape Architecture, Kingston, Rhode Island, United States

PUBLICATIONS

- Fulcher, M. Chinatown Park case study: Q&A with Chris Bridle. The Architectural Review, 2017.

PRESENTATIONS

- Revitalizing the Iconic Christian Science Plaza. *ArchitectureBoston Expo*, 2018.

* denotes projects completed with other firms



Keith Greminger AIA, NCARB
Architect · 40 Years of Experience



Keith has 39 years of experience in architecture, urban design and community, commercial and corporate master planning with some of the world's most recognized design firms. He has led several planning and design teams assisting private and public clients with delivery of their projects by creating notable developments, memorable places, livable neighborhoods and connected communities. As a resident of Tampa for more than 34 years, Keith has and continues to serve in leadership roles in numerous professional and civic organizations committed to the practice of health and equity, place-making and improved quality of life in the built environment. As an architect, he understands the built environment and the critical components of building placement, access, edges, the public realm, and place-making characteristics that supports community enhancement.

EDUCATION

Bachelor of Architecture, Kansas State University, Kansas, Missouri, 1981

CERTIFICATIONS & TRAINING

Certified Facilitator, National Charrette Institute (NCI), Detroit, Michigan, 2020

PROJECT EXPERIENCE

CD Urban Mixed Use Land Development

- Clearwater Bluff Waterfront Master Plan - Imagine Clearwater*, Clearwater, FL, USA (Project Manager and Urban Planner)
- South Gulfview Drive Corridor Improvement, (Beach by Design)*, Clearwater Beach, Clearwater, FL, USA (Project Manager and Urban Designer)
- The Riverwalk at Kennedy Boulevard Plaza*, Tampa, FL, USA (Project Designer and Manager)
- St. Pete Innovation District Streetscape and Connectivity Concept Plan*, St. Petersburg, FL, USA (Project Planner)
- West River Master Plan*, Tampa, FL, USA (Project Manager and Planning Team)
- Tampa Heights Master Plan*, Tampa, FL, USA (Senior Planner)
- Peninsula Point*, Tampa, FL, USA (Lead Urban Planner)
- The Resort at Lake Nona*, Orlando, FL, USA (Project Manager and Lead Planner)
- Ft. Myers Harborside Convention Center District Plan*, Fort Myers, FL, USA (Urban Design Lead)
- Pinellas Gateway/Mid-County Area Master Plan*, Pinellas County, FL, USA (Project Planner)
- Tampa Bay Passenger Ferry*, Tampa, FL, USA (Project Planner)
- Kennedy Boulevard Corridor Study*, Tampa, FL, USA (Urban Design Lead)

Redevelopment Plans

- East Gateway CRA District Vision Plan*, Clearwater, FL, USA (Lead Planner)
- East Tampa CRA Strategic Action Plan*, Tampa, FL, USA (Project Manager and Lead Planner)
- Drew Park CRA Strategic Action Plan*, Tampa, FL, USA (Project Manager and Lead Planner)
- Largo Mall Special Area Plan*, Largo, FL, USA (Project Manager and Lead Planner)
- North Lake Mirror CRA Redevelopment Master Plan*, Lakeland, FL, USA (Project Manager and Lead Planner)
- Clearwater-Largo Road CRA Finding of Necessity*, Largo, FL, USA (Project Manager)
- West Tampa Community Redevelopment Agency Strategic Action Plan*, Tampa, FL, USA

REGISTRATIONS

Registered Architect #30084579,
American Institute of Architects

MEMBERSHIPS

Board Member, Past Chair, The Tampa
Downtown Partnership, 2009

Tampa Bay District Council Executive
Committee, Chair of Mission
Advancement, Urban Land Institute

Member, Past President Tampa
Chapter, American Institute of
Architects

Keith Greminger AIA, NCARB
Architect · 40 Years of Experience

(Project Manager and Lead Planner)

Institutional Project Development

- Academy Prep Center of Ybor City*, Tampa, FL, USA (Project Manager and Designer)
- Academy Prep Center of St. Petersburg*, St. Petersburg, FL, USA
- St. John Paul II Catholic Church Campus*, Jacksonville, FL, USA (Project Manager and Lead Designer)
- Brandon Advantage Center*, Hillsborough County, FL, USA (Project Manager and Lead Designer)
- The Center for Space Education, Kennedy Space Center*, Cape Canaveral, FL, USA (Designer)
- Baptist Medical Center Master Plan*, Miami, FL, USA (Project Manager and Lead Planner)
- Mercy Hospital Master Plan*, Miami, FL, USA (Project Manager and Lead Planner)

Residential Development

- Norstar Companies Master Planning for the Rainbow Village Apartments Revitalization*, Largo, FL, USA (Project manager and community planning)
- 500 Harbour Island Residential*, Tampa, FL, USA (Project Manager and Lead Designer-Amenities)
- Residences at the Riverwalk*, Tampa, FL, USA (Project Manager and Urban Design)
- The Skyhouse at Channelside, Tampa Channel District*, Tampa, FL, USA (Project Designer-Amenities/Garage)

Architecture

- Plaza Indonesia*, Jakarta, Indonesia (Project Designer)
- St. Louis Union Station*, St. Louis, MO, USA (Project Designer)
- Knight Oceanographic Research Center, USF and FDEP*, St. Petersburg, FL, USA (Project Designer)
- Tampa Port Authority Garrison Parking Garage*, Tampa, FL, USA (Project Designer)
- Florida Aquarium and Master Plan*, Tampa, FL, USA (Project Designer)
- Tampa Convention Center*, Tampa, FL, USA (Project Designer)

Parks & Recreation

- Nathan Benderson Park*, Sarasota, FL, USA
- James E. Grey Preserve Improvements*, New Port Richey, FL, USA
- Fitness Center at the Recreation and Aquatics Center*, New Port Richey, FL, USA (Project Manager and Designer)
- Perry Harvey Park Design*, Tampa, FL, USA (Project Design Team)
- Sims Park*, New Port Richey, FL, USA (Project Manager and Lead Planner)

* denotes projects completed with other firms



Leigh Grey

Senior Project Manager · 28 Years of Experience



Leigh’s area of experience is evenly balanced between urban land and land planning as well as landscape designs at multiple scales including transportation facilities, resorts, hospitality, theme parks /attractions, mixed-use developments, public and urban spaces, and entertainment retail areas. This mix of experience in the private, public sectors both domestically and internationally, coupled with field experience, allows him to successfully navigate our clients through the entire vision, conceptualization, design, documentation and construction process.

EDUCATION

Bachelors of Science, Landscape Design and Management, Florida Agricultural and Mechanical University, Tallahassee, Florida, 1990
Masters of City and Regional Planning, Clemson University, Clemson, South Carolina, 1993

PROJECT EXPERIENCE

Transportation Streetscapes

- Florida’s Turnpike Enterprises Service Plaza (Statewide) *, Florida (Project Lead Designer)
- Tren Urbano (Urban Train) Case Studies*, Puerto Rico (Project Lead Designer)
- Interstate 15 North Landscape and Aesthetics Corridor Plan*, Las Vegas, Nevada (Project Team Designer)
- Ernest F. Lyons Bridge/Corridor Enhancement Project* (Project Lead Designer)
- Atlantic Boulevard Crime Prevention Through Environmental Design*, Pompano Beach, Florida (Project Team Designer)
- Fort Lauderdale-Hollywood International Airport at Dania Beach*, Broward County, Florida (Project Designer)
- Boynton Bridge/SR 804 Ocean Avenue Enhancement Project*, Boynton Beach, Florida (Project Designer)
- Marina Mile Conceptual Master Plan*, Cities of Davie, Dania Beach, Fort Lauderdale, and Hollywood, Broward County, Florida (Project Designer)
- Harbor Inlet Neighborhood*, Fort Lauderdale, Florida (Project Designer)
- Vanderbilt Road Corridor Study, Collier County, Florida (Project Team Designer)
- Florida DOT District 4*, Broward County, Florida (Project Manager)
- Biscayne Boulevard Corridor Improvements*, North Miami, Florida (Project Designer)
- City of Dania Beach Main Street Program*, Dania Beach, Florida (Project Manager & Designer)
- Sunrise Boulevard Crime Prevention Through Environmental Design*, Fort Lauderdale, Florida (Project Lead Designer)
- 17th Street Causeway Bridge Enhancement/Corridor Project*, Fort Lauderdale, Florida (Project Lead Designer)
- Griffin Road Beautification*, Dania Beach, Florida (Project Manager & Designer)
- SR 50/Colonial Drive Corridor Improvements, Orlando, Florida (Project Designer)
- Pelican Landing Community Visioning Study, Bonita Springs, Florida (Project Lead Designer)
- Marco Island Bridge, Marco Island, Florida (Project Manager & Designer)
- Central Sarasota Parkway/Interstate 75 Interchange, Sarasota County, Florida (Project Lead Designer)

Industrial / Commercial / Institutional

- Tamarac Commerce Park*, Tamarac, Florida (Project Designer)

MEMBERSHIPS

Member, American Planning Association

COMMUNITY INVOLVEMENT

Committee Member, City of Saint Petersburg City Beautification, United States 2006-2010

Charter Member, Secretary, Florida A&M University Landscape Architectural Advisory Council (FAMULAAC), United States 2006-2012

College of Landscape Architecture Liaison , Florida A&M University School of Architecture Advisory Board, United States 2007-2012

Member, Marjorie Davis Sistrunk Charrette and Design Forum, Fort Lauderdale, Florida, United States

Leigh Grey

Senior Project Manager · 28 Years of Experience

- Dania Beach City Hall Beautification*, Dania Beach, Florida (Project Manager)
- City of Fort Lauderdale Convention Center Expansion*, Fort Lauderdale, Florida (Project Designer)
- Gulf Drive Corridor Enhancement, Manatee County, Florida (Project Team Designer)
- Sistrunk Charrette and Design Forum*, Fort Lauderdale, Florida (Project Lead Designer)
- NW 22nd Ave Corridor Enhancement*, Fort Lauderdale, Florida (Project Manager)
- Toledo Blade Boulevard, Charlotte County, Florida (Project Team Designer)

Hotels & Resorts

- The Meadows Country Club and Tennis Center, Sarasota, Florida (Project Team Land Planner)
- Emerald Bay, The Bahamas (Project Team Designer)
- Hyatt Pier 66 Hotel*, Fort Lauderdale, Florida (Project Designer)

Master Planned Communities

- San Michelle, Sarasota County, Florida (Project Designer)
- Tidewater Preserve, Manatee County, Florida (Project Team Member)
- Old Palm Golf Club, Palm Beach Gardens, Florida (Project Team Designer)
- Myakka Ranch, Manatee County, Florida (Project Land Planner)
- Central Park, Sarasota County, Florida (Project Team Designer)
- Cannon Ranch, Pasco County, Florida (Project Team Designer)

Parks & Recreation

- Panacea, Sarasota County, Florida (Project Team Designer)
- Holiday Park-Children’s Playground Area*, Fort Lauderdale, Florida (Project Team Designer)
- Taino Beach Park*, Freeport, The Bahamas (Project Designer)
- Veteran’s Memorial and Museum Park, *, Hillsborough County, Florida (Project Lead Designer)
- Jan Phyl Park*, Polk County, Florida (Project Team Designer)

Urban Revitalization

- Sweeting Estates*, Fort Lauderdale, Florida (Project Lead Designer)
- Tierra del Sol (Land of the Sun)*, Oranjestad, Aruba (Project Team Designer)
- Fort Lauderdale Urban Design Plan (FLURB)*, Fort Lauderdale, Florida (Project Team Planner)
- Konover Site/Broward Boulevard and Interstate 95*, Broward County, Florida (Project Team Designer)
- Dania Beach Community Development Agency*, Broward County, Florida (Project Team Designer & Planner)
- Deerfield Beach Community Redevelopment Agency (CRA)*, Deerfield Beach, Florida (Project Team Designer & Planner)
- Clearwater Housing Authority (CHA), Clearwater, Florida (Project Team Designer & Planner)

* denotes projects completed with other firms



KATHERINE E. COLE

Shareholder

600 Cleveland Street
Suite 800
Clearwater, Florida 33755
T: 727.259.6791

PRACTICE FOCUS

Real Estate Acquisition & Development
Governmental Relations & Procurement
Administrative/Regulatory
COVID-19 Response Team
Land Use & Zoning
Opportunity Zones

EDUCATION

University of Tennessee, B.S., 1995
Stetson University College of Law, J.D., 2007, *cum laude*

- Stetson Law Review: Managing Editor
- Stetson Moot Court Honor Board

BAR ADMISSIONS

American Bar Association
The Florida Bar
Hillsborough County Bar Association
Clearwater Bar Association

Katie Cole’s work can be seen in the skyline of Tampa Bay as she skillfully helps clients navigate all phases of land development and the approval process.

Katie currently serves on the firm's Management Committee. Her practice primarily involves representing property owners in the development of commercial projects and residential subdivisions in Pinellas and Pasco counties.

She works with clients beginning with the acquisition of the land, determining opportunities for development, refining processes for approvals, and seeing the project through the final approvals of entitlements to construction with the goal of helping her clients open for business with all the licenses and permits they need to do so.

Katie works closely with government staff members and elected officials negotiating agreements, code amendments, and plans to allow her clients’ projects reach the construction stage.

In 2017, Katie was appointed by Governor Rick Scott to the St. Petersburg College Board of Trustees and currently serves in her second year as chairperson of the Board.

Outside the office, you’ll find Katie and her husband, Clint, cheering for their daughters at gymnastics competitions across the state.

KATHERINE E. COLE

HONORS

- The Best Lawyers in America© (2021-22)

EXPERIENCE

Recent representative engagements include:

- Negotiation of and eventual approval of one of the first mixed use developments in 20 years in Madeira Beach, despite neighbor objections and lawsuit requiring more than seven public hearings
- Approval of a 42 unit residential infill subdivision in Tarpon Springs over significant neighbor objections while navigating the multi-layered regulatory scheme for land use and annexations in Pinellas County
- Approval of a new 300 room hotel on Clearwater Beach

COMMUNITY & PROFESSIONAL

- St. Petersburg College
 - Board of Trustees (2017-present)
 - Vice-Chair (2018)
- Morton Plant Mease Hospital: Board of Directors (2017-present)
- BayCare: Board of Directors
- UPARC’s Omelette Party Committee (2009-present): Co-Chair (2013)
- City of Clearwater: Past Member, Business Task Force; Charter Review Committee
- Clearwater Regional Chamber of Commerce
 - Chair (2018)
 - Chair-Elect (2017)
 - Executive Committee (2015-present)
- Pinellas County: Member, Development Customer Advisory Group (DCAG); Past Member, Charter Review Committee
- Big Brothers Big Sisters of Pinellas County:
 - Board of Directors (2007-2015)
 - Former President

Goldman Sachs Bank USA | 200 West Street | New York, New York 10282
Tel: 212-902-1000 | Fax: 212-357-5505



June 8, 2022

Gotham Organization, Inc.
432 Park Ave South, 2nd floor
New York, NY 10016

Attn: Matthew Picket

Re: City of Clearwater Downtown Clearwater Request for Proposals

Dear Mr. Picket:

We write in support of the response by Gotham Organization, Inc. ("Gotham") to the Request for Proposal (the "RFP") issued by the City of Clearwater to develop two waterfront sites in Downtown Clearwater, FL (the "Project"). We believe that your proposed development of the Project will meet the objectives of the RFP as well as activate the sites with a vibrant, mixed-use approach. The Urban Investment Group ("UIG") has an existing partnership with Gotham for up to \$300mm of GS equity to be invested in mixed-use development projects; this letter is being provided to demonstrate the interest of Goldman Sachs to provide an equity investment into the Project.

As the firm's impact investing business, the Urban Investment Group within Goldman Sachs Asset Management deploys capital to address critical social and civic challenges and catalyze economic opportunity for all. Since its inception in 2001, UIG has committed over \$12.1 billion in loan and investment capital to revitalize and rebuild the urban fabric in underserved neighborhoods, including through affordable housing, small business lending and quality educational and healthcare facilities. To date, UIG has financed the creation and preservation of over 44,200 housing units - the majority of which are affordable to low-, moderate- and middle-income families - as well as over 2.8 million square feet of community facility space and over 11.6 million square feet of office, retail and industrial space. UIG also has a longstanding commitment to supporting entrepreneurs in underserved areas, deploying over \$1.6 billion to facilitate loans to more than 37,000 small businesses across all 50 states.

Notwithstanding any terms in this letter to the contrary, this letter is not a binding commitment of GS to make an investment, provide financing or enter into any other transaction. Any investment, financing or other transaction with Gotham would be based on GS' investment and financing needs and market conditions at the time of a transaction and would be subject to internal investment committee approval and any necessary regulatory approvals. In addition, any investment or financing provided by GS would be conditioned upon completion of underwriting, due diligence, and definitive legal documentation that includes detailed terms for the transaction.

We are providing this letter with the understanding that you shall not, and you are not authorized to, disclose either its existence or any of its terms or substance except to your legal, accounting and financial advisors who are directly involved with this matter and are advised of its confidential nature and agree similarly to maintain it as confidential, except to the extent the same are disclosed by us or as otherwise required by law. Notwithstanding the foregoing, we hereby authorize you to disclose this letter to the City of Clearwater, solely in connection with your response to the RFP.

Please keep me informed about the RFP process and let me know if there is additional information we can provide. I can be reached at 212-357-0390.

Goldman Sachs Bank USA | 200 West Street | New York, New York 10282
Tel: 212-902-1000 | Fax: 212-357-5505



Sincerely,

A handwritten signature in black ink, appearing to read "Michael Lohr".

Michael Lohr
Managing Director
Goldman Sachs Urban Investment Group



Frank McFadden
Sr. Director - Development
Southeast Region

Hilton Worldwide
755 Crossover Lane
Memphis, TN 38117

June 2, 2022

Mr. Sean Riley
President & CEO
Maine Course Hospitality Group
15 Maine Street
Suite 210
Freeport, ME 04032

Mr. Dustin DeNunzio
The DeNunzio Group, LLC
3060 US-19 ALT
Palm Harbor, FL 34683

Hilton is thrilled to be working with you on the prospects of developing a Hilton branded hotel in downtown Clearwater, FL. The Imagine Clearwater master plan looks to be an amazing project and we are excited to have the opportunity to work with Maine Course Hospitality Group and The DeNunzio Group to explore hotel brand possibilities which align with the city’s vision for the Harborview site.

Hilton has enjoyed our relationship with Maine Course Hospitality Group since 2006 through the ownership and operation of ten Hilton branded properties and we are looking forward to growing this relationship in Clearwater, FL.

Should you have any questions or need additional information from Hilton as you continue to work on the development plans for the Clearwater Harborview site, please let me know.

Sincerely,

Frank McFadden
Senior Director Development



June 8, 2022

Ms. Stephanie Rhoades
Development Manager
Gotham
432 Park Avenue South, 2nd Floor
New York, NY 10016

Via e-mail: SRhoades@gothamorg.com

Ms. Rhoades,

Thank you for reaching out to the Clearwater Library Foundation. We appreciate you including us in your discussions of your proposed project on the Harborview site next to the Downtown Clearwater Library.

We are excited about your project and look forward to further discussions and working with your group.

Kindest Regards,

Robert C. Dickinson III, President
Clearwater Library Foundation, Inc.

cc: Joe Burdette
Judy Melges

100 North Osceola Avenue, Clearwater, Florida 33755
(727) 562-4970, ext. 5189 Fax: (727) 562-4976

June 7, 2022

Dustin J. DeNunzio
The DeNunzio Group, LLC
3060 Alternate 19 North
Palm Harbor, FL 34683

Re: Retail - Advisory Role

Dear Dustin:

Thank you for reaching out to me regarding your proposed project in Clearwater, Florida. I have reviewed the program and design, and the development that The DeNunzio Group and the Gotham Organization is proposing looks very exciting.

The proposed retail component of this development is smaller than EDENS typically engages in. However, I would be happy serve in an advisory role on your team to assist with the design and curation of the retail.

As you know, EDENS is a retail real estate owner, operator and developer of a nationally leading portfolio of 110 places with a purpose of enriching community through human engagement and we have close relationships with hundreds of retailers. During my 15-year tenure at EDENS I have lead several of our larger development and redevelopment projects in various high barrier to entry markets throughout the country. In each of our places we emphasize design while carefully selecting the most appropriate retailers so that there is a synergy the customers can feel. It is all about the experience.

With your project's location and program, along with all of the improvements already being implemented by the City, I have no doubt this can be a unique experience for guests.

Please let me know the next steps in the process.

Sincerely,



David Germakian
Managing Director - EDENS

June 6, 2022

Stephanie Rhoades
Gotham Organization
432 Park Avenue S, FL 2
New York, NY 10016

RE: Clearwater Harborview & City Hall Sites RFP Opportunity

Dear Ms. Rhoades:

The undersigned, John and Trudy Cooper, Clearwater residents and Bay area owners and operators of full-service restaurants, are committed to providing restaurant services to the local community.

Please consider this letter as an expression of support and interest in participating in Gotham Organization's development on the Harborview and City Hall Sites in Clearwater. We believe that our involvement in the project would further allow us to provide valuable hospitality, food and beverage enhancements to the community and the downtown district, as well as providing for 30 or more jobs.

Please note this letter is only an expression of our interest to further evaluate this opportunity and does not create any legally binding obligations. We are excited about this opportunity and look forward to staying apprised of the project's progress as it moves forward through the RFP process.

Sincerely,

John and Trudy Cooper
Owners and Managing Members of Stir It Up, Inc,
DBA "Oak and Ola"
902 Druid Rd. S.
Clearwater, FL 33756
Tele: 407-257-9502



200 2nd Ave. S. #705, St. Petersburg, FL., 33701

May 23, 2022

Stephanie Rhoades
Gotham Organization
432 Park Ave S, FL 2
New York, NY 10016

RE: Clearwater Harborview & City Hall Sites RFP Opportunity

Dear Ms. Rhoades:

I am writing on behalf of Volet Hospitality, LLC.

As a local operator of three restaurants in St. Petersburg, we are committed to providing outstanding Food and Beverage experiences to the entirety of the Bay Area community.

Please consider this letter as an expression of support and interest in participating in Gotham Organization's development on the Harborview and City Hall Sites in Clearwater. We believe that our involvement in the project will further allow us to provide valuable Restaurant and Bar services to the community given the success of our past and current operations.

Please note this letter is only an expression of our interest to further evaluate this opportunity and does not create any legally binding obligations. We are excited about this opportunity and look forward to staying apprised of its progress as it moves forward through the RFP process.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jacob Linzey'.

Name: Jacob Linzey

Title: President & Founder

Organization: Volet Hospitality, LLC

Address/ Contact: 200 2nd Ave. S. #705, St. Petersburg, FL., 33701

Jacob.linzey@volethospitality.com

682.331.2706



05/25/2022

Stephanie Rhoades
Gotham Organization
432 Park Ave S, FL 2
New York, NY 10016

Re: Clearwater Harborview & City Hall Sites

Dear Ms. Rhoades

Please consider this letter as an expression of support and interest in participating with the Gotham Organization and The DeNunzio Group's development of the Harborview and City Hall sites in Clearwater.

We have been in business in Florida for 22 years and have had a Brewpub in Clearwater for 9 years. During that time, we have established a significant presence in the Tampa Bay area through our community events and support of local charities. Through our operations of the Brewpub and Shipyard/Seadog beer sales, Florida has become part of our growing family and we believe that our involvement will allow us to provide a valuable service to the proposed projects.

We are excited for the opportunity and look forward to you keeping us apprised of your project through the RFP process

Sincerely,

A handwritten signature in black ink, appearing to read 'Fred M. Forsley'.

Fred M. Forsley
President
FForsley@shipyard.com

June 2, 2022

Stephanie Rhoades
Gotham Organization
432 Park Ave S, FL 2
New York, NY 10016



RE: Clearwater Harborview & City Hall Sites RFP Opportunity

Dear Ms. Rhoades:

I am writing on behalf of One Blue Ocean (an ocean advocacy non-profit organization).

As an organization centered around ocean awareness, we are committed to providing environmental education services to the local community.

Please consider this letter as an expression of support and interest in participating in Gotham Organization's development on the Harborview and City Hall Sites in Clearwater. We believe that our involvement in the project will further allow us to provide valuable climate change related awareness via our **Great Ocean Experience** to the community.

Please note this letter is only an expression of our interest to further evaluate this opportunity and does not create any legally binding obligations. We are excited about this opportunity and look forward to staying apprised of its progress as it moves forward through the RFP process.

Sincerely,

Name: Henthorne

Title: CEO

Organization: One Blue Ocean, Inc 501(c)3

Phone / Email: +1.813.495.0027 / henthorne@oneblueocean.org



BOARD OF DIRECTORS

June 8, 2022

AMANDA MOORE
CHAIRMAN

Stephanie Rhoades
Gotham Organization
432 Park Ave S, FL 2
New York, NY 10016

PJ MARINELLI
TREASURER

CHAD RISCHAR
SECRETARY

OSCAR ANDERSON

ARNIE BELLINI

TIFFANY BUSBY

LYNN CHERRY

GAGE COUCH

BERT MARTIN

MAURICE PEARSON

BLAKE POOLE

KIMBERLY DAVIS REYHER

Dear Ms. Rhoades:

I am writing on behalf of the Florida Wildlife Corridor Foundation, an organization committed to connecting, protecting and restoring wild places across Florida. We aim to inspire and educate communities about the importance of protecting natural resources and habitat connections through visual storytelling include art, photography, and film.

Please consider this letter as an expression of support and interest in participating in Gotham Organization’s development on the Harborview and City Hall Sites in Clearwater. We believe that our participation in the project through inspiring programming like film festivals and screenings, inside and out, can provide valuable engagement within urban communities and help make connections for city dwellers as to the role they play in saving the Florida Wildlife Corridor.

Please note this letter is only an expression of our interest to further evaluate this opportunity and does not create any legally binding obligations. We are excited about this opportunity and look forward to staying apprised of its progress as it moves forward through the RFP process.

Sincerely,

A handwritten signature in black ink that reads "Mallory Dimmitt".

Mallory Dimmitt
Chief Executive Officer
Florida Wildlife Corridor Foundation

2606 Fairfield Ave S
Bldg # 7
St. Petersburg, FL 33712



June 7, 2022

Stephanie Rhoades
Gotham Organization
432 Park Ave S, FL 2
New York, NY 10016

RE: Clearwater Harborview & City Hall Sites RFP Opportunity

Dear Ms. Rhoades:

I am writing as the Director of the University of South Florida Institute for Research in Art, which serves as the umbrella organization for three distinguished programs: Graphicstudio, the Contemporary Art Museum and Public Art. The Institute is a university-based non-profit.

We operate an international artist residency program, founded in 1968, to produce fine art prints, an active museum program with rotating temporary exhibitions, and we manage the selection process and maintenance of the public art collection for the University of South Florida’s three campuses. Our team of experts offer art consulting and advisory services that contribute to the cultural landscape of our community and provide a revenue stream to support the Institute’s art programs.

We are committed to developing art experiences and educational programs that engage the local community. We are currently developing an exhibition space for digital projects called GENERATOR at The Factory in St. Petersburg. Some recent projects include several public art commissions with Strategic Property Partners and a program of temporary exhibitions on loan for corporate offices in downtown Tampa.

This letter expresses our support and interest in participating in Gotham Organization’s development on the Harborview and City Hall Sites in Clearwater. We believe that our involvement in the project will provide valuable advisory and consultation services to create dynamic and vital art experiences that reflect the values of the Clearwater community.

Please note this letter is only an expression of our interest to further evaluate this opportunity and does not create any legally binding obligations. We are excited about this opportunity and look forward to staying apprised of its progress as it moves forward through the RFP process.

Sincerely,

Margaret A. Miller
Director of the Institute for Research in Art
University of South Florida
3702 Spectrum Blvd, Suite 100
Tampa, Florida, 33612

INSTITUTE FOR RESEARCH IN ART

Graphicstudio | Contemporary Art Museum | Public Art
University of South Florida | 3702 Spectrum Boulevard, Suite 100 | Tampa, FL 33612
813-974-3503 | ira.usf.edu