



# THE BLUFFS

Downtown Clearwater Waterfront  
Development Opportunities RFP

Harborview & City Hall Site Proposal

T|D|G  
THE DENUNZIO GROUP

**GOTHAM**  
DEVELOPER OWNER MANAGER

 **Stantec**

 BeharPeteranecz



# CONTENTS

1. Cover Letter
2. Team Introduction & Experience
  - Development Team
  - Operators
  - Firm Experience and Qualifications
  - Personnel Experience & Qualifications\*
3. Development Plan
  - Development Narrative
  - Vertical Development Program
  - Approach to Public Partners
4. Financial Plan
  - Pro-Forma
  - Equity and Debt Sources
  - Conditional Public Funding Sources & Use of Incentives
  - Construction Costs
  - Tenant and Leasing Approach
5. Financial Offer
  - Property Valuation
  - Ownership & Fees

\*Located in Appendix



# 1 COVER LETTER

COVER LETTER

June 9, 2022

VIA ELECTRONIC DELIVERY

Amanda Thompson; CRA Director  
City of Clearwater  
100 South Myrtle Ave. 3<sup>rd</sup> Floor  
Clearwater, Florida 33756  
amanda.thompson@myclearwater.com

Re: Downtown Clearwater Waterfront Development Opportunities RFP

Dear Ms. Thompson:

The Gotham Organization and The DeNunzio Group team (“The Development Team”) experience brings a level of sophistication and confidence to the City that a viable, timely project will be constructed in downtown Clearwater. The combination of Gotham’s big-city development experience and work on public-private projects coupled with DeNunzio’s local investment and history provides the backdrop for a successful development. Gotham and DeNunzio have partnered with local firm BeharPeterancz to bring their vision for The Bluffs to life.

Our team’s experience with the site is unparalleled. Members have been engaged since the Imagine Clearwater Master Plan was developed and supported through vast community engagement. The totally inclusive process of program development through citizenry input, as well as economic viability of the treasured Coachman Park, evolved into the visionary park now under construction. With Stantec as one of our partners, we bring a deep understanding of the Imagine Clearwater park development, implementation of strategic areas of coordination and integration to deliver a seamless development of the Harborview and City Hall sites.

Gotham’s interest in Florida’s Gulf Coast is a natural expansion of its development work out of New York City. Clearwater is ripe for investment from the national development community and deserves quality, thoughtful development, which has evaded downtown Clearwater for some time. Past partnerships with local organizations, development organizations, and local governments give Gotham the experience the City can rely upon to develop its most valuable asset.

As evidenced by the financial proposal included herein, Gotham has the resources to bring this vision to life. DeNunzio’s local ties and past investment in projects up and down the Pinellas coast evidence the ability to bring a hospitality product to downtown that serves as the basis to truly imagine what Clearwater can offer.

Working with the City of Clearwater on its goals for downtown is integral to a successful project. This proposal provides superior design which combines luxury rental residences, hospitality space, placemaking retail, open and active public spaces and sufficient parking. As part of this process, we have worked together to create a proposal consistent with the objectives of the City’s request and its vision for downtown. The viability of such a large development necessitates a team with a strong history of delivering private investment for best-in-class development.

The team has coordinated with local treasures such as the Florida Wildlife Corridor Foundation and One Blue Ocean to reflect the rich history of Clearwater as it relates to the development and growth of Florida’s Gulf Coast. From Clearwater’s history of citrus groves to its evolution as a world-class tourist destination – all of it beginning a hundred years ago with the construction of rail through downtown delivering tourists to Clearwater’s downtown and sandy beaches – sets the stage for this next step.

Interested restaurant and retail partners include John and Trudy Cooper, Volet Hospitality Group and Sea Dog Brewing Co. With added guidance from retail developer EDENS, the team is committed to identifying the optimal way to engage Clearwater’s residents and visitors in downtown Clearwater.

The Bluffs provides a direct connection to Coachman Park and the Imagine project bridging the gap between the hotel, restaurant, and retail spaces with specific public realm improvements such as improved landscape connections, pedestrian bridge, and immersive art experiences. The City Hall site provides a residential rental product that provides a catalyst for people to engage in these private and public improvements. By providing public spaces, The Bluffs can support events to supplement the schedule of the Capitol Theater and Ruth Eckerd Hall’s programming of the Amphitheater. Local treasures such as Clearwater Jazz Holiday, the Fun-n-Sun Festival, Clearwater Nationals Offshore Racing and the annual July 4 celebration will realize growth and opportunity with a 150-room hotel and private investment to support these downtown events.

The team of Gotham/DeNunzio has the experience, financial backing, and vision to create a downtown for Clearwater it deserves.

Sincerely,



David L. Pickett  
CEO, Gotham Organization



Dustin J. DeNunzio  
President, The DeNunzio Group

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Dustin DeNunzio, [djd@thedenunziogroup.com](mailto:djd@thedenunziogroup.com)



# 2 TEAM INTRODUCTION & EXPERIENCE



## GOTHAM FIRM OVERVIEW

Established track record of luxury, affordable, and mixed-use residential development

Over 40 million square feet of space including 35,000 apartment units, office buildings, hospitals, schools and retail centers

Vertically integrated

- Development
- Accounting
- Legal support
- Construction management
- Property management
- Leasing, marketing & branding

## GOTHAM ORGANIZATION

Gotham Organization is an established and fully-integrated developer with a 100-year track record, bringing immense construction and development experience as well as its balance sheet and financial resources to the Development Team. Gotham has longstanding experience in the development of large-scale market rate, workforce, senior and mixed-income housing communities, and has successfully executed some of the largest public-private partnerships in New York City through land use actions, the acquisition of public property, and complex financings.

Gotham has built and developed a variety of projects including office buildings, hospitals, schools, retail centers, and apartment buildings. Our development philosophy is distinguished by an intelligent approach to design, conscious appreciation of location, and meticulous attention to detail. We understand the importance of creating quality product from a construction and aesthetic standpoint, building homes and communities that foster a sense of pride and belonging for residents. Our innovative approach to development and leadership continue to reshape skylines and streetscapes, while our ethos remains grounded in construction and an ability to build projects on time and on budget.

## THE DENUNZIO GROUP

The DeNunzio Group (TDG) is an established, results-driven developer based in Pinellas County. TDG specializes in urban mixed-use developments that generally include a branded hotel as an anchor. TDG brings its grassroots connection to the community, its strong understanding of the local market dynamics, and relationships with local designers and consultants to the development team. TDG brought its development experience back to the Bay area in 2011 when it purchased land on Clearwater Beach. TDG completed the Fairfield Inn + Suites in 2016 and holds a sense of pride in investing in its home neighborhood.

TDG was founded in 2005 by Clearwater native Dustin J. DeNunzio to provide consulting services to real estate developers, but early on shifted focus to the development and management of its own portfolio, and that of its partners. Projects currently under construction and in the development pipeline are primarily large mixed-use developments, many anchored by nationally branded hotel concepts. Most TDG hotels are affiliated with the Marriott or Hilton franchises, and often incorporate residential rental units and retail spaces. TDG is also affiliated with Maine Course Hospitality Group, which owns and operates 24 hotels in 5 states.

## FIRM DIFFERENTIATORS

- Hotel experience through different lines
- Clearwater experience
- Public-private coordination on St. Petersburg project
- Strong local relationships





PUBLIC-PRIVATE PARTNERSHIPS

TDG has enjoyed recent successes with public-private partnerships in Pinellas county, while Gotham has executed some of the largest public-private partnerships in New York City.

450 1<sup>ST</sup> AVENUE | ST. PETERSBURG

TDG worked diligently with the City of St. Petersburg to create a development partnership that includes 260 public parking spaces and 50,000 SF of Class A office space. The project will also feature a 120-room hotel and 163 micro units for rent, as well as destination retail and restaurants. This was the first private partnership that the City had undertaken in almost 30 years.

120 5<sup>TH</sup> AVENUE | ST. PETERSBURG

Once the home of the City of St. Petersburg's first female City Councilperson, TDG purchased this property and understood the effort that it would take to preserve the residence. TDG knows the importance of preserving Florida's rich history and has been engaging with the community and Preserve the Burg to assist in finding a responsible solution for development.

THE ASHLAND | BROOKLYN, NY

53-story tower in Fort Greene, Brooklyn, representing successful city and state partnerships and featuring 586 rental units, cultural office space, 16,000 SF of retail at its base which houses Gotham Market at The Ashland.

GOTHAM WEST | NEW YORK, NY

1,238 housing units that transformed the city block between 44<sup>th</sup> and 45<sup>th</sup> streets east of 11<sup>th</sup> Avenue. Gotham developed, built, and owns the four-acre site which includes four residential buildings and a new school, along with a first-of-its-kind food hall, Gotham West Market.

WATERFRONT DEVELOPMENT

Gotham and TDG have vast experience in bringing sustainable design solutions to waterfront developments responding to the impacts of climate change. We view our developments as opportunities to create a connection between the natural and built environmental to create memorable experiences for our users. We concentrate on providing safe and diverse public waterfront access opportunities for a dynamic user experience.

HOLIDAY ISLE HAMPTON INN | MADEIRA BEACH

Transforming industrial into influential. This planned development was thoughtfully designed to provide users of the marina, hotel and residential opportunities to interact. This project, when built, will be anchored by a Hampton Inn by Hilton.

GOTHAM POINT | LONG ISLAND CITY, NY

Two towers, one 57-story and one 33-story, totaling 1,132 units on the Long Island City, Queens waterfront, and featuring cultural space, community facility space, and placemaking retail. Gotham Point was achieved through public-private partnership between Gotham, the New York City Department of Housing Preservation and Development, RiseBoro Community Partnership, and Goldman Sachs Urban Investment Group.

450 1<sup>st</sup> Avenue  
St. Pete, FL

Gotham Point  
Long Island City, NY

Gotham West  
New York, NY

The Ashland  
Brooklyn, NY

Clockwise, from top left





HOSPITALITY

TDG is a local leader in hospitality development. Their overall development philosophy is founded on site specific design, appreciation for a community’s character and inclusion of amenities for a variety of uses & users. TDG uses these same philosophies in determining what hotel design, brand and style should be applied to find the most successful solution. TDG works closely with its affiliate, Maine Course Hospitality Group (MCHG) in all its hotel ventures. MCHG operates 24 hotels in 5 different states, most of which are branded with Marriott or Hilton flags.

Gotham takes a unique approach to hospitality, developing and managing trendsetting, award-winning dining destinations that add value to the lives of residents and provide a vibrant gathering place for the greater community. Gotham has also built multiple pedestrian-oriented retail complexes that have reshaped their districts, setting off a renaissance of revitalization around them.

**FAIRFIELD INN & SUITES | CLEARWATER BEACH**  
Finding the right fit. After reviewing the available vast accommodation options on Clearwater Beach, TDG identified an opportunity to provide a unique product catered to the vacationer. Marriot was thrilled to work with us on the Fairfield Inn & Suites on north Clearwater Beach.

**HARLEM USA | NEW YORK, NY**  
285,000 SF retail and entertainment complex built by Gotham, which helped transform the 125th Street corridor and served as a model for other urban retail outlets throughout the country.

**GOTHAM WEST MARKET | NEW YORK, NY**  
Gotham’s 15,000 SF food hall which infused new culinary energy into Hell’s Kitchen and transformed the neighborhood with a stylish dining and drinking destination. Known to have launched the modern food hall trend, the market has been cited as inspiration by numerous entrants around the globe, from Iceland to Portland to Denver.

**DC USA | WASHINGTON, D.C.**  
Gotham’s 890,000 SF retail center in Columbia Heights, Washington DC. The largest retail development in the District of Columbia, attracting top retailers including Target, Best Buy, Staples, and Bed Bath & Beyond.

**GOTHAM MARKET AT THE ASHLAND | BROOKLYN, NY**  
16,000 SF food hall sitting at the base of Gotham’s residential tower The Ashland in Fort Greene, the market brought a much-needed culinary & entertainment option to Brooklyn’s Cultural District.

450 1<sup>st</sup> Avenue  
St. Pete, FL

Hampton Inn  
Salem, MA

Fairfield Inn & Suites  
Clearwater Beach, FL

Gotham West Market  
New York, NY

Clockwise, from top left





FIRM DIFFERENTIATORS

Practicing in Pinellas County for over 20 years

15+ active projects in St. Petersburg and Clearwater

Volunteer with the City of Clearwater, community, non-profits and neighborhood associations

Locally-owned and managed office

BEHAR + PETERANECZ ARCHITECTURE

Behar + Peteranecz Architecture is a St Petersburg, Florida based design institution with over 200 years of combined architectural experience.

Behar + Peteranecz was formed in early 2008 when Jordan Behar and Istvan Peteranecz joined to expand on the success built by Behar Design Inc., which opened in Clearwater in early 2002.

The Firm’s expanding portfolio of complex, impactful projects including more than 10 significant commercial projects on Clearwater Beach. Additional experience includes, community centers, museums, educational facilities, hotels, single-family residential and large mixed-use multi-family developments. This broad spectrum of building types within the Tampa Bay area and beyond provides us with extensive experience to address challenges at every phase and ensure the success of a project.

FIRM SIZE

With an architectural team of Thirty personnel (including eight registered architects) Behar + Peteranecz is a full-service architecture and interior design firm with a client-focused approach that spans all phases, from pre-design through construction. Our services include architecture, master planning, interior design, and sustainability.

Mirror Lake Tower  
St. Petersburg, FL

285-unit apartment tower with street facing retail activation, elevated pool deck and fitness center. The tower incorporates a pedestrian scaled base, hidden parking garage and maximized views over Mirror Lake.



Jewish Community Center  
Tampa, FL (Top)

103,000 SF community center includes a renovation of the Historic Armory building in West Tampa. The building serves as event space, gym, and revitalizing community center serving the entire city.



Hiatus Club  
Clearwater Beach, FL (Bottom)

88-key boutique hotel with expansive views over Clearwater featuring a rooftop pool, indoor and outdoor bars and dining, and rentable meeting space over concealed structured parking to compliment the surrounding streetscape.



# STANTEC

Stantec takes an integrated approach to problem solving and seizing opportunities, with a sharp focus on innovative solutions. Our Urban Places team delivers just that, with urban-focused experts in:

- Transportation, including smart and urban mobility
- Resilience
- Real estate feasibility
- Engineering
- Urban planning and design
- Mixed-use architecture
- Smart cities
- Brownfield redevelopment

By integrating more than a dozen disciplines, we have helped communities across the globe chart a path to greater livability, sustainability, and equity.

## FIRM DIFFERENTIATORS

- Public work on Imagine Clearwater
- Public realm design plans for private projects
- Longstanding commitment to the Tampa Bay regional community
- Industry-leading expertise

## INSIGHT AND INNOVATION

Blending big data and on-the-ground experience, Stantec helps clients manage change by capturing the new demand for urban living. Our understanding of emerging trends allows us to create plans and designs that turn overlooked demand into authentic, vibrant places where urban life thrives.

## TOOLS WE USE

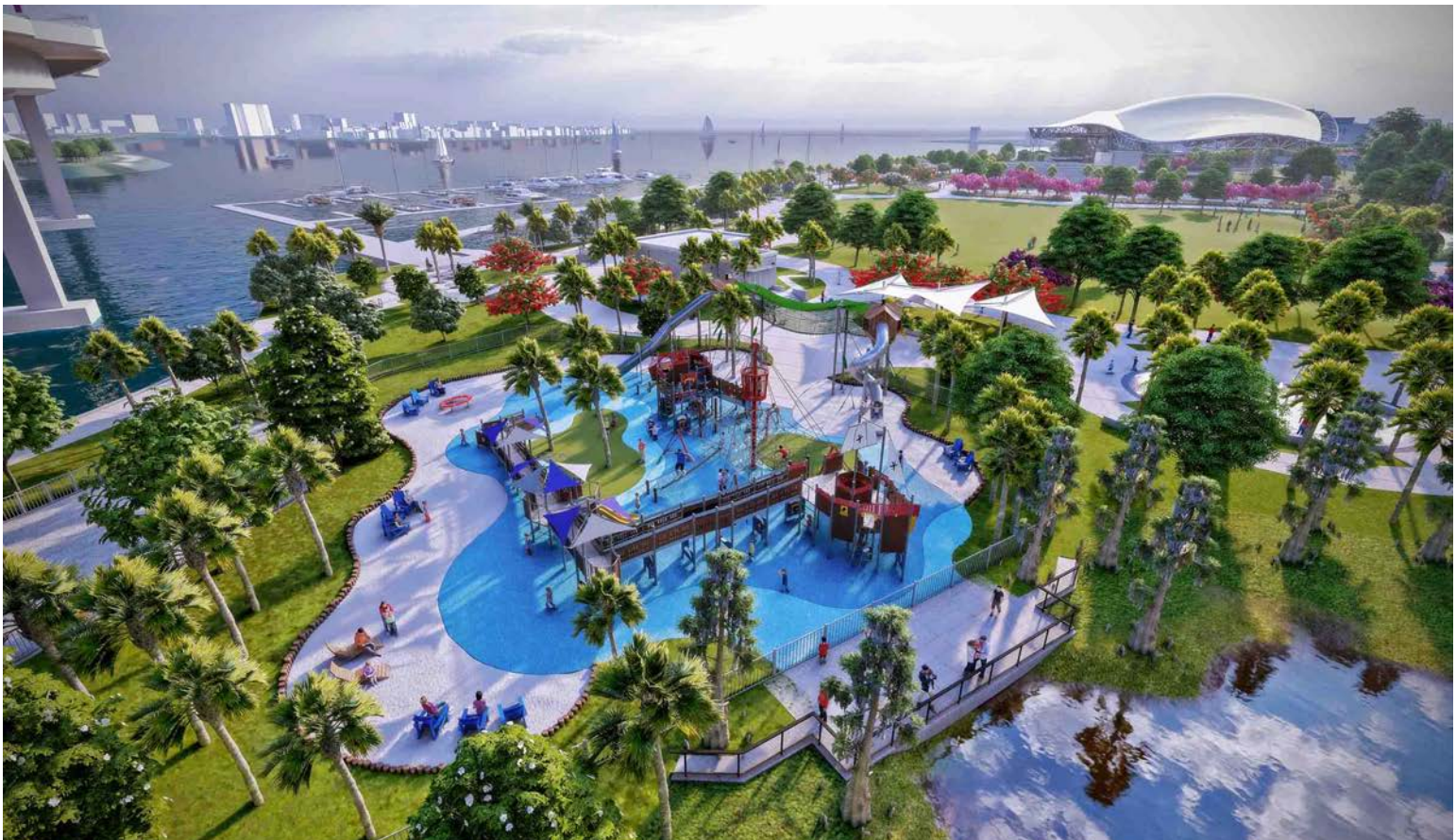
Over the last 20 years, Stantec has helped move sustainable and resilient design in North America from the fringes to the mainstream. Our experts understand green frameworks like LEED®, ENVISION®, and WELL® and know how to use them to make our clients’ projects better. By embracing new frameworks, we constantly sharpen and expand the way we approach sustainability and resilient design.

That constant rethinking has led us to add a host of disciplines to our urban repertoire – including alternative-energy systems, microgrid and district-energy design, building-performance analysis, daylighting strategies, energy audits, energy performance modeling, life-cycle costing, green roof design, gray- and black-water systems, indoor environmental assessments, and natural ventilation design. Our expertise in designing and deploying these systems helps advance a sustainable agenda for our clients, our communities, and our collective future.

Our model offers an unconventional approach to development. It breaks down the wall between design and real estate services so that each side understands how the other works – and that both deliver targeted, informed support. Our team has deep market knowledge and the authority to engage the best designers from across the firm. This combination of market savvy and design chops helps us uncover great opportunities and build winning teams that often include developers and other services with strong local knowledge.

## BUILDING SUSTAINABILITY & RESILIENCE

Stantec plans and designs to safeguard human life, protect investments, and build a sustainable and resilient future for communities. We approach this work with a clear understanding that promoting environmental stewardship – which includes working to mitigate climate impacts – simply represents the right thing to do. To us, planning today means helping cities prepare for an uncertain tomorrow with systems and programs that restore, maintain, and improve essential functions.



**Imagine Clearwater**  
Clearwater, FL

Stantec's team is providing architecture, landscape architecture, civil engineering, structural and MEP engineering, and management services to the expansive park, gateway plaza, and bluff walk on the downtown Clearwater waterfront.



## REAL SERVICES

- Real Estate and Sustainable Development Consulting
- Sustainability Planning – Campus/District/Municipal
- LEED® Consulting and Project Management
- WELL® Consulting and Project Management
- Fitwel® Consulting and Project Management
- Energy Analysis and Modeling
- Building Commissioning
- HVAC Test and Balance Services
- Energy Star Reporting
- Corporate Sustainability Planning
- Greenhouse Gas Inventory and Analysis
- Custom Sustainability Program Development

## REAL BUILDING CONSULTANTS

REAL Building Consultants (REAL) is an award-winning, full-service sustainable real estate consulting firm focused on helping create responsible, efficient, and healthy places where we live, work, learn and play. Our diverse, collaborative team focuses on delivering “triple bottom line” solutions for our clients—integrating value-add ideas that positively impact the financial, environmental, and social performance of real estate development projects of all types throughout the Southeast.

### REAL TEAM

Our experienced team of industry leaders are specialists in sustainable design, construction and operations—covering all stages of the project. With experience in urban planning, interior design, energy efficient engineering, building performance optimization, project management and district and community-scale sustainability, our team is able to assist real estate development projects of all types; ranging from small retail to large-scale, mixed-use, urban development.

Our successful, industry-leading, experience in third-party green building certifications (LEED, NGBS, Energy Star, WELL, Fitwel, etc.), Corporate Sustainability, Energy Efficiency Analysis and Modeling, and Building Commissioning services offer a framework for creating high-level sustainability program development opportunities that maximize the value and performance of real estate and achieve stringent third-party green building certifications.

**Water Street**  
Tampa, FL

## RELEVANT PROJECTS

### Water Street – Tampa, FL. WELL Community Standard Certified + Various LEED Projects

Water Street is a 56-acre new, ground-up development in downtown Tampa, FL. REAL’s Sarah Kearney served as the project manager for the development’s WELL Community and LEED for Neighborhood Development as well as various LEED building certifications. Water Street is the first neighborhood to achieve WELL Design & Operations in the world.

### West River Development – Tampa, FL. Pursuing LEED for New Construction and NGBS Certification

The West River development is approximate 150 acres of new ground-up development replacing a blighted area of Tampa. Current scope includes 720+ affordable housing units across 6 buildings to date. Projects are pursuing LEED for New Construction and NAHB’s National Green Building Standard as part of Tampa Housing Authority’s West River Master Plan.

### Pinellas County Sustainability & Resiliency Action Plan – Pinellas County, FL

REAL Building Consultants is a sub-consultant to Vanasse Hangen Brustlin, Inc. (VHB) as part of the development of Pinellas County’s Sustainability & Resiliency Action Plan (SRAP).

### Asher Water Street – Tampa, FL. LEED for New Construction Gold (Pursuing)

511 unit market rate multi-family mixed-use building featuring micro-units to 3 bedroom, and 4-floor short-term rental offering in the LEED for Neighborhood Development and WELL Community certified Water Street district. Project features over 30,000 SF of retail and other amenities including co-working, short term rental and extensive fitness and community amenities.

### Water Street Tampa – District Cooling Plant. Tampa, FL. LEED Gold for New Construction

10,000 Ton District Chiller Plant Building with 15,000 SF Ice Plant utilized to significantly reduce utility charges of the plant. The Plant will Serve Most Buildings in Phase 1 of Water Street’s 9 Million Square Feet of Development.

### University of Tampa Ferman Center for the Arts – Tampa, FL. Pursuing LEED Certified for New Construction

87,000 SF Space for Students Pursuing the Fine and Performing Arts. Includes Gallery Spaces, Theaters, Fabrication Shops, Dance, Recording, and Art Studios, Classrooms, and Faculty Offices.

### University of Tampa Innovation + Collaboration Center – Tampa, FL. LEED Gold for New Construction

213,000 SF Educational, Entrepreneurship and Startup Labs, including a Starbucks and Parking Garage.

### Dunkin’ Brands – DD Green – Nationwide. Corporate Green Building Standard

Developed Corporate Green Building Design Standard for Dunkin’ Donuts franchisees nationally, to be utilized for all New Construction and Renovation restaurant locations. REAL developed a comprehensive Brand Standards document for DD Green, a National education platform and training videos, and performed other in-person engagement to assist in the understanding, expansion and use of the DD Green standard.

### University of South Florida Honors College – Tampa, FL. Pursuing LEED Silver for New Construction

Five-Story, 85,000 SF Home of the USF Judy Genshaft Honors College. This Facility will House Faculty and Advisor Offices, Classrooms, Study Areas, a Computer Lab, and Creative Spaces.

### TECO Clean Energy Demonstration Center – Apollo Beach, FL. LEED for New Construction Gold

Tampa Electric Company net-positive energy project that includes 91 kW of solar photovoltaics, EV charging, on site habitat preservation, and low flow and flush fixtures, among other sustainable design aspects.

### Spurlino Family YMCA – Gibsonton, FL. LEED Gold for New Construction

32,000 SF State of the Art YMCA including a 79 kW Roof-Mounted Solar Array, Healthy Interior Design including Views and Daylight Design, LED Lighting Throughout, and Water Efficient Landscaping.





## FIRM OVERVIEW

- **15,000+** Residential Units
- **5,000+** Hotel Rooms in 60 Hotels
- **0** Client or Design Team Litigations
- **\$3B** Bonding Capacity
- **30+** Safety Awards
- **100K+** Training Hours
- **20+** University of Southern Florida Sunshine State Safety Awards
- **100%** Commitment



## COASTAL CONSTRUCTION

The Murphy family has been building throughout Florida since 1955, officially becoming Coastal Construction in 1988. Four generations (and counting) of construction expertise later our methods are constantly evolving but our values are set in stone: Quality work, commitment to safety, long-standing relationships and unwavering personal commitment. It's how we earned a Top 20 Construction company ranking and a roster of public and private clients that we are not just proud to work with, but who we consider true partners and friends.

### OUR TEAM

More important to us than the structures we've built are the relationships we've made along the way. With founder and CEO Tom Murphy Jr. at the helm, our family owned and operated business begins and ends with the Murphy family commitment to the best projects and the best people.

### QUALITY ASSURANCE & CONTROL

Our core values have always been centered around the service and quality we have been able to provide to our clients. We adopted a formal QA/QC plan and created an official department to teach, maintain and ensure our core value of quality on every project. Led by one of the principals of Coastal Construction, Mike Murphy, our stringent QA/QC Program is based on over 45 years of experience building in Florida's unique environment. Every project has a custom and very specific design that we must work within to ensure we implement "lessons learned" and maintain the highest of quality standards.

## PROJECTS

In our 65+ years in construction, 32+ of those as Coastal, we have been a part of many landmark projects. We have extensive experience in Multi-Family Residential, Hospitality, Commercial, Education and Homes & Interiors.

Every project is different, but our values remain the same: Quality work, commitment to safety, long-standing relationships and unwavering personal commitment. It's how we can assure that our work speaks for itself.



**Heron Water Street**  
Tampa, FL (Top)

26-story, 730k sf Multi-Family residential project for Strategic Property Partners (SPP) with architect KPF consisting of 420 total units

**Water Street**  
Tampa, FL (Bottom)

Residential (815 Water Street), Hotel (JW Marriott) and Office (1001 Water Street) project



PROJECT TEAM





JOINT VENTURE RESPONSIBILITIES			During Predevelopment		During Construction / Lease-Up	
TASK	Primary	Secondary (if applicable)	Primary	Secondary (if applicable)	Primary	Secondary (if applicable)
Contract Negotiations including Contract, Ground Lease, Development Agreement	Gotham / DeNunzio					
Site Analysis including review of surveys, borings, and neighboring improvements both existing and proposed	Gotham	DeNunzio				
Feasibility Modeling including comparative analysis of potential uses	Gotham	DeNunzio				
Financial Analysis	Gotham	DeNunzio			Gotham	DeNunzio
Permitting including coordination between all state and city agencies to the extent required in order to complete the development	Gotham / DeNunzio				Gotham / DeNunzio	
Project Scope including coordination of hard and soft cost budgeting and value engineering, from the time of the first SD set until 100% complete working drawings	Gotham	DeNunzio			Gotham	
Project Schedule including preparation of project schedule	Gotham	DeNunzio			Gotham	DeNunzio
Project Accounting including detail project reporting	Gotham				Gotham	
Debt and Equity Financing including sourcing and execution of debt and equity financing	Gotham	DeNunzio			Gotham / DeNunzio	
Construction Management including management of owner/architect/contractor relationships and construction process including hiring of team, analysis of requests for building modifications, and processing of change orders	Gotham	DeNunzio			Gotham	DeNunzio
Construction Administration of construction per agreed upon specifications and timeline, including punch list work with buyers					Gotham	DeNunzio
CM / GC Selection and management of CM/GC through construction					Gotham	
Construction Closeout including preparation and hand-off to property manager, if applicable, of all warranty items and operating manuals	Gotham	DeNunzio			Gotham	DeNunzio
Leasing and Management - Residential					Gotham	
Leasing and Management – Hospitality					DeNunzio	



# OPERATORS

## HOTEL

### HILTON

Hilton Hotels & Resorts is a global brand of full-service hotels and resorts and the flagship brand of American multinational hospitality company Hilton. Hilton has provided a letter of interest for the proposed development as a potential hotel operator at the Harborview site.

For nearly a century, Hilton Hotels has been proudly welcoming the world’s travelers. With more than 584 hotels across six continents, Hilton provides the foundation for exceptional travel experiences and values every guest who walks through its doors. The brand is targeted at both business and leisure travelers around the world.

In 2020, Fortune magazine ranked Hilton Hotels & Resorts as number one on their Fortune List of the Top 100 Companies to Work For in 2020 based on an employee survey of satisfaction. Hilton has the longstanding global experience and would bring an industry-leading level of service and hospitality to operate the proposed 150-key hotel and conference center at the Harborview site.

### MAINE COURSE HOSPITALITY GROUP

The branded hotel on the Harborview site will be an easy draw for concert goers and general vacationers. Maine Course Hospitality Group (MCHG) will hire a dedicated sales representative to work with the brand and determine the right mix of prospective guests to target.

MCHG will use the market knowledge gained in the years of operating the Fairfield Inn & Suites on Clearwater Beach and extrapolate it to Downtown Clearwater. Evenings of concerts and events will draw close to capacity, as will days and evenings when the conference center is being rented. Additionally, a popular demographic during non-peak times is the “staycationer”.

When rental rates are lower during non-peak times the area will attract guests from the Tampa Bay and Orlando MSAs who would normally drive home. Given the amenity-rich experience that will be provided, and the new park that will be completed by the City, the hotel demand will start off strong and continuously grow.



With over 30 years of industry leadership, Maine Course Hospitality Group (MCHG) is a well-respected and award-winning hotel management leader overseeing premium brand and independent properties. Choosing a Hotel partner and brand for development is a critical step for any team, and MCHG has successfully done this across its 24 hotels in 5 different states. Many of those hotels have fostered successful partnerships with Marriott and Hilton brands.

### COURTYARD BY MARRIOTT WATERFRONT

Location: Portland, ME  
Opened: May 2014  
Size: 132 Rooms

#### MCHG ROLE

Manager



### HOME 2 SUITES BY HILTON

Location: Williston, VT  
Opened: June 2020  
Size: 100 Suites

#### MCHG ROLE

Owner  
Manager

### HILTON GARDEN INN

Location: Burlington, VT  
Opened: January 2015  
Size: 139 Rooms

#### MCHG ROLE

Manager





TEAM INTRODUCTION & EXPERIENCE | Firm Experience & Qualifications



**FAIRFIELD INN & SUITES  
BY MARRIOTT**

Location: Exeter, NH  
Opened: September 2009  
Size: 71 Rooms & Suites

**MCHG ROLE**

Owner  
Manager

**ROCKPORT INN & SUITES**

Location: Rockport, MA  
Opened: June 2009  
Size: 79 Rooms & Suites

**MCHG ROLE**

Owner  
Manager



**HAMPTON INN BY HILTON**

Location: Augusta, ME  
Opened: June 2012  
Size: 80 Rooms

**MCHG ROLE**

Owner  
Manager



**HAMPTON INN BY HILTON**

Location: Bath, ME  
Opened: May 2010  
Size: 94 Rooms

**MCHG ROLE**

Owner  
Manager



**COURTYARD BY MARRIOTT  
AIRPORT**

Location: Portland, ME  
Opened: August 2007  
Size: 92 Rooms

**MCHG ROLE**

Owner  
Manager

**COURTYARD BY MARRIOTT**

Location: Bangor, ME  
Opened: October 2008  
Size: 92 Rooms

**MCHG ROLE**

Owner  
Manager



**HAMPTON INN BY HILTON**

Location: Gilford, NH  
Opened: May 2009  
Size: 75 Suites

**MCHG ROLE**

Owner  
Manager



**HOMEWOOD SUITES  
BY HILTON**

Location: Scarborough, ME  
Opened: May 2008  
Size: 92 Suites

**MCHG ROLE**

Owner  
Manager



TEAM INTRODUCTION & EXPERIENCE | Firm Experience & Qualifications



**HAMPTON INN & SUITES  
BY HILTON**

Location: Thomaston, ME  
Opened: May 2006  
Size: 85 Rooms & Suites

**MCHG ROLE**

Owner  
Manager

**HAMPTON INN BY HILTON**

Location: Pawtucket, RI  
Opened: September 2018  
Size: 135 Rooms

**MCHG ROLE**

Owner  
Manager



**FAIRFIELD INN & SUITES  
BY MARRIOTT**

Location: Augusta, ME  
Opened: November 2007  
Size: 81 Rooms & Suites

**MCHG ROLE**

Owner  
Manager



**ROCKLAND HARBOR HOTEL**

Location: Rockland, ME  
Opened: May 2016  
Size: 82 Rooms

**MCHG ROLE**

Manager



**FAIRFIELD INN & SUITES  
BY MARRIOTT**

Location: Brunswick, ME  
Opened: October 2004  
Size: 81 Rooms & Suites

**MCHG ROLE**

Owner  
Manager

**SIX STREET SOUTH**

Location: Hanover, NH  
Opened: February 2011  
Size: 69 Rooms

**MCHG ROLE**

Owner  
Manager

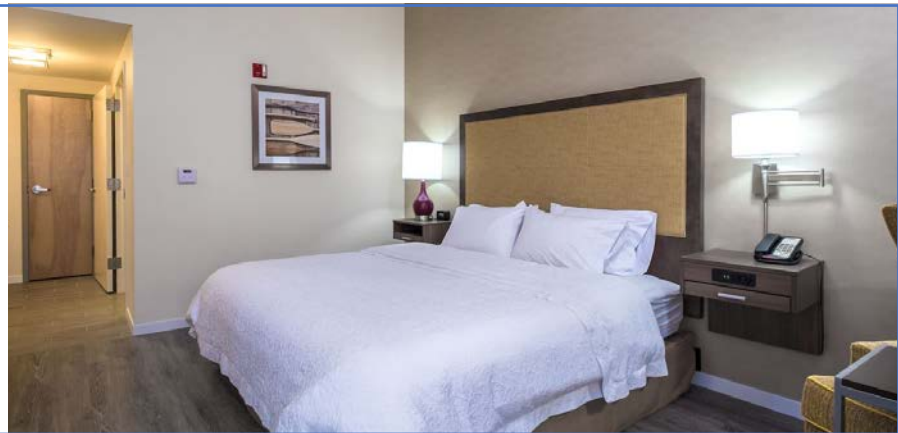


**HAMPTON INN BY HILTON**

Location: Freeport, ME  
Opened: October 1998  
Size: 77 Rooms

**MCHG ROLE**

Owner  
Manager



**TOWNEPLACE SUITES**

Location: Bangor, ME  
Opened: October 2014  
Size: 82 Suites

**MCHG ROLE**

Owner  
Manager



RETAIL

TRUDY AND JOHN COOPER

Trudy and John Cooper have been local restauranteurs for over forty years. Beginning as pioneers of the Outback Restaurants and the original thought leaders of Bonefish Grill, the Coopers have moved on to found local, cutting-edge dining experiences such as Oak and Ola, located in Armature Works in Tampa Heights and featuring James Beard Award-winning chef Anna Kearney; and On Swann, in Hyde Park, Tampa, in partnership with restauranteurs Chris Arreola and Chris Ponte.

The Clearwater residents have been on the cutting edge of the national local food scene throughout their careers and are now focusing their efforts on local restaurants. Trudy and John Cooper have provided a letter of interest for the proposed development.



Oak and Ola | Tampa Heights

VOLET HOSPITALITY

Volet Hospitality was founded by Jacob Linzey in 2020. Jacob, who has had a long and successful career in the hospitality business, stepped down from his role of VP for a high-profile NYC Hospitality Group and immediately went to work making his dream company a reality. Volet Hospitality has a company culture based on kindness, mutual respect, personal growth, and of course, one-of-a-kind cuisine and hospitality.

Volet Hospitality Group is grounded in the ideas of southern hospitality, rich culinary traditions, and outstanding dining experiences. Each restaurant under the Volet name offers a unique menu and creative ambiance. Volet Hospitality includes a well-rounded team of award-winning chefs and leaders in the upscale food and beverage industry.

Restaurants under Volet include Alto Mare Fish Bar, Annata Wine Bar, and 400 Beach Seafood & Tap House in St. Petersburg, FL. Volet has provided a letter of interest for the Bluffs project.





RETAIL



SEA DOG BREWING COMPANY

Sea Dog Brewing Co. has provided a letter of interest for retail space within the development. Sea Dog was founded on the coast of Maine in 1993. Its ales are hand-brewed using time-honored methods and only the finest ingredients. They now operate 7 pubs in New England and one in Florida. Their cantina concept, Sea Dog Cantina tequila bar and restaurant, blends handcrafted margaritas, Mexican-inspired cuisine, cold craft beer, and tequila infusions. Sea Dog Cantina currently has two locations—one in Gulfport, FL and one in Clearwater, FL.

Sea Dog has been in business in Florida for 22 years, and has operated their Clearwater brewpub for 9 years. They have established a significant presence in the Tampa Bay area through community events and support of local charities and look forward to the opportunity to continue to grow their footprint in the area serving craft beer, good food, and great experiences.

To supplement the retail users in this section, the Development Team has received a letter of interest from EDENS to consult on available retail opportunities in the project. 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. They have close relationships with hundreds of retailers, and place an emphasis on design while carefully selecting the most appropriate retailers so that there is a synergy that customers can feel.



Sea Dog Cantina  
Clearwater, FL



ARTS / CULTURAL / ENVIRONMENTAL



Florida’s long term economic prosperity and quality of life depend on a healthy and sustainable ecosystem. The development team recognizes the importance of building a sustainable future, and when considering potential operators for the proposed development, The Florida Wildlife Corridor Foundation quickly came to mind. The Florida Wildlife Corridor project was founded by Dr. Tom Hocht, Director for the Center for Landscape and Conservation Planning at the University of Florida, and Carlton Ward Jr., a Conservation Photographer focused on Florida’s living heritage.

The Corridor Foundation seeks landscape-scale conservation through high quality, impactful, and authentic storytelling, weaving exploration and science with the stories of wildlife, wildlands, and those who steward it into the state of Florida’s most compelling conservation story – to save the Corridor. They partner with organizations and individuals to identify and elevate the most pressing threats and opportunities facing the Corridor and cultivate awareness and action.

The Corridor Foundation relies on and continues the decades of work by numerous scientists and conservation organizations that determined the need for landscape-scale conservation approaches, and specifically corridors, to address habitat loss and

fragmentation across Florida. As part of our proposed development, FWCF would be able to utilize space for education and exhibitions targeted towards addressing the conservation of species and habitat, the understanding and promotion of the importance of nature, and its connections to our collective wellbeing.

Recent examples of their work include a multi-day summit in April 2022 that convened thought leaders for discussions, collaboration, and problem-solving all geared toward conserving the Corridor. Hosted by the Florida Wildlife Corridor Foundation, the Summit united close to 300 conservationists, business and real estate experts, policy makers and state agency leaders to work on some of the most pressing concerns facing the Corridor.

Wild Space, a project of the Corridor foundation, is a gallery at the St. Petersburg headquarters. It’s planned to open fall 2022 with a survey of the art created by the scientists of Archbold Biological Station as they utilize visualization in the production of scientific knowledge, to be followed by new conservation art by Carol Mickett and Robert Stackhouse, and works in various media by local artists focused on art and nature as therapy. Works will be targeted towards addressing the conservation of species and habitat, as well as the understanding and promotion of the importance of nature and its connection to our collective wellbeing.





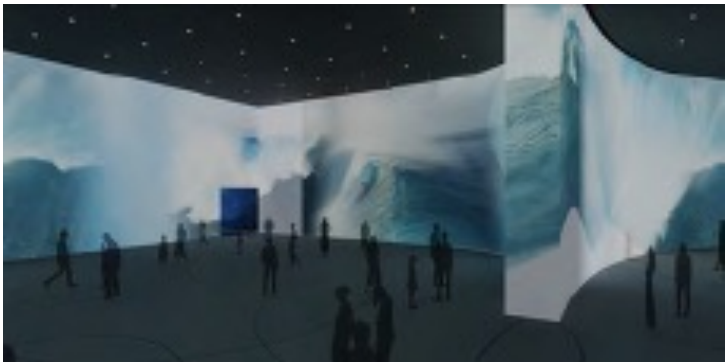
# ARTS / CULTURAL / ENVIRONMENTAL

## ONE BLUE OCEAN

One Blue Ocean is a global social change non-profit that strives to ensure a healthy blue ocean. Their mission is to empower individuals to adopt ocean positive habitats and shift cultural behavior around the world. Their flagship project, The Great Ocean Experience (GOE), is an immersive, multisensory touring exhibition designed to inspire awareness and ignite change. The development team proposes to work with One Blue Ocean to bring the GOE to Clearwater as part of our proposed development.

One Blue Ocean would create a space that immerses the audience in an ocean experience designed to stimulate the senses with an environment rich in sight, sound, smell and touch to transform the way people think about our ocean and the world. The experience educates and offers not only impact to the attendee, but on community, the environment, and the world.

They are currently raising funds to begin development and production of the Great Ocean Experience prototype, which will contain the One Blue Ocean Lab. This space will house an approx. 2,000 sf model of the GOE prototype and be the location of all subsequent digital experimentation for the Great Ocean Experience. One Blue Ocean plans to expand to 5 GOEs through 2026, creating a substantial base to protect the ocean and bringing meaning, purpose, and connection to the Florida community.



## GRAPHICSTUDIO

Graphicstudio was founded in 1968 as an experiment in art and education at the University of South Florida, Tampa. At Graphicstudio, research into art-making techniques works in tandem with new aesthetic expressions by leading and emerging artists. The constant push by collaborating artists and studio staff to create new possibilities for artistic practice is the backbone of the atelier, and the impetus that has kept it at the forefront of international fine art publishing.

Graphicstudio was founded as part of the renaissance in American printmaking in the 1960s, which brought about artists involved in the Pop art movement such as Robert Rauschenberg, James Rosenquist, and Jim Dine, together with a growing number of trained printmakers, and with an American public desiring to collect affordable art.

Since its inception, Graphicstudio has invited over 100 emerging and established contemporary artists from around the world who have worked in a range of styles and media to produce more than 1,000 limited edition print and sculpture multiples. Impressions of Graphicstudio editions have been acquired by leading museums and corporate and private collections worldwide.

Graphicstudio also provides consultation for public art commissions through Strategic Property Partners, including the below-pictured You Belong Here neon installation by artist Tavares Strachan, installed at Sparkman Wharf, Tampa in 2019. Their presence would serve to further enrich the already established arts community within Clearwater.





# FIRM EXPERIENCE & QUALIFICATIONS



The Development Team consisting of Gotham Organization, The DeNunzio Group, Behar Peteranecz Architecture, and Stantec has a combined depth and breadth of experience ideally suited to achieve the vision set forth in the City of Clearwater’s Call for Development Concepts for the Harborview and City Hall Sites.

The following pages cover representative projects from Gotham Organization and The DeNunzio Group speaking to our ability to deliver a high-quality mixed-use development. These examples illustrate projects of a similar scope or program to the proposed development, including projects with public sector involvement and/or the need for a public review process, and that required coordination with overseeing government agencies or other public partners.







# GOTHAM WEST

- LOCATION**  
New York, NY
- GOTHAM ORGANIZATION ROLE**  
Developer  
Construction Manager  
Owner  
Manager
- ARCHITECT**  
SLCE Architects
- INTERIORS**  
SPAN Architects
- CATEGORY**  
Residential Mixed-Use
- TOTAL DEVELOPMENT COST**  
\$520 Million

Gotham developed, built, owns and manages Gotham West, a groundbreaking project that helped transform the West Side of Manhattan. The project included developing four residential buildings, the adaptive renovation and reuse of a historic school building, and construction of a new school, along with first-of-its-kind food hall Gotham West Market.

The megaproject houses 1,238 apartments, including 682 affordable apartments for low- and middle-income residents. The 31-story tower on 11<sup>th</sup> Avenue is surrounded by mid-rise buildings on 44<sup>th</sup> and 45<sup>th</sup> Streets, and includes 15,000 sf of retail along 11<sup>th</sup> Avenue, with a 200-space below-grade parking garage.

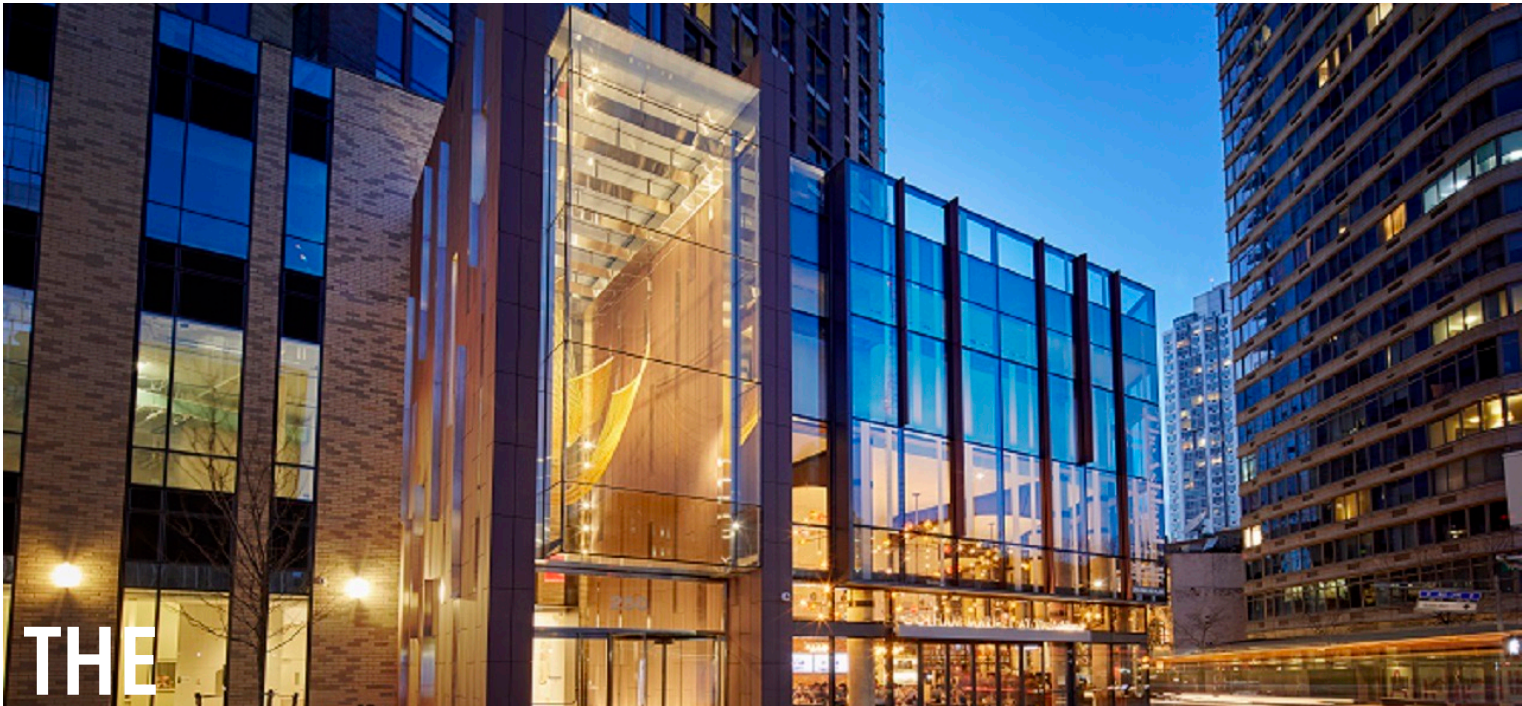
The project was designed to respect the low-rise tenement structures of Hell’s Kitchen while taking advantage of the views provided by open space along the Hudson River. Design elements like setbacks, vertical metal panels, and insets work to create the illusion of a row of smaller brick buildings to help reduce the street impact. The fully amenitized building features a health club, children’s playroom, rotating art gallery, and multiple lounges including the Sky Terrace at the 32<sup>nd</sup> floor.

Gotham led the master planning process to transform the entire city block between 44<sup>th</sup> and 45<sup>th</sup> Streets east of 11<sup>th</sup> Avenue, working with the City of New York, the local Community Board, City Planning, the Manhattan Borough President and the City Council to rezone the site from manufacturing to residential use, resurrecting the condemned 4-acre site through the City’s ULURP process. The mixed-income project includes affordable housing developed in partnership with multiple City agencies, including HFS and HPD, and the local Community Board.

An undertaking of this type and scale meant satisfying stakeholders while developing a plan that was economically feasible. The complex deal required Gotham to source \$520 million in project financing, with financing including tax-exempt bonds from the New York State Housing Finance Agency and federal tax credits backed by a consortium of banks led by Wells Fargo, in addition to \$200 million in collateral provided by Gotham and investors. The project was completed in 2013.







# THE ASHLAND

**LOCATION**

Brooklyn, NY

**GOTHAM ORGANIZATION ROLE**

Developer  
Construction Manager  
Owner  
Manager

**DEVELOPMENT PARTNERS**

DT Salazar

**ARCHITECT**

FX Fowle

**INTERIORS**

SPAN Architecture

**CATEGORY**

Residential Mixed-Use

**TOTAL DEVELOPMENT COST**

\$229 Million

The Ashland, a 586-unit, 53-story tower, is the product of successful city-state partnerships, prudent regulatory management, smart construction, and intelligent design. The mixed-income residences consist of a 50/30/20 mix of market, middle/moderate, and low-income studio, one, two, and three-bedroom apartments. The project optimized the use of tax credits, abatements, and public-private partnerships, with 20% of residences qualifying as tax credit units and inclusionary housing. Financing included a mix of 4% tax credits, tax-exempt bonds, and a participating bank loan.

The project showcases Gotham’s strengths in navigating complex public-private partnerships and regulatory environments, and involved securing a number of administrative actions and approvals, including: (i) City Environmental Quality Review (“CEQR”), (ii) Mayoral override of zoning regulations, (iii) New York City Transit Authority approval of work, (iv) an Inclusionary Housing approval, (v) an HPD BLDS approval on the affordable units, and (vi) Department of Buildings approval.

Gotham’s vertically-integrated team developed, built, marketed and manages the 525,000 sf structure, as

well as the retail and commercial space at its base. An 8,200 sf floor is dedicated to cultural office space, while 16,000 sf of retail at the podium houses food hall Gotham Market at The Ashland. Residential units start on the 4<sup>th</sup> floor, 60 feet above ground level.

The building design reinterprets elements of classic Brooklyn, the historic BAM Opera House and the Williamsburg Savings Bank tower nearby, creating a dialogue between the new tower and the historic fabric of the neighborhood. The base of the building is designed to reflect the rhythm and materiality of Brownstone Brooklyn, with the Fulton frontage rising only 40 feet, or the approximate height of a typical brownstone.

Designed to specifically honor the neighborhoods it straddles, The Ashland presents a different façade depending on the approach. A refined glass tower reflects across Flatbush Avenue Extension to Downtown Brooklyn’s busy urban shopping and office environment, while carefully chosen brick – color-matched to Fort Greene’s unique shade of brownstones and fully installed on-site – aces down Fulton into low-rise traditional Fort Greene. The side facing the iconic BAM building and the Williamsburg Savings Bank, centerpieces of the neighborhood, is equally reflective of their materiality and color.

Thought and care continue to the interior, with an intelligent approach to design, conscious appreciation of location, and top-of-the-line finish package. Gotham’s commitment to local art is evident throughout the building with featured pieces from Brooklyn-based artists in the lobby and public amenity spaces. The residential amenities comprise two full floors including a wraparound 3<sup>rd</sup> floor terrace, indoor-outdoor connecting lounges, outdoor film screening area, landscaped pathways with hidden nooks and benches, and a 53<sup>rd</sup> floor roof terrace with wraparound views of the City.







# GOTHAM POINT

**LOCATION**  
Long Island City, NY

**GOTHAM ORGANIZATION ROLE**  
Developer  
Owner  
Manager

**DEVELOPMENT PARTNERS**  
NYC Department of Housing Preservation & Development (HPD);  
RiseBoro Community Partnership;  
Goldman Sachs Urban Investment Group

**ARCHITECT**  
Handel Architects

**CATEGORY**  
Residential Mixed-Use

**TOTAL DEVELOPMENT COST**  
\$559 Million

Gotham Point is a public-private partnership consisting of two mixed-use buildings in Long Island City, Queens, totaling over 1 million sf. The South and North Towers are being woven into the larger Hunter’s Point South affordable housing community. Gotham was designated as developer through an RFP process with the City of New York in partnership with the New York City Department of Housing Preservation & Development.

The North Tower is a 57-story, 689-unit residential building with an 11-story special purposed wing including 98 senior independent living units. It also features ground floor retail, a below-grade garage, and two floors of community facility space. The South Tower is a 34-story, 443-unit residential tower with community facility space at the ground floor.

Together, The North and South Towers consist of 75% affordable housing for families of low, moderate, and middle-income means, as well as 25% market rate housing. Both towers feature amenity spaces including a state-of-the-art fitness center, co-working space, and a rooftop farm. The South Tower was completed in Q1 of 2022, and the North Tower is expected to be complete in Q1 of 2023.

Located at the edge of Hunter’s Point South Park in Long Island City, Gotham Point abuts a natural shoreline landscape. The waterfront landscape influenced all aspects of Handel Architects’ building design. The project was designed to Enterprise Green Communities sustainability standards, and will house a 2,000 sf environmental education facility at the base of the South Tower focused on fostering exploration and preservation of the local riverfront and creek habitats, as well as offering organized kayak and canoe tours along neighboring Newtown Creek.

Amenity spaces were conceived to cater to the overall health, wellness, and connectivity of the Gotham Point community. Spaces will be shared between the two buildings and feature multiple outdoor landscaped terraces, an indoor and outdoor fitness center and yoga studio, children’s playroom, recreation room, multiple co-working spaces with privacy and conference rooms, and an urban rooftop farm for community agriculture.







# BROOME STREET

**LOCATION**

New York, NY

**ROLE**

Developer  
Owner  
Manager

**ARCHITECT**

Dattner Architects

**CATEGORY**

Residential Mixed-Use

**TOTAL DEVELOPMENT COST**

\$232 Million

The Broome Street Development project is a two-building development in the Lower East Side of Manhattan consisting of an overall 479,000 sf of mixed-use development. The two buildings are located at 55 Suffolk Street (the Suffolk Building) and 64 Norfolk Street (the Norfolk building). The project is currently under construction on an existing underutilized accessory parking lot and the former site of the landmarked Beth Hamedrash Hagodol (BHH) synagogue. Gotham was designated as developer following a lengthy RFP process distributed by the Chinese-American Planning Council (CPC), owner of the existing parking lot site.

As part of Gotham’s RFP response, a rezoning was proposed through New York City’s ULURP process as a means to deliver on the many community benefits that were proposed, including nearly 43% overall affordable housing consisting of 115 permanently affordable senior housing units, 40,000 sf of new headquarter space for CPC, and 4,000 sf of space for BHH. Following several years of coordination with the Department of City Planning, elected officials, community leaders and groups, and neighbors, the project was approved by the Department of City Planning and the NYC City Council in February 2020.

The Suffolk Building is a 389,500 sf 30-story project with 378 total residential units, 40,000 sf of community facility space, and 18,000 sf of ground and cellar retail space along Broome Street. Gotham effectuated a 99-year ground lease with CPC in December 2020. In accordance with the ground lease, Gotham will deliver CPC a free-and-clear turnkey condo unit in the building’s podium for their new headquarters. The majority of the project is financed by a \$162 million construction loan obtained in December 2020. Construction began in February 2021. The building is currently topped out with exterior and interior finishes being installed. Leasing is anticipated to begin in March 2023.

The Norfolk Building will be constructed on the site of the former Beth Hamedrash Hagodol (BHH) synagogue. Gotham purchased the site from the BHH synagogue in December 2020. Gotham also purchased 15,000 sf of development rights from neighboring 384 Grand Street. The 89,000 sf 16-story building will consist of 115 senior housing units and 4,000 sf for BHH. City subsidy and low-income housing tax credit (LIHTC) equity provided funding for the majority of the project’s \$61.8 million development budget. Building construction began in April 2021 and is anticipated to be complete in Q4 of 2022.







# FAIRFIELD INN & SUITES CLEARWATER BEACH

**LOCATION**  
Clearwater Beach, FL

**THE DENUNZIO GROUP ROLE**  
Developer  
Construction Manager  
Owner

**MAINE COURSE HOSPITALITY ROLE**  
Manager

**ARCHITECT**  
Behar + Peteranecz Architecture

**INTERIORS**  
Group One

**CATEGORY**  
Hospitality

The Fairfield Inn & Suites Clearwater Beach by Marriott is a 102-room full-service hotel with 125 structured parking spaces, fitness center, outdoor pool and complimentary breakfast operated by Maine Course Hospitality Group (MCHG). The Fairfield Inn & Suites Clearwater Beach benefits from panoramic views of the Gulf of Mexico and the intracoastal waterways, quiet location North of the Causeway and excellent access to some of Clearwater’s most popular restaurants.

The DeNunzio Group (TDG) represented the Ownership in strategically acquiring 5 contiguous single-family house lots to create a 0.92-acre parcel assemblage for the development. Once purchased, TDG collaborated with Behar + Peteranecz Architecture (BPA) to complete a zoning analysis, feasibility studies and highest/best use analysis for the property which was determined to be a hotel.

TDG + MCHG completed a market analysis of Clearwater Beach and solicited bids from both Hilton and Marriott for the project. Ultimately, TDG + MCHG determined that the Fairfield Inn and Suites by Marriot brand would provide a unique product

to the Clearwater Beach market. Once the brand was identified, TDG + MCHG engaged BPA and Group One, as interior designer, to complete a 12-month design and entitlement process which resulted in full entitlements for the property.

TDG + MCHG continued to worked closely with the design team as they engaged Creative Contractors Inc. based in Clearwater, FL to bring the vision to life. After a 16-month construction period, Creative Contractors delivered the Fairfield Inn & Suites Clearwater Beach as designed on time and under budget in 2016.

The process of engaging the hotel’s operator MCHG through the design and construction process made the transition from construction to the operation of the hotel seamless. The Fairfield Inn & Suites has continued to grow in popularity and revenue due to MCHG’s industry leading service.







# HAMPTON INN DOWNTOWN SALEM

**LOCATION**

Salem, MA

**THE DENUNZIO GROUP ROLE**

Developer  
Construction Manager  
Owner  
Manager - Residential

**MAINE COURSE HOSPITALITY ROLE**

Manager - Hotel

**ARCHITECT**

Khlasa Design

**INTERIORS**

KSA Interiors

**CATEGORY**

Mixed-use

Hampton Inn Downtown Mixed-use Development includes a 113-room full-service hotel with 38 public spaces, 102 private structured parking spaces, fitness center, heated indoor pool and complimentary breakfast operated by Maine Course Hospitality Group (MCHG); as well as 56 rental units with 70 private structured parking spaces, fitness room, modern amenities, integrated technology, rentable storage units and 11,500sf of retail operated by The DeNunzio Group (TDG). The Hampton Inn Downtown benefits from Salem’s rich history, robust art and food scene, proximity to the waterfront, local Universities and Medical Center’s with convenient access to Boston.

TDG + MCHG represented the Ownership as the Hospitality Partner in a mixed-use joint venture with the Lead Partner assuming the role of Developer in a public private partnership with the City of Salem. The City of Salem agreed to sell a 0.47-acre parking lot to the Developer which would create a 1.49-acre development opportunity in the heart of Downtown Salem. In exchange, the Developer would be required to complete street improvements, update utilities and replace the 38 public spaces the City of Salem gave-up in the sale within development plan.

The Lead Partner selected and led the design team through a difficult 24-month entitlement process with the City of Salem. Upon receipt of the entitlements, the Lead Partner went out to bid for Construction only to find the project was too costly to construct as entitled. The Lead Partner decided to sell the project, but Ownership requested a buy out of the Lead Partner and to engage TDG + MCHG as the Developer to deliver the project promised.

TDG + MCHG brought on a new design team and construction manager, led the group through an intensive 12-month redesign and entitlement modification process. TDG + MCHG were successful in the entitlement modification process and oversaw the 24-month construction project which began in September 2018. Construction was completed in September 2020 despite significant setbacks in manpower and supply chain due to COVID-19.

TDG + MCHG continued their partnership in the project after construction was complete as TDG operates the residential and retail functions while MCHG operates the Hampton Inn.







# 450 1<sup>st</sup> AVENUE ST. PETERSBURG

**LOCATION**  
St. Petersburg, FL

**THE DENUNZIO GROUP ROLE**  
Developer  
Construction Manager  
Owner  
Manager - Residential/Office/Retail

**MAINE COURSE HOSPITALITY ROLE**  
Manager - Hotel

**ARCHITECT**  
Behar + Peteranecz Architecture

**INTERIORS**  
Group One

**CATEGORY**  
Mixed-use

450 1st Avenue is the 28-story entitled mixed-use development created through a robust acquisition and contract negotiations process between The DeNunzio Group (TDG), the Seller and the City of St. Petersburg. When complete the 28-story development, 450 1st Avenue will offer the City of St. Petersburg 260 public parking garage and 50,000 SF of Class A office space as required by the City of St. Petersburg. In addition, 450 1st Avenue will introduce 163 “micro” rental units, a 120-room hotel with destination retail and restaurants. 450 1st Avenue represents the first public private partnership that the City has undertaken in almost 30 years.

TDG was presented the 450 1st Avenue opportunity and immediately engaged Behar + Peteranecz Architecture (BPA) to not only respond to the opportunity but to assist the City in shaping the vision for the public private partnership. TDG + BPA held several design charrettes with the City and presented several massing and feasibility studies before the group establishes the final building massing and maximum height.

TDG completed a highest/best use analysis for the property using the newly established building

massing and found that the remaining FAR should include a mix of residential, retail and hotel. TDG + BPA engaged Maine Course Hospitality Group (MCHG) and Group One, as interior designer, to review the complex nature of providing access to each of the uses set to occur at 450 1st Avenue. The design solution for the ground floor incorporated aesthetics, security, and accessibility to provide a truly amazing design solution which feature 3 lobbies, 5 elevators and dynamic 1st floor retail space.

TDG + MCHG have taken tremendous pride in delivering meticulously designed 163 “micro” rental units and 120 boutique hotel rooms to the City’s market. The “micro” rental units available for rent range in size from 370 sf to 720 sf while

the 120 meticulously designed boutique hotel rooms range in size between 200 sf to 370 sf. 450 1st Avenue will feature a restaurant on the 11th floor, ground floor retail, as well as a large gym and pool deck on the 10th floor.

TDG + MCHG have engaged Coastal Construction as the construction manager for the project which we plan to deliver by 2024. TDG is confident that upon delivery, the development will live up to its mission statement “A catalyst for collisions between disparate industries, we are setting the stage for the unexpected, embracing the art(s) and celebrating the enormous potential of St. Pete to lend insight in new ways.”







# HAMPTON INN MADEIRA BEACH

**LOCATION**  
Madeira Beach, FL

**THE DENUNZIO GROUP ROLE**  
Developer  
Construction Manager  
Owner  
Manager – Residential/Marina

**MAINE COURSE HOSPITALITY ROLE**  
Manager - Hotel

**ARCHITECT**  
Behar + Peteranecz Architecture

**INTERIORS**  
Group One

**CATEGORY**  
Mixed-use

Hampton Inn Madeira Beach is set to include a 130 room full service hotel, 31 high-end residential rental units, a 100-slip marina with plenty of transient slips for day-trippers, a 5,000 sf restaurant, 2 separate pools supported by 251 open air parking spaces. The development is located on the site of the former Leverock’s restaurant at the southwestern base of the Tom Stuart Causeway bridge.

Some unique property features include a large outdoor waterfront event space that will allow the property to host concerts, markets and community gatherings. The marina will feature a technologically advanced application that will enable boaters to utilize the app to reserve transient dock space for leisure day trips.

The property will also feature a waterfront boardwalk, an elevated pool exclusively for hotel guests and a separate marina pool that both boaters and hotel guests will be able to enjoy.

The development site is less than a mile from the beach, 35 minutes from Tampa International Airport and 25 minutes from St. Pete / Clearwater International Airport. The project will be a true destination location for vacationers, boaters, restaurant goers and local residents.

The project was supposed to break ground right as the pandemic hit. Much of the infrastructure work has been completed, and a new 1,500 lineal foot sea wall has been installed. The hotel and residences are scheduled to be completed in 2024.





# 3 DEVELOPMENT PLAN

## UNIFIED VISION FOR DOWNTOWN

Imagine Clearwater, the transformation of Coachman Park, has been a vision for the City of Clearwater and its residents for decades. Through bold City leadership this transformation has begun with a community-backed master plan process that established programmatic elements that will engage a wide range of the Clearwater community from children and youth through open space for activities; to those looking for an urban oasis through a variety of plantings and vegetation in a natural habitat; and generations of music lovers through the new Bandshell. Pedestrian paths will present all visitors with stunning views of the park and the intercoastal waterway from the soon-to-be-iconic Bluff Walk. Imagine Clearwater will set the stage for new investments and a renaissance of the urban core of Downtown Clearwater.

The Development Team consisting of Gotham Organization, The DeNunzio Group, Behar Peteranecz Architecture, and Stantec is ideally positioned to advance the City's vision for Downtown Clearwater through combined depth and breadth of experience and understanding of the City's objectives to increase vibrancy through activation of the new Imagine Clearwater Park, improved connection between the waterfront and the rest of the Downtown area, seeing a precedent for future local

## PROGRAM OVERVIEW

### Harborview Site

- 150-Key Hotel
- 15,000 sq. ft. Retail/Restaurant
- 1,000-Person Conference Center
- 4,000 sq. ft. Rooftop Bar
- Rooftop Pool & Amenity Center
- 163 Parking Spaces

### City Hall Site

- 600 Rental Residences
- 25,000 sq. ft. Retail/Restaurant
- 600 Parking Spaces

development and generating significant financial return to the City. Our proposal enhances the Imagine Clearwater master plan with a development program that will create a complete corridor and vibrant urban environment along the western edge of Downtown to inspire continued economic vitality and a place for citizens and visitors to Clearwater to embrace and enjoy.





PROPOSED DEVELOPMENT

Our vision incorporates both the Harborview and City Hall sites to generate a mixed-use development consisting of 600 residential rental homes, a 150-key hotel and boutique conference center, 40,000 square feet of retail and restaurant space, and parking to support the hotel, residences, nearby library, as well as offering shared parking space. Through our master planning process, we will work with the city and various stakeholders to create a wholistic and unifying development linking with the Imagine Clearwater Park, downtown access points and connections along the Bluff Walk North, Gateway Plaza, and Bluff Walk South to seamlessly blend the development sites with the larger Park.

Streetscape enhancements along Osceola Avenue will enhance urban engagement opportunities and connect the sites to the existing and future Downtown environment with active open space. The sites comprise approximately 30% of the Osceola Avenue frontage from Drew Street to Court Street, offering a tremendous opportunity to transform and invigorate Osceola Avenue. The Gateway Plaza is the “front door” of the Park from Cleveland Street and sets a precedent for other Osceola intersection enhancements. We propose to work with the City to create a similar public realm opportunity at Pierce Street, and potentially at Drew Street, as a continuum of the flavor and ambiance of Osceola as a north-south connective spine linking institutional, hospitality, cultural, commercial and residential uses while maintaining aesthetic consistency.

There have been past discussions regarding facade improvements to the Library along Osceola, which we would encourage to complete the pedestrian experience and further enhance the public realm. If the Library were to pursue

such improvements, it would extend the transformation of Osceola Avenue from the 30% represented by the Harborview and City Hall sites to 60% of the entire corridor.

Selecting potential cultural partners to utilize available community facility spaces within the development brings in organizations with a focus on environmental education, sustainability, and local arts further invigorates the park providing a multitude of experiences. We have obtained letters of interest from the Florida Wildlife Corridor Foundation (FWCF), One Blue Ocean, and University of South Florida Graphicstudio. FWCF and One Blue Ocean will seek to transform the way people think about the surrounding environment, raising awareness of pressing threats facing Florida wildlife, with an ultimate goal of cultivating action surrounding sustainability initiatives.

The Development Team intends, if designated, to survey the community and pursue additional partnerships that will further engagement, activate the respective development sites in a meaningful way, and create synergy with other surrounding cultural facilities such as the library, Capitol Theater, Aquarium, and Ruth Eckerd Hall.

The Development Team conceived the proposed mixed-use development as a true master plan to evolve the urban experience of Downtown Clearwater, creating new connections and unifying the western edge of Downtown. The city already benefits from a strong arts and cultural scene, many diverse dining and entertainment options, and proximity to world-famous Clearwater Beach. Our proposal will enhance the existing improvements while bringing added economic activity and vibrancy to the area through a new hotel and added residential density, setting a precedent for future development.



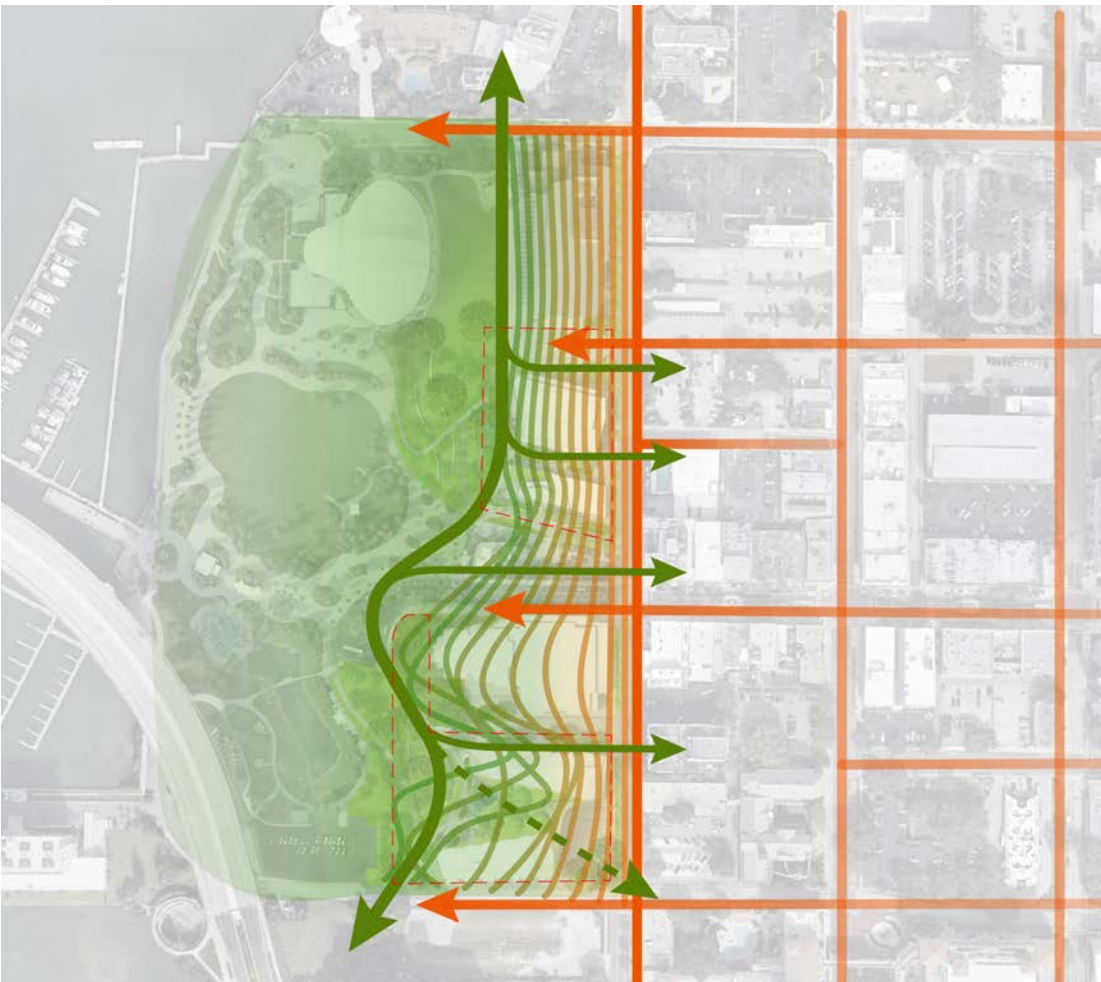






URBAN EDGE & PARK SETTING

The Harborview and City Hall sites, with their epic coastal views across Clearwater’s new public park, will offer a wonderful opportunity to seamlessly weave the parks natural setting with city’s urban fabric. The design team’s proposal unites the north and south bluffs with a continuous promenade walk that further enhances the functional and recreational value of the park. The publicly accessible retail and restaurant facilities, offered by both development sites, spill out into the park and are linked together via the team’s proposed park enhancements; accessible walks, lawn terraces, water features, public art, plazas and a pedestrian bridge. Park-like green fingers filter through the proposed developments, allowing the park to greet the public along the North Osceola Ave. Our design team also sees the potential for significant streetscape improvements along North Osceola with widened sidewalks, new street tree planting, green infrastructure and new traffic calming measures that will improve access and further connect the new park with the city.



HARBORVIEW & CITY HALL SITE PROPOSAL



- 1 Imagine Clearwater Park
- 2 Bandshell
- 3 Clearwater Main Library
- 4 Harborwalk Site Proposed Hotel
- 5 Vegetated Retail Corridor
- 6 Proposed Brewery
- 7 Beer Garden
- 8 Park Entry Plaza
- 9 Vegetated Bridge
- 10 Existing Condo Building
- 11 Vegetated Retail Corridor
- 12 City Hall Site Proposed Residential Building
- 13 Green Roof Garden
- 14 Amenity Pool Deck
- 15 Lawn Terraces
- 16 Pool Deck Planter Buffer
- 17 Pedestrian Plaza / Porte cochere
- 18 Pedestrianized Intersections



## PARK INTEGRATION

### City Hall Site

The landscape architectural and architectural design teams' close collaboration has resulted in a composition that blends the sinuous forms of the park with organic building form. Careful attention has been paid to the hotel amenity deck at the City Hall site to create a pool and roof terraces that are sufficiently private while integrating into the public park setting. The proposed pedestrian bridge increases the connectivity of the park by linking north and south bluffs and separating pedestrian and vehicular circulation.





## PARK INTEGRATION

### Harborview Site

The podium architecture of both development sites create a mix of public and private roof top terraces with expansive views overlooking the park and waterfront. A variety of retail offerings are provided at ground level that spill out to new plazas with direct accessible access to the bluff walk and lower park levels.





# PARK INTEGRATION

The large grade differential between the development sites and the Clearwater Park offers both a design challenge and exciting potential for dramatic moments and experiences.

The design team seeks to enhance the park's gateway plaza and grand stair by sculpting the levels at the edge of the Harborview site with a softened, green sinuous form that transitions into a dramatic overlook and pedestrian bridge. The overlook plaza at the base of the proposed Harborview building slopes upwards to a green roof terrace with incredible views of the park and water.

The proposed, elegantly simple pedestrian bridge is also visually permeable with a thin profile and transparent guardrail allowing views through and from the structure. The bridge deck includes planted seating walls sweeping from the Harborview overlook plaza to the retail dining terrace of the City Hall site. This enhanced connectivity, in turn, assists with the vibrancy and activity of the park.



Above:  
The View of Clearwater harbor from the proposed pedestrian bridge and direct connection to the North and South bluff walks

Left:  
The Harbor View site development and overlook plaza from the pedestrian bridge



# PARK INTEGRATION

Both development sites integrate an enhanced bluff walk and sculpted bluff landscape into the function and form of the buildings. Green open space retail corridors will filter through the developments creating connectivity between the park and Osceola Ave. Sculpted lawn terraces, inspired by the movement of water, create additional function for park goers allowing them to make spaces of their own – for passive recreation, for large and small gatherings with vantages of the waterfront setting.

Our team also understands there is interest from the city to locate a gondola connecting to Clearwater Beach from one of the development sites. Our team will be able to coordinate and incorporate this use to compliment the park and the proposed development as required.

## HARBORVIEW SITE

At the main gateway to the park, a grove of trees, planters and seating walls create a shaded beer garden adjacent to the Harborview building. This space gracefully transitions into the bluff walk, overlook plaza and a pedestrian bridge. An improved accessible walk connects the bluff walk to the lower park, through a series of lawn terraces.

## CITY HALL SITE

The City Hall site creates both publicly accessible spaces for outdoor dining and access to the park while creating private open spaces that are integrated with the park setting. The proposed path network connects the adjacent streets to the park with retail and dining opportunities. Careful consideration has been provided for access from the park to the private pool deck to ensure the amenity feels integrated into the park design while providing buffering and privacy.



Above: Harborview Site



Below: City Hall Site





# URBAN INTEGRATION

## OSCEOLA AVE IMPROVEMENTS

We consider Osceola Avenue as an important threshold to the park and the potential for streetscape improvements to create safer access and improved first impressions to the park. The design team, in collaboration with the city, will seek to create widened active sidewalks with vibrant exterior dining opportunities, places for public art, street tree planting, green infrastructure and multi-model transportation. We also see the opportunity for improved pedestrianized intersections extending from key park entrances and plazas that can provide traffic calming and further assist with integrating the park into the city’s urban fabric.



HARBORVIEW & CITY HALL SITE PROPOSAL

