



HOLLYWOOD ARTS

AMENDED AND RESTATED UNSOLICITED PROPOSAL AND CONSOLIDATED RESPONSE TO THE CITY OF HOLLYWOOD PRIME OCEANFRONT REDEVELOPMENT OPPORTUNITY FOR THE DEVELOPMENT OF PUBLIC AND PRIVATE FACILITIES AT 1301 S OCEAN DRIVE, HOLLYWOOD, FLORIDA (FOLIO NUMBERS: 514224020013, 514224010011, 514213030020 AND 514224020010)



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Attachment A - Conceptual Plans
Attachment B - Project Pro Forma
Attachment C - Logistics Plan
Attachment D - Traffic Study
Attachment E - Proposed Management Plan
Attachment F - Economic Impact Report
Attachment G - CONFIDENTIAL Financial Statements (Separate Cover)
Attachment H - Real Estate Appraisal Report

3. Table of Compliance

In order to facilitate the City's review of the Proposal, please see the submittal requirements and corresponding section references below.

Supplemental Submittal Requirement	Section Reference
Executive Summary	Section 2
Respondent's Organization Chart	Section 3
Project Concept	Section 4
Physical Details	Section 4
Parking	Section 4
Financial Feasibility and Cash Flow Analysis	Section 6
Financial and Non-Financial Returns to the City	Section 7
Past Performance	Section 8
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4. EXECUTIVE SUMMARY

PRH 1301 S Ocean Drive, LLC, a Delaware limited liability company wholly owned and controlled by The Related Group ("Related"), submits this proposal (the "Proposal") for the development of public and private facilities at 1301 S Ocean Drive, Hollywood, Florida, more specifically comprised of folio numbers 514224020013, 514224010011, 514213030020 and 514224020010 (the "Property").

Since its inception in 1979, Related has built and managed more than 100,000 residences. Ranging from luxury high-rise condominiums to public and affordable housing, all of Related's developments are meticulously designed with finishes and amenities that transform buildings into vibrant residential communities. An award-winning company, Related has received a host of accolades, including the prestigious Honor Award from the National Building Museum given in recognition of its commitment to architecture and design excellence in new development. Related's landmark project on Brickell Avenue, Icon Brickell, has won 18 BEST awards from the Builders Association of South Florida. Importantly, Related's recent experience also includes mixed-use public/private development, including the transformative Liberty Square project in Miami-Dade County. Although of international acclaim, Related was founded in and is local to South Florida, and its headquarters is located at 315 South Biscayne Boulevard in Miami, Florida. The entire Related development team for this project works out of that office.

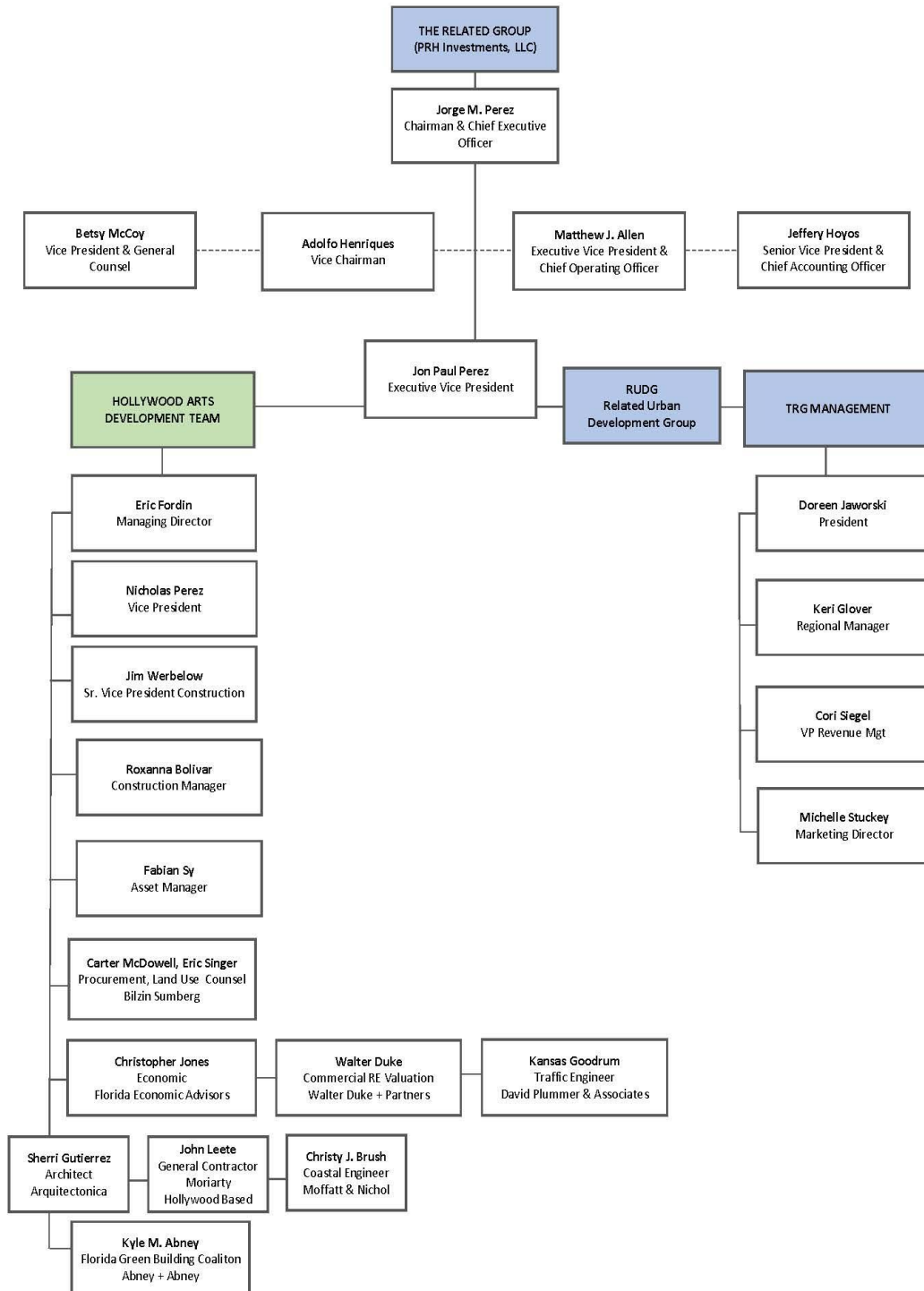
This Proposal contemplates a public-private partnership with the City of Hollywood (the "City") for the development of both public and private facilities on the Property. The public facilities will be built by Related at no cost to the City and will include (1) the replacement and modernization of the Hollywood Beach Culture & Community Center that now operates on the Property, (2) new surface and sheltered parking, (3) a new restaurant and public park, (4) boardwalk extension and renovation, and (5) beach dune restoration (collectively, the "Public Facilities"). On the western portion of the Property, Related will develop a 300-unit, state-of-the-art residential apartment complex (the "Private Facilities").

Related's Proposal offers the most value to the City, and by far the least risk, for the following reasons:

- ✓ **Superior Diligence.** As the original unsolicited proposer for this project, Related has been carefully studying this opportunity for nearly four years. Unlike most public/private development proposals, which offer speculative, "best case" concepts, Related's proposal has been excruciatingly vetted and designed in light of the actual site conditions, neighborhood concerns, and permitting risks. Our Proposal even includes shadow and view-corridor studies to ensure that the Private Facilities do not unduly restrict neighbors' access to sunlight and views—we have left no stone unturned in our effort to deliver to the City a world-class project.
- ✓ **Unmatched Financial Resources.** Unlike other developers, Related will not need to search for investors in an uncertain market. Related already has sufficient cash and cash equivalents to supply the equity requirements for this project many times over. There is no real financing risk with Related's proposal, and we urge you to compare our financial statements (provided confidentially under separate cover) to those of any of our competitors.
- ✓ **Unparalleled Experience.** Related has developed more units in South Florida and the City of Hollywood than any other developer. Related knows the local conditions—political conditions, environmental conditions, regulatory conditions, and market conditions—more than its competitors, and Related's Proposal already accounts for those factors.
- ✓ **Single-Point Accountability.** Related is proven partner to local governments in part because it offers a vertically integrated approach that maximizes accountability and streamlines public oversight. Related is not merely the developer, but its corporate affiliates are also the general contractor and the property management company. With Related, there is no finger pointing and no excuses.

- ✓ **Iconic Design.** Related understands that public-private partnerships are measured primarily based on whether the public actually likes and benefits from the project. Related is not proposing a “cookie cutter” development designed to maximize profits. Related has engaged the preeminent architect in South Florida, Arquitectonica, a world renowned firm, to design iconic public and private facilities that the City can truly be proud of. Significantly, Related has reserved the premier, oceanfront portions of the property for the Public Facilities, not the Private Facilities—this is a project that is in all respects designed to maximize benefits to the public.
- ✓ **Comprehensive Economic Benefits.** Related offers a robust financial package, as well as the flexibility to meet the City’s particular requirements. Driven by Related’s substantial capital investment in the iconic Private Facilities, the City will receive an average of more than \$2 million per year in new real estate taxes over the first 50 years of the term. In addition, Related will develop the Public Facilities at no cost to the City, and will pay fair-market guaranteed ground rent based on a \$30 million valuation of the Property (more than five times the current assessed value) PLUS both revenue sharing and sales taxes from the residential development and the proposed new retail space. Importantly, and as explained in Section 7, Related is willing to tailor its financial proposal to the City’s needs and has provided a menu of possibilities for the City’s consideration—if the City desires smaller Public Facilities, for example, Related will increase its guaranteed rent, and vice versa.

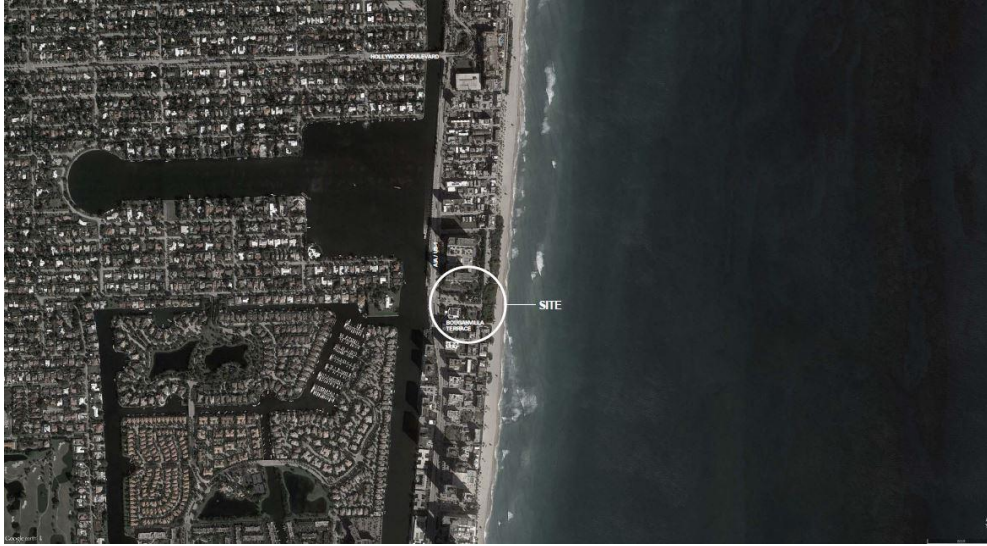
ORGANIZATIONAL CHART SHOWING ALL KEY DEVELOPMENT TEAM PERSONNEL



5. PROJECT CONCEPT

a. Summary

Related proposes to provide the City with a beautiful and contemporary addition to its renowned boardwalk. This Project would deliver an amazing residential building as well as a fully-renovated and much needed community center for the residents of the City. The design for the community center incorporates new, modern features certain to provide a public space that will elevate and activate the community and the boardwalk. The Public Facilities will also include a revenue-generating restaurant, public and private parking structure, and improvements to the existing boardwalk and surrounding property.



The Private Facilities, including an iconic, 300-unit residential tower, will be developed to the west of the Public facilities and will create an exciting new destination with unparalleled amenities. The conceptual architectural plans for the Project are attached as Attachment A, and detailed information regarding the facilities are included in the Pro Forma, attached as Attachment B.

b. Public Facilities

The Public Facilities will be significantly enhanced to meet the modern needs of the City's residents and visitors. The City prides itself on community development, accessibility, and opportunity. An innovative new community center has the ability to accomplish all three.

Current Facilities

Located off of the Florida A1A, the existing Hollywood Beach Culture and Community Center sits between two high-rise residential apartment complexes, hidden by shrubbery and fading pink paint. Built long before sea-level rise became a critical concern, the Community Center is at a low elevation and is prone to flooding. Parallel parking lines the eastern and western boundaries of the building, and no clear entrance to the Community Center is visible from the street. The City's Community Center stands outdated and undervalued.

The City's website lists the noteworthy features of its current Community Center: lobby, covered patio, and a "warming kitchen" which includes a "large warming oven/stove and ice machine." The website also lists an auditorium as a feature. The existing auditorium has a small elevated platform and a maximum capacity of 280 people, but for years the population of the City has remained upwards of 150,000 people. **A City as remarkable as Hollywood deserves a state-of-the-art Community Center to unify residents and visitors alike.**



New Facilities



"Let's Keep Hollywood Beautiful" began as a four-word phrase adopted by the City of Hollywood to demonstrate a committed effort to the overall beautification of the City. Today, this phrase has become the inspiration for this Project, the Hollywood Arts Site. The creation of breathtaking architecture exemplifies the City's mission of adding heightened character to the City and its important resources. By enhancing the community center, there will be more opportunities for educational outreach, programs for the community, and more space for the residents and visitors of Hollywood to spend time together. This new concept for a community center and residential building will increase property values of the surrounding area, utilize beautiful City lands adjacent to the beach, and attract business growth in and around the development.

The Office of the City Manager's has published economic initiatives that are comprised of two development missions: attracting new business and retaining and expanding existing businesses. Related plans to assist with these missions through attracting people and businesses to the Hollywood Arts Site and growing the business community. The Public Facilities will provide the City with revenue-generating, attractive resources to promote further economic growth.

The Hollywood Arts Site Community Center will be 20,000 square feet and split between two levels large enough to support the growing population of the City of Hollywood. The Public Facilities will also include a 5,000-square-foot restaurant space (to be leased by Related and operated by a first-class restaurateur) occupying a ground-level portion of the breathtaking building. The City will have the ability to rent out beachfront space associated with the Project for additional dining, events, and more. The building will comply with the requirements for Florida Green Building Coalition Certification.

The current Community Center can only accommodate drivers who can find one of the limited parallel street parking spots surrounding the building. The new building will provide 202 public parking spaces. During the construction of the Public and Private Facilities there will be phasing to assure uninterrupted parking. The expansion and redesign of the Community Center will make the resource more accessible and will inevitably draw in more visitors to the center and beachfront area.

The Project's improvements will expand to the existing boardwalk by connecting currently disjointed portions for a more complete walkway. The Project will undertake dune restoration, improving the utility of the beachfront near the property. A public park located on the North side of the building adds an additional element of community unity to the neighborhood. Accessible to residents and visitors alike, the park will be designed by our world renowned landscape architect. Programming for the public park will be determined from the City's comments and recommendations.

The landscaping on the property will incorporate greenery from Hollywood Landscape Architect's preferred Tree, Palm, Shrub, Groundcover, Grasses, Vine list. All of the Public Facilities will be Florida Green Building Coalition Certified and developed at least two feet above base flood elevation in order to be resilient to sea level rise.

The highlights of the Public Facilities include:

- 20,000 SF Community Center (an increase of nearly 25%), operated by the City with the programming offerings it chooses
- 5,000 SF restaurant space, operated by Related
- Boardwalk Installation
- Dune Restoration
- Public Park Space
- Separate Public & Private Parking
- Realignment of Azalea Terrace
- Seamless integration of existing City amenities, including Sun Shuttle services

c. Private Facilities



The Private Facilities will add a world-class modern design to the Hollywood skyline. The focus of this design was to create a sleek building, set back from the water in order to minimize impacts on neighbors' view corridors. Importantly, the renderings also reflect the elevated building to account for future sea level rise which is a concern for all waterfront development in South Florida. The Private Facilities will receive Florida Green Building Coalition certification.

The highlights of the private facilities include:

- World-renowned Arquitectonica Design
- 30 levels and 300 Residential Rental Units
- 3 levels including Parking and Amenities, including an increase of public parking from 125 spaces to 158 spaces



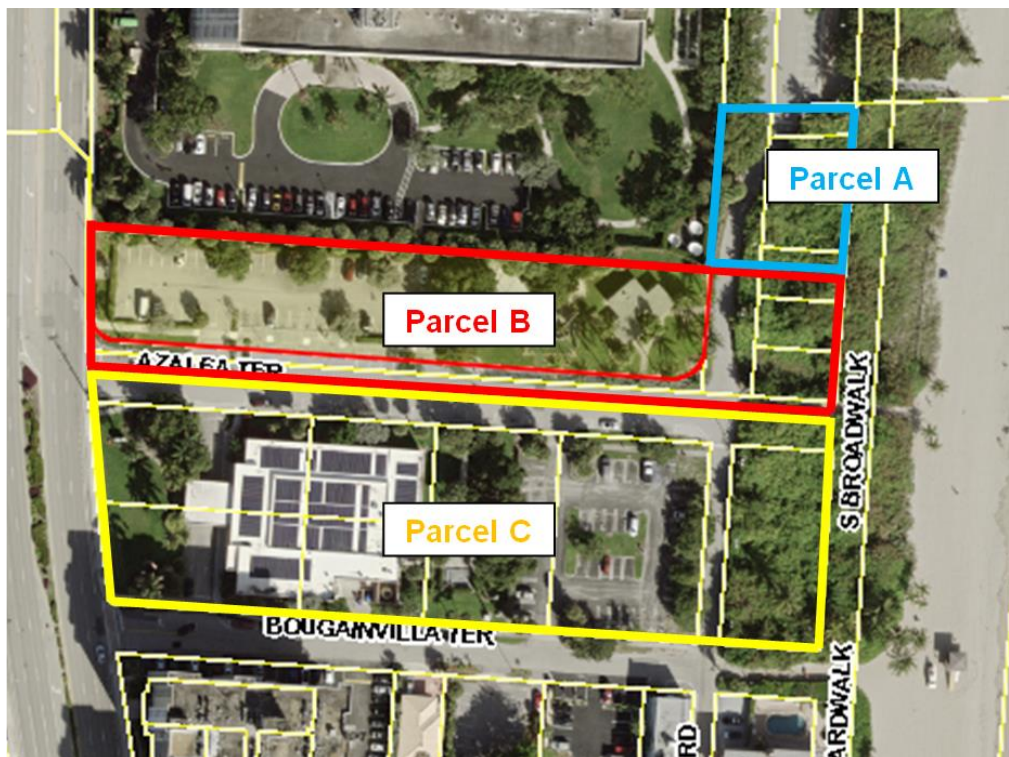
d. Development Timeline

Given Related's experience with similar public private development projects, Related compiled the following detailed estimated construction timeline for the City's consideration. This estimated timeline is based on Related's recent experience in developing public private projects that are similarly situated in South Florida and include similar uses, scope, and public facilities. A Construction Logistics Plan with phase detail is attached as Attachment C.

Event	Weeks	Cumulative Weeks
ACP - Construction Piles	8 weeks	8 weeks
Set up dewatering	2 weeks	9 weeks
Foundations/Shear Walls	8 weeks	17 weeks
Levels 2 & 3	4 weeks	21 weeks
Levels 4 & 5	4 weeks	25 weeks
Levels 6-30	30 weeks	55 weeks
Level 31/Roof	2 weeks	57 weeks
Elevator Machine Room Floor	2 weeks	59 weeks
Elevator machine Room Roof	2 weeks	61 weeks
Elevator Turnover	14 weeks	75 weeks
Community Center Temporary Certificate of Occupancy (Core Shell)	14 weeks	75 weeks
1st Temporary Certificate of Occupancy 20 Down and Garage	35 weeks	110 weeks
2nd Temporary Certificate of Occupancy 30 Down and Amenities	4 weeks	114 weeks
Final Certificate of Occupancy	4 weeks	118 weeks

e. Land Use and Zoning Analysis

The Property straddles several different zoning and land use designations at both the City and the County level. The following analysis addresses applicable regulations within the comprehensive plan and zoning code of the City and County as they apply to each portion of the Property depicted in the image below.



Broward County

Under the recently amended Broward County Comprehensive Plan, known as "BrowardNext", Parcel A has a land use designation of Recreation and Open Space. This designation permits active and passive recreational uses such as tennis courts, playgrounds, swimming pools, athletic fields and courts, bikeways, trails, and scenic areas. Other permitted uses include boat ramps and docks, camping, community facilities, accessory concession uses, and outdoor cultural, educational, and civic facilities including outdoor classrooms and bandshells.

Parcel B is designated Community Use. This designation permits utilities, communication facilities, hospitals, and community activities such as educational, governmental, religious, civic, cultural, judicial, and correctional facilities. Recreation and open space uses are also permitted along with uses ancillary to the civic and utility uses listed above.

Parcel C is designated Medium-High (25) Residential. Permitted uses within this designation include dwelling units, hotels, motels, communication and community facilities, agriculture, parks, golf courses and other outdoor recreational facilities, public utilities, offices, and several other related and accessory uses.

Residential uses within the Medium-High (25) Residential are permitted a maximum density of 25 dwelling units per gross acre. However, Policy 2.34.1 of BrowardNext establishes that municipalities may adopt Transfer of Development Rights ("TDR") programs subject to certain minimum standards. The adoption of a TDR program would be required in order to permit the development of all 300 proposed units.

City of Hollywood

Under the City's Comprehensive Plan, Parcel B has a future land use designation of Community Facility. This designation permits a number of governmental and civic uses as well as open space and recreational facilities. Parcel A and Parcel C have a future land use designation of Medium-High Residential, permitting dwelling units, hotels, motels, communication and community facilities, agriculture, parks, golf courses and other outdoor recreational facilities, public utilities, offices, and several other related and accessory uses. The permitted residential density is 16-25 dwelling units per gross acre.

The entire Property has a zoning designation of Government Use ("GU") under the City's Zoning and Land Development Regulations ("ZLDRs"). Pursuant to Section 4.9 of the ZLDRs, the purpose of the GU district is to permit the development of residential, non-residential, or mixed-use projects on land owned or leased by the City or other government entity "with a greater amount of flexibility by removing some of the detailed restrictions of conventional zoning."

Permitted uses within the GU district include government buildings and uses such as government offices, schools, parks, and public golf courses. Also, the GU district allows for any use approved by the City Commission for the private development of government-owned property, so long as such use is consistent with the City and County Comprehensive Plans. However, where a GU district is adjacent to an RM-25 district any building or use to be developed on the GU property must obtain Special Exception approval pursuant to the criteria contained in Section 5.3(G) of the ZLDRs.

Under the GU zoning designation, there are no specific land use and design regulations for maximum height, setbacks, minimum lot size, site coverage, or other similar provisions. The appropriateness of a proposed development within a GU district is instead evaluated by the Planning and Development Board, which forwards its recommendation to the City Commission, from which the proposed design must receive final approval.

f. Neighborhood Compatibility

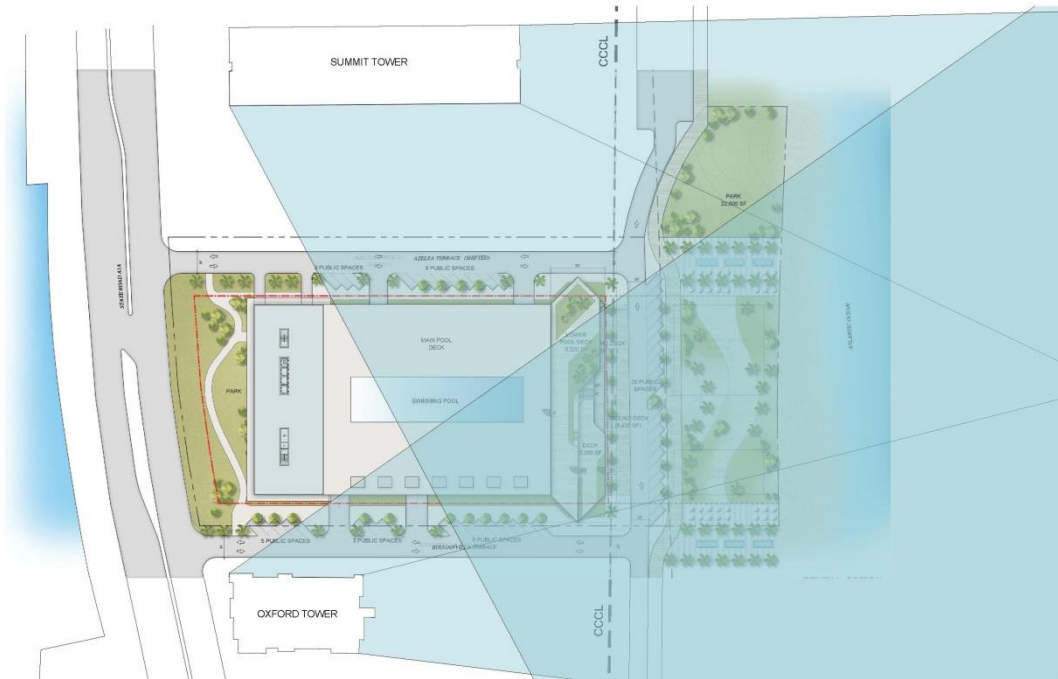
The Property is located off of the Florida A1A and between two high-rise residential apartment complexes. The Summit Condominium to the north of the Property contains 567 units on approximately eight acres of land—a density of 71 units per acre. The Stratford Towers Condominium to the south of the Property is comprised of 57 units on approximately 0.7 acres of land, for a residential density of 82 units per acre. The

proposed residential tower within the Private Facility will contain 300 units on 5.29 acres of land. This equates to a density of approximately 57 units per acre; a density lower than the existing adjacent properties and much more in keeping with the surrounding urban context.

The Community Center has no clear entrance from the outside and does not appear inviting while hidden by shrubbery and fading pink paint. The appearance and lack of parking besides the parallel parking on the east and west sides of the building, detract from the potential accessibility of the Community Center. The Hollywood Arts Site Project will provide the public parking and upgraded facilities to enhance the Community Center and the neighborhood. A complete traffic study is attached as Attachment D. As reflected in the study, all nearby intersections and roadway segments will continue to operate within the established level of service standards.

Further, Related conducted a nearly yearlong sun study to insure that shading would not negatively impact the enjoyment of the Property. The architects of the Hollywood Arts Site ensured at the conclusion of this study, that shading from the building would not affect existing residents' and their enjoyment of the City of Hollywood. The Private Facility is set back far enough in the property to not affect the views of the neighbors.





g. Resiliency

Related is committed to assuring that the Project is resilient, green, and sustainable. With its location on such precious property by the water, it is paramount that these amenities preserve the environment and can stand up to climate change over time. Both the Public and Private Facilities will have Florida Green Building Coalition Certifications.

Related has reviewed the City's Sustainability Action Plan and is fully committed to implementing the plan's directives and initiatives to prevent the harshest effects of sea level rise and storm surges on the Property.

Based on sea level rise modeling and data, Related has proposed an elevated building design that will ensure future sea level rise or storm surges do not affect the Public or Private Facilities. Furthermore, Related will work with the City to identify opportunities to use alternative technologies that will enhance resiliency and emergency management. Related understands the goals of mitigation and adaptation, and will deliver a project that both reduces our contribution to the driving causes of sea level rise and is not harmed by its effects.

Additionally, Related is committed to enhanced beach renourishment activities by way of the dune restoration that is a component of the Public Facilities in this Proposal. This activity is also an important step in assuring that this site is sustainable and promotes resiliency in the area. Coastal dunes help retain sand by preventing erosion, protect against storm damage, and provide a habitat for wildlife. Restoration and revegetation of the dunes will be guided by the Florida Department of Environmental Protection and follow the values and recommendations promoted by the Dune Master Plan Taskforce.

h. Traffic Impact

Please find a copy of our Traffic Impact Study, attached as Attachment D.

i. Proposed Management and Operations Plan

Please find a copy of our Proposed Management Plan, attached as Attachment E.

6. REQUIRED PROPERTY INTERESTS

Related proposes that the City and Related enter into a 99-year ground lease for the Private Facilities—the residential building and associated parking—and the restaurant component of the Public Facilities. However, in light of the long-term nature of the proposed partnership, Related suggests that the ground lease be extendable for an additional 99-year term to permit conversion of the Private Facilities to condominium ownership at some point during the initial term, should the market move in that direction.

With the exception of the restaurant, which would revert to City ownership at the end of the lease term, the Public Facilities will be built on property excluded from the ground lease, and will thus be owned by the City at all times. The City will grant Related a license to access the property and construct the Public Facilities.

7. FINANCING PLAN

Related's plans to finance the Project through a combination of equity obtained by Related and construction loan debt. Related will be responsible for providing the required equity. Related will itself be responsible for all pre-development costs. The development budget and financing plan are indicated below. Related has developed literally hundreds of projects of this size with this financing approach. See Section 8 for a sampling of Related's successful experience.

Development Budget

Line Item	Cost
New Public Facilities (Hard & Soft)	\$13,465,000
Total Hard Costs (Private)	\$99,397,050
Total Soft Costs (Private)	\$25,137,950
Total	\$138,000,000

Financing Plan

Capital Structure	Amount
Construction Loan (60%)	\$82,800,000
Member Equity (40%)	\$55,200,000
Total	\$138,000,000

8. FINANCIAL PROPOSAL / ECONOMIC IMPACT

In exchange for the ground lease for the Private Facilities and the right to operate the restaurant component of the Public Facilities, Related will develop the Public Facilities at its own expense and will develop the Private Facilities, which will generate substantial new property taxes and sales taxes (through the City's share of the state sales tax) to the City. As reflected in the economic-impact study attached as Attachment F, the Project will generate \$118,485,539 in new ad valorem taxes to the City of Hollywood over the first 50 years and more than \$60 million per year in total annual economic impacts.

Related will also pay the City guaranteed annual rent and percentage rent from both the residential and retail operations, as set forth below. Related's proposed guaranteed annual rent is based on its fee-simple valuation of the property of \$30,000,000—more than five times the current assessed value, and is calculated based on the development cost of the Public Facilities desired by the City, as further detailed below.

a. Property Taxes

Based on the estimated development cost of the Private Facilities, which will be added to the tax roll upon completion, the City will earn approximately \$1 million per year in new ad valorem taxes, which will escalate with time and yield \$118,485,539 in new revenues to the City during the first 50 years of the lease term.

b. Sales Taxes

Based on expected annual retail and restaurant sales of \$6,000,000 and expected annual rental payments to Related for the residential development of \$14,600,000. We anticipate that the City's annual reimbursement from the state of sales taxes collected, pursuant to the Local Government Half-Cent Sales Tax, will equal \$103,000 upon stabilization of the Project.

c. Project Revenues

A key financial benefit to the City of Related's proposal is that it will receive a world-class beachside community center, which the City will be able to rent for special events (such as weddings) and retain all related revenues. Although the Public Facilities are designed for this purpose, the City will ultimately control the extent to which it chooses to leverage these facilities to earn additional revenues.

d. Guaranteed Annual Rent

In addition to the Percentage Rent noted below, Related proposes to pay the City a guaranteed annual rent, based on Related's valuation of the Property of \$30 Million. Importantly, Related is committed to providing the City with the benefit of the \$30 Million fee-simple valuation regardless of how the City chooses to structure the Public Facilities. This truly maximizes the City's flexibility. Based on an estimated development cost of the Public Facilities of \$10,000,000, Related's guaranteed annual rent would be \$400,000.

However, if the City wishes to value engineer the public infrastructure, any savings will be provided to the City as additional rent. .

Additionally, if the City desires to fund all or a portion of the cost to develop the public facilities (including, for example, through the CRA), Related's annual rent will be increased on a proportionate basis.

e. Percentage Rent (Residential)

In addition to the Guaranteed Annual Rent, Related proposes to pay the City 2.5% of gross residential revenues received. Based on expected annual retail revenues of \$14,600,000, this rent payment is estimated to be \$365,000 per year.

f. Percentage Rent (Retail)

Related proposes to pay the City 30% of gross retail/restaurant rental revenues received. Based on expected annual retail revenues of \$250,000, this rent payment is estimated to be \$75,000 per year.

g. Condominium Conversion Option

As noted in Section 4, above, during the term of the proposed partnership, it is possible that converting the Private Facilities from rental units to a condominium would maximize the value of the development to both parties. Related proposes that the Comprehensive P3 Agreement for this project include an option to convert the Private Facilities to a condominium, in which case the ground lease would be extended for an additional 99-year term, and Related would pay the City an agreed percentage of the unit sales.

h. Financial Statements

Related has submitted its financial statements under separate cover as Attachment G. Pursuant to Sections 119.071(1)(c) and 815.045, Florida Statutes, Related's financial statements are confidential and trade secrets and are exempt from disclosure.

9. PROPOSER TEAM QUALIFICATIONS

a. Related Private Development Experience

Related has been improving South Florida's skyline with developments characterized by innovative design and enduring quality that celebrates South Florida's diverse culture and active lifestyles. Since its inception in 1979, Related has built and managed more than 90,000 condominium and apartment residences, providing countless Floridians with places they can proudly call home. Much more than just a place to live, Related's developments are meticulously designed with finishes and amenities that transform buildings into vibrant residential environments.

Related is known for many distinctive developments across South Florida, including Portofino Tower, its first entry into the luxury condominium market in 1994, Yacht Club at Portofino, Murano at Portofino, Murano Grande, Icon South Beach, and Apogee South Beach, to name a few. Additionally, **Related has more experience in Hollywood than any other developer.**

Its developments are often distinguished by groundbreaking partnerships with world-renowned architects, designers, and artists to create residential developments that are recognized as urban landmarks.

In addition to its core business of real estate development, the company operates its own real estate financing, sales and property management subsidiaries. Using its South Florida formula for success, Related is broadening its reach and expanding to other markets.



HYDE BEACH HOUSE
HOLLYWOOD, FLORIDA



HYDE RESORT AND
RESIDENCES
HOLLYWOOD, FLORIDA



APOGEE BEACH
HOLLYWOOD, FLORIDA



TRUMP HOLLYWOOD
HOLLYWOOD, FLORIDA



BALTUS HOUSE
MIDTOWN, FLORIDA



BEACHWALK
HALLANDALE BEACH, FLORIDA



BOCA GRAND
BOCA RATON, FLORIDA



BRICKELL HEIGHTS
BRICKELL, FLORIDA



ICON LAS OLAS
FORT LAUDERDALE, FLORIDA



ICON SOUTH BEACH
MIAMI BEACH, FLORIDA



LAS OLAS BEACH CLUB
FORT LAUDERDALE, FLORIDA



MAREA
MIAMI BEACH, FLORIDA



1100 MILLECENTO
BRICKELL, FLORIDA



50 BISCAYNE
DOWNTOWN, FLORIDA



1400 Biscayne
MIAMI, FLORIDA FLORIDA



APOGEE
MIAMI BEACH, FLORIDA



AQUAZUL
LAUDERDALE-BY-THE-SEA,
FLORIDA



AUBERGE BEACH RESIDENCES
& SPA
FORT LAUDERDALE, FLORIDA



AVENTURA MARINA
AVENTURA, FLORIDA



ICON BRICKELL
BRICKELL, FLORIDA



MURANO AT PORTOFINO
MIAMI BEACH, FLORIDA



MURANO GRANDE
MIAMI BEACH, FLORIDA



MYBRICKELL
BRICKELL, FLORIDA



OCEAN ONE & TWO
SUNNY ISLES, FLORIDA

b. Related Public-Private Partnership Experience

CityPlace, West Palm Beach, FL



Developed by Related Group in collaboration with Related Companies, CityPlace has been the catalyst to transform downtown West Palm Beach into a thriving urban lifestyle destination. Since opening in 2000, the property has become a unique urban model for mixed-use development, winning the ULI Award for Excellence in 2002. Situated next to the Palm Beach County Convention Center and the renowned Kravis Center for the Performing Arts, this 72-acre, Mediterranean-style urban complex features over 60 street-front specialty retail shops, a distinguished collection of restaurants and bars, a 3,000-space parking garage, and an open-air plaza with a distinctive water feature. In addition, CityPlace is home to the Harriet Himmel Theater, the CityPlace Office Tower, a 20-screen Muvico IMAX multiplex cinema, and 420 residences. Total project costs exceeded \$600 million.

To secure the development rights, the land was ground leased from the City of West Palm Beach upon the commencement of construction. Related Group was required to coordinate and work across multiple local municipalities (City of West Palm Beach, the Community Reinvestment Authority, and the Community Development District) to facilitate the development of the entire project and was tasked with the creation of the CityPlace Development of Regional Impact District. In addition, community development bonds were issued in order to finance the significant public infrastructure.

Hudson Yards, New York, NY



Related Companies is the designated developer tasked to create an entire new neighborhood above a 28-acre working rail yard located on the West Side of Manhattan. Upon completion, the project will include more than 20 million square feet of commercial and residential space, state-of-the-art office towers, approximately 5,000 residences, the Culture Shed (see details below), 14 acres of public open space, a 750-seat public school, more than 100 shops, a collection of restaurants, and a 200-room Equinox® branded luxury hotel—all offering unparalleled amenities for residents, employees, and guests. Total construction costs are estimated to equal more than \$20 billion, and the development will create more than 23,000 construction jobs.

The Culture Shed is a technically innovative and remarkably agile 200,000-squarefoot center for artistic and cultural innovation. Designed by Diller Scofidio + Renfro and Rockwell Group with extensive input from artists and cultural leaders, the building is purpose-built for flexibility to accommodate a broad range of activities that cannot be staged anywhere else in New York. The building includes 40,000 square feet of museum quality exhibition space and a large telescoping outer shed structure that slides open using industrial crane technology to create an additional 17,000 square feet of tall open space when needed.

To secure the development rights, Related entered into a 99-year ground lease with the Metropolitan Transportation Authority (“MTA”) for the development air rights above the existing rail yard. Related has worked with and coordinated the development across multiple state and local municipalities, numerous local interest groups, and Amtrak, as well as secured tax abatements for the project.

Loft II Miami, Miami, FL



In the heart of Downtown Miami's Central Business District, the Loft Downtown II offers attainable urban high-rise units with the types of amenities typically found in luxury complexes. It features a stunning two-story entrance lobby and magnificent water and city views of Biscayne Bay, the Port of Miami, and the nightlights of downtown. Loft Downtown II includes concierge services, a fitness center with breathtaking city views, sky terrace and lap pools, a poolside refreshments bar, lava rock sauna room, and aromatherapy steam room.

This 35 story high-rise was completed in December 2007 and was designed abutting the First Street Metromover stop in downtown Miami. Related worked to ensure that construction was completed in accordance with the Metromover requirements.

c. Case Studies

PROJECT NAME: Liberty Square

TEAM MEMBERS INVOLVED

- Jorge Perez
- Matt Allen
- Jon Paul Perez
- Albert Milo



PROJECT DESCRIPTION

RUDG entered into a Master Development Agreement with Miami-Dade County for the redevelopment of Liberty Square and Lincoln Gardens. Liberty Square is the oldest existing public housing site in the United States and is located within the City of Miami. Lincoln Gardens is situated in the unincorporated Brownsville neighborhood of Miami-Dade County.

Liberty Square: The +/- 55 acre Liberty Square site has 709 existing public housing units. The redevelopment plan includes 640 new public housing units, affordable housing and workforce housing units (mixed income) and townhomes available for home ownership.

Lincoln Gardens: The redevelopment plan includes 216 units consisting of garden style apartments, a midrise double-loaded corridor senior building and pocket park. The development plan includes affordable housing, workforce-housing units (mixed income) and townhomes for home ownership. Additional amenities will include a community center and public art (with Miami-Dade County Art in Public Places).

PROJECT START DATE / COMPLETION DATE

Phase 1 - Completed 2019 - Garden Product 204 units.

Phase 2 - Under construction with delivery of 204 units - leasing beginning October 30th with completion 2nd Qtr 2020 - Garden product 204 units.

Phase 3 - Under construction - closed May 29th with delivery in 4th Qtr 2021 - Garden product 192 units.

PROJECT VALUE

Total project cost is estimated at \$307MM.

RELEVANCE

Liberty Square is a complex public/private partnership that includes substantial public benefits and complex phasing to ensure that no tenants are relocated during the comprehensive redevelopment of the site.

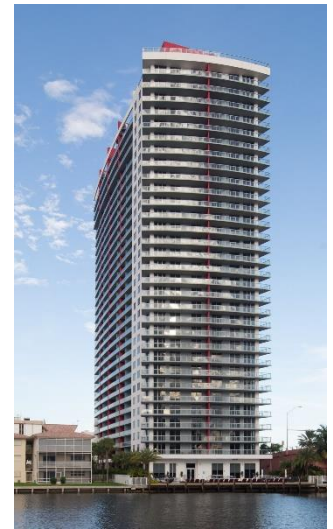
PROJECT NAME: Beachwalk

TEAM MEMBERS INVOLVED

- Jorge Perez
- Matt Allen
- Jon Paul Perez
- Eric Fordin

PROJECT DESCRIPTION

Designed by the internationally renowned Pininfarina and located along the shores of the Intracoastal Waterway in Hallandale Beach, Beachwalk, with both hotel and residential options, offers easy access to a wide range of shopping, dining, sporting and entertainment options just beyond the perimeter. Guests have access to an infinity-edge pool next to the Beachwalk Bar and Grill; a state-of-the-art, fully equipped fitness center; a 32nd-floor amenity deck with private cabanas and an infinity-edge pool overlooking the ocean; and an exclusive beach club with restaurants on the sand.



PROJECT START DATE / COMPLETION DATE

Completed in 2017

PROJECT VALUE

Total project cost is estimated at \$119.4MM.

RELEVANCE

Beachwalk (300 unit multifamily project); built a new park in North Beach Hallandale and concession/restaurant open to the public



PROJECT NAME: Hallandale Beach Club

TEAM MEMBERS INVOLVED

- Jorge Perez
- Matt Allen
- Jon Paul Perez
- Eric Fordin

PROJECT DESCRIPTION

The Beach Club Hallandale located on the shoreline. It has a resort style heated pool and spa overlooking the ocean. It features a two-story lobby entrance designed by world-renowned Yabu Pushelberg in the two towers.



On July 30th, 2012 we executed a development agreement with the City of Hallandale Beach which allowed for a 31 story (305'-4") tower consisting of 84 condominiums and 216 all-suite condo hotel units (432 keys) and related amenities. As a part of this development agreement, the city granted us the operating and management of the North Beach Park Concession in consideration of a minimum \$2.5M investment in the construction of the North Beach Park improvements. As a part of the development agreement the developer has agreed to employ 10% of local residents for construction and permanent positions.

Hyde Beach Kitchen + Cocktails attracts locals, hotel guests and residents alike. The 28,000 3 story structure located at 111 South Surf Rd in Hallandale Beach FL. The first floor offers an outdoor bar and food service area along the north elevation of the facility and a boutique retail pavilion on the south elevation of the facility. The 2nd floor features a 250 seat indoor/outdoor restaurant designed by Debora Aguiar. The 3rd floor will feature a lounge area whose access will be restricted to unit owners of the aforementioned projects and/or locals that decide to purchase day pass memberships. As part of our operating agreement with the City of Hallandale Beach we are providing Hallandale Beach residents for discounts of 10% on food and 20% on chaise and umbrella services to the beach.

PROJECT START DATE / COMPLETION DATE

Completed in 2015

PROJECT VALUE

Total project cost is estimated at \$119.4MM.

RELEVANCE

Related developed a community center and a fire station as part of our approvals for 1,300 units (condo)





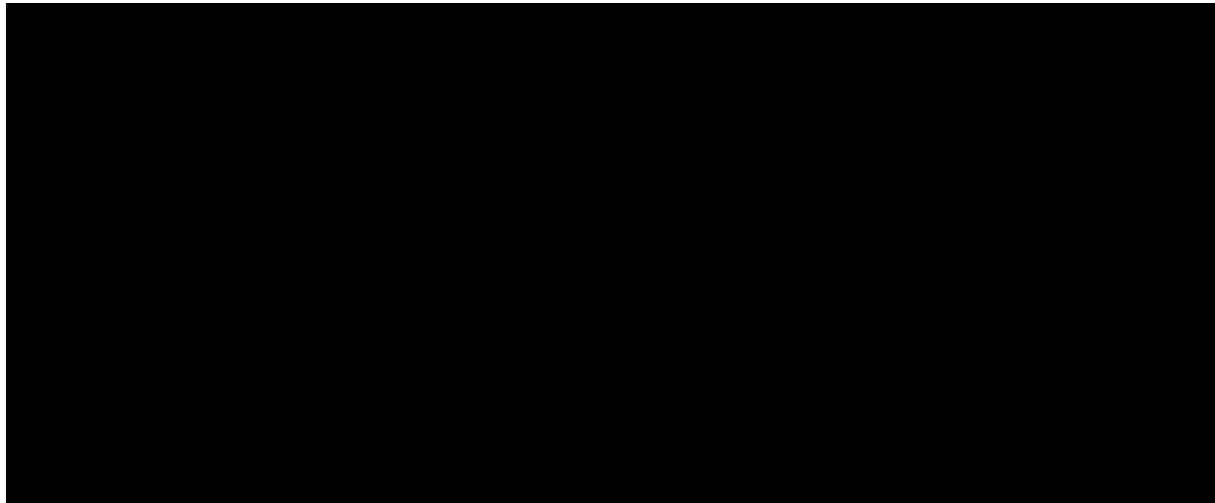
September 21, 2020

City of Hollywood

Re: RFP to Develop Public and Private Facilities at 1301 S. Ocean Drive, Hollywood, FL

To Whom It May Concern:

We are writing this letter of reference on behalf of The Related Group and its various subsidiaries.



Sincerely,

A handwritten signature in black ink that reads "Kim Abreu".

Kim Abreu
Senior Vice President
Real Estate Banking



Public Housing and Community Development

701 NW 1st Court, 16th Floor
Miami, FL 33136-3914
T 786-469-4100 • F 786-469-4199

miamidade.gov

September 24, 2020

To Whom It May Concern:

Over the past 8 years, Related Urban Development Group (RUDG) has worked closely with Miami-Dade County under the auspices of its Department of Public Housing and Community Development (PHCD), a department that I have led since 2014. Our partnership has literally transformed neighborhoods that for years have experienced disinvestment, into new inclusive mixed-income communities which also incorporate a variety of uses and amenities, and have covered over 2,000 units, with thousands more in the queue.

Examples of this include the nationally recognized redevelopment of Liberty Square, a 57 acre tract in central Miami that consisted of approximately 700 units of substandard public housing and is being recreated into 1,455 state-of-the-art housing units of which at least 60 will be homeownership townhouses. By the end of October 2020 two phases of this project consisting of 408 units will have been completed, all within budget and without any forced displacement of existing residents.

Another project that demonstrates the creativity and capacity of RUDG to handle major undertakings, is the redevelopment and master planning of the 22-acre 800-unit public housing property along the Miami River across from the Marlins Stadium. Working collaboratively with Miami-Dade County and City of Miami elected officials and planning and zoning agencies, RUDG helped to navigate through complex regulatory and legal issues to create a development framework that will result in a new community of almost 2,500 housing units for various incomes, age groups, and the disabled. It will also include a major promenade, river walk, and significant space for commercial, retail, and restaurant establishments.

Already, RUDG has completed the 104-unit Martin Fine Villas that houses seniors, many of which have severe disabilities. This building is notable for its one-of-a-kind six foot wide wheelchair ramp that is totally enclosed and scales the full seven stories of the structure. In addition, there are currently two other buildings under construction, with another to start in early 2021. For all of PHCD's projects involving RUDG, financing needs have been met using both debt and equity, as well as the newest financing tools such as Qualified Opportunity Zone Funds.

I have been a real estate development practitioner for over 40 years, and I can unequivocally state that RUDG is in the very top tier of organizations, not just in Florida, but in the country, that can make good on promises and understands that in partnering with government, especially in housing development, transparency and effective engagement with the community are essential to successful outcomes.

Subject to all required assessment and review processes, if the opportunity to work with RUDG arises for your community, I would have no hesitation in supporting that choice.

Should you have any questions, please do not hesitate to contact me at 786-469-4106.

Sincerely,

A handwritten signature in black ink, appearing to read 'Michael Liu', with a stylized flourish at the end.

Michael Liu
Director
Miami-Dade County
Public Housing and Community Development

C: Albert Milo, President of Related Urban Development Group



Rebecca M. Cox
Senior Vice President

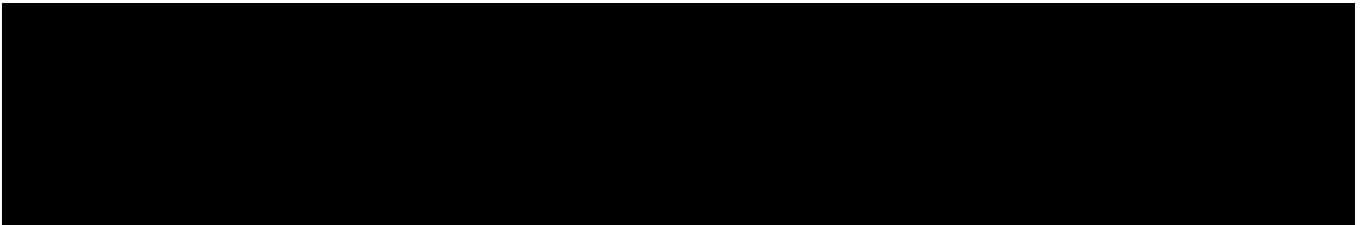
SunTrust now Truist
777 Brickell Ave., 9th Floor
Miami, FL 33131
Tel 305-579-7126
rebecca.cox@suntrust.com

September 21, 2020

c/o Ben Gerber
The Related Group
315 S Biscayne Blvd., 4th Floor
Miami, FL 33131

Re: Related Group's Proposal to Develop Public and Private Facilities at 1301 S. Ocean Drive in Hollywood, Florida.

Dear Sir/Madam:



Sincerely,

A handwritten signature in blue ink, appearing to read "Rebecca M. Cox".

Rebecca M. Cox
Senior Vice President
SunTrust now Truist

d. Architectonica Experience

Arquitectonica is a major presence on the world architectural stage. From its founding in 1977, the firm received immediate critical and popular acclaim, thanks to its introduction of bold modernism that was directly identified with a renaissance in Miami's urban landscape. Principals Bernardo Fort-Brescia and Laurinda Spear have continued exploring and pushing the limits of their innovative use of geometry, pattern, and color to introduce a new brand of humanistic modern design to the world.

Forty-two years after its founding, Arquitectonica has over 800 architects, landscape architects, planners, interior designers and industrial designers with projects in 54 countries around the world. Arquitectonica is known as one of the pioneers of globalization in the architecture profession. It has offices in Miami, New York, and Los Angeles, and 7 international offices in Europe, the Middle East, Southeast Asia and South America. Its work is widely recognized through publications and exhibits, and its roster of clients includes leaders of both the public and private sectors. Sherri Gutierrez is assigned to the Project, and her experience and qualifications can be found at the end of this section.

ARQUITECTONICA Brickell City Centre Miami



ARQUITECTONICA Aquilina & Aquivista at Bayside Toronto





e. Bilzin Sumberg Experience

Public-Private Partnership Practice:

A pioneer in the Florida P3 arena, Bilzin Sumberg continues to push the boundaries of the P3 model to solve some of the region's most pressing infrastructure needs. Bilzin Sumberg's core P3 team prides itself on innovation and "out of the box" solutions to P3 project development and finance, and the Firm has been selected as a finalist for "Legal Advisor of the Year" in the Americas for five years in a row.

The P3 team has been at the forefront of the Florida P3 industry, advocating for greater adoption of P3 legislation and creating 'best practices' models others can exemplify. The team is currently serving as transactional counsel to project sponsors in connection with approximately \$4 billion in P3 infrastructure projects.

Bilzin Sumberg's P3 experience includes a wide variety of asset classes, including public-transportation, water, and energy (including waste-to-energy) facilities, as well as a spectrum of social infrastructure projects, including government offices, courthouses, recreation facilities, public parking, and public housing.

Land Use & Zoning Practice:

Bilzin Sumberg has represented foreign and domestic owners, developers, and investors across Florida, the product of which has literally reshaped the skyline of our community. Working closely with government and regulatory agencies, developers and landowners, our attorneys examine, interpret and help establish land use policy.

The Land Development & Government Relations Group represents clients through all aspects of the government regulatory approval and permitting process, including planning and zoning applications, developments of regional impact, development agreements, and complex environmental and land use permitting.

Our Land Development & Government Relations Group conducts due diligence evaluations, to make an assessment of applicable laws, permitted uses, viability of permits and approvals, restrictions or limitations regarding changes to or expansions of current uses and the existence of vested rights. These evaluations assist lenders and developers in determining the value of properties and loans. We have extensive experience handling land use litigation, and, when necessary, we protect our clients' property rights in the courtroom or in administrative proceedings.

Recent relevant representations include:

- Conversion of Executive Golf Course in Hollywood, Florida: Representation of owners of the Hillcrest Golf & Country Club in Hollywood in a series of public hearing applications to convert a nine-hole executive golf course into a 648-unit residential development.
- \$300+ Million Public Housing Public-Private Partnership (P3) Project in Miami: Representation of Related Urban Development Group, a developer of affordable housing, in a \$300+ million public housing P3 redevelopment project, "Liberty Square Rising," the first P3 public housing project in Miami-Dade County which establishes a new model for the design, construction, financing, operation, and maintenance of large-scale public housing developments and related social services. The Bilzin Sumberg team successfully navigated through a contested and complex procurement process, ultimately securing P3 development rights for the 50-acre project located in the City of Miami. After award, the Bilzin Sumberg team successfully negotiated a complex P3 development agreement, which includes several novel provisions and is the first of its kind, with the Miami-Dade County Attorney's Office.
- \$4 Billion, 185-Acre Development Solē Mia Miami in North Miami: Representation of Oleta Partners, LLC, a joint venture comprised of affiliates of the LeFrak Organization and Turnberry Associates, in the successful negotiation of the long-term ground lease and complicated leasehold financing for a 185-acre brownfields redevelopment site in the City of North Miami, Florida. The client intends to redevelop the property as a \$4 billion multi-use master development, known as Solē Mia Miami. The current City-approved plans include over 4,000 multifamily and residential units; approximately 1,200,000 square feet of retail commercial mixed-use space, a 4-star, 150-room hotel and over 7.2 acres of open space park, including sports facilities, playgrounds, and a 13.7-acre passive park.
- \$250 Million Luxury Surfside Oceanfront Condo Development, Arte by Antonio Citterio: Representation of international real estate development group in the site plan and design review and approval process for its first project in South Florida. Arte by Antonio Citterio, a \$250 million, 12-story condominium tower in Surfside, will feature 16 units sized from 5,500 square feet and up, and a separate garage and amenities building across the street. Through transparent communication and outreach with town staff, consultants, and neighbors of the proposed development, the Bilzin Sumberg team successfully guided the developer through the planning process to a positive recommendation by the Surfside Planning and Zoning board and an approval by the town commission.
- \$1 Billion Public-Private Partnership Redevelopment of Bridgeport Landing Development and Marina in Connecticut: Representation of real estate developer Bridgeport Landing in the \$1 billion Public-Private Partnership redevelopment of a mixed-use project, situated on the 52-acre Steel Pointe peninsula in Bridgeport, Connecticut. The redevelopment will include a 2.85 million square foot complex of approximately 1,100 apartments, a hotel tower, 250,000 square feet of offices, 650,000 square feet of retail space and restaurants, garage and surface parking for up to 4,000 cars, a town square and lighthouse, a 375-boat slip marina, a 50-foot-wide boardwalk, a movie theater, and possibly, a heliport. Proposed to be built over a 10 to 15 year period, the project will bring the City of Bridgeport approximately \$950 million in private investment.

f. Moffatt & Nichol Experience

Moffatt & Nichol, founded 75 years ago, is a global infrastructure advisory firm providing practical solutions to clients in markets around the world. We have 45 offices from coast to coast and around the world with more than 850 employees, many of whom specialize in natural and built environments where land meets water. This staff includes the largest collection of coastal engineers of any consulting firm in the United States. As industry trendsetters at the forefront of technical innovations, efficiencies, and emerging trends, our professionals maintain the highest degree of readiness and competency to meet our clients' present and future needs. Our clients are provided with thoroughly integrated projects completed under exacting quality control standards by utilizing highly experienced personnel in key disciplines. Client satisfaction is illustrated by the fact that more than 80 percent of our work is completed for repeat clients.

We founded our Miami office in 2013; in 2015, the firm brought in additional expertise through Tim Blankenship (engineering focus) and Christy Brush (environmental/permitting) to grow our South Florida

services with a focus on marine and coastal projects. Today, we have 55 Florida-based professionals working on coastal engineering and construction, environmental permitting, marine works, and transportation infrastructure projects for public and private- sector clients.

Our reputation for excellence in the coastal and marine engineering and environmental permitting fields has been built on years of experience working on complex and challenging projects along the world's coastlines. Today, the firm offers clients an elite, influential staff of engineers, planners, and scientists who are recognized for solving global and local issues related to coastal, estuarine, and riverine systems. Moffatt & Nichol also brings unmatched experience in numerical modeling of the physical processes that challenge projects in these settings, using advanced numerical modeling techniques to optimize infrastructure design for performance and cost-effectiveness.

g. John Moriarty & Associates of Florida Experience

John Moriarty & Associates of Florida (Moriarty) is a general contracting and construction management company specializing in luxury high-rise residential, hospitality, cultural/institutional, office, multifamily, and commercial mixed-use projects.

Moriarty has been in the South Florida market since 1990 and has successfully completed over 250 new construction projects totaling over 65 million square feet. Moriarty is consistently selected by prolific developers to build the region's most high-profile, complex and landmark projects.

Principal: John Leete, Executive Vice President

Mr. Leete is responsible for Moriarty's Florida operations. He has been with the firm since 1988.

Relevant Jobs that JMA and Related have completed within the past 10 years:

Park Grove – 279 Luxury condominium units in Coconut Grove, FL. Combined TDC- \$586M

Apogee Beach - 49 unit condo - TDC: \$42.6M

Beachwalk – 300 Condominium Units – TDC: \$119.4M

Hyde Resort and Residences Resort – 40 unit condo / 367 resort units – TDC: \$247M

Hyde Beach House – 77 condo units and 265 resort condo units – TDC: \$218M

SLS Brickell – 453 condo units, 124 hotel rooms and 3 CUs – TDC: \$215M

SLS Lux - 450 units & 84 suites and 2 CU – TDC: \$371M

h. Key Personnel Resumes



ERIC FORDIN

Senior Vice President of Development, Related Group

Eric Fordin is a Senior Vice President of Development at Related Group. His commercial real estate experience spans more than 25 years, with specialization in the acquisition, entitlement, development, financing, leasing, sales, and management of multifamily and mixed use development projects.

Since joining Related in 2004, Mr. Fordin has been involved in the development, from concept through construction completion, of over 2,000 units with a value in excess of \$3 billion. These projects include the Residences by Armani Casa, Hyde Resort & Residences, Apogee Beach,

Beachwalk Resort & Residences, Hyde Beach Kitchen + Cocktails, Hyde Beach House, Loft and Loft 2.

His oversight responsibilities include negotiating land acquisition and partnership agreements, developing and administering budgets, and overall management of the development process. He also directs teams of general contractors, architects, engineers, designers and other consultants to realize Related projects.

After earning a bachelor's degree in sociology from the University of South Florida, Mr. Fordin attended New York University where he completed real estate-related courses in project management, cash flow analysis, and construction essentials for owners and developers.

NICHOLAS PÉREZ
Vice President, Related Group



Nicholas Pérez currently serves as a Vice President for The Related Group, involved across all facets of the firm, including the condominium, international development, market-rate rental and affordable housing divisions. His responsibilities include overseeing the day-to-day operations of various marquee rental and condominium developments throughout South Florida, as well as working alongside senior executives to identify new business opportunities, partnerships, development techniques and more.

In addition, Pérez sits on Related's Executive Committee and takes part in their monthly board meetings, where the various division heads discuss all aspects of the company, including the more than 70 projects currently under development worldwide.

Prior to joining Related, Pérez lived in New York and spent eight years establishing his career in real estate development. From 2013 to 2017, he worked with the Related Companies in Manhattan, where he focused on rental and condominium development across a wide spectrum of properties, including 261 Hudson and 15 Hudson Yards.

Nicholas is a graduate of Loyola Marymount University, where he received bachelor's degree in Business Administration. He is currently pursuing an Executive MBA from Kellogg School of Management at Northwestern University with plans to graduate in 2020.

Arquitectonica is widely recognized as a signature architectural firm for its ability to create waterfront buildings of memorable imagery and designs that create an identity and makes a statement about the place.

With offices in Miami, New York, Los Angeles, Paris, Hong Kong, Shanghai, Manila, Lima and Sao Paulo, Arquitectonica is a major presence on the world architectural stage. Founded in Miami in 1977, the firm received critical and popular attention and acclaim almost from its inception, thanks to a bold modernism that was immediately identified with a renaissance in Miami's urban landscape.

Arquitectonica and its team of designers continue exploring and pushing the limits of its innovative use of geometry, pattern, and color to introduce a new brand of humanistic modern design to the world. Today the firm spans the globe, with projects in 59 countries on five continents. Arquitectonica has 650 architects, landscape architects, planners, interior designers and industrial designers globally. Arquitectonica is known as one of the pioneers of globalization in the architecture profession. The firm is widely acknowledged for the design of world-class buildings in major cities including Toronto, Miami, New York, San Francisco, Los Angeles, Paris, London, Sao Paulo, Buenos Aires, Singapore, Hong Kong and Shanghai.

MIXED-USE EXPERIENCE

Increasingly, people are moving from rural areas to cities in search of the twin goals of better economic opportunities and enriched lifestyles. Arquitectonica seeks to be at the forefront of this shift by designing mixed-use developments that serve the myriad needs of these fast-growing cities, from multi-family, high-rise housing with luxury amenities to walkable neighborhoods that feature retail, cultural, commercial and open spaces. We strive to create experience-rich, socially-dynamic communities that bring people together to life, work, entertain and play.

CULTURAL ARTS EXPERIENCE

The firm has designed a wide range of civic and other cultural building types including performing arts complexes, museums, cultural centers, symphony and opera houses, recital halls, playhouses, black box theaters, such as the South Miami-Dade Cultural Performing Arts Center, the East Los Angeles College Performing Arts & Cultural Campus, and the Irvine Valley College Performing Arts Center. Arquitectonica and H3, the wholly owned cultural and performing arts studio of Arquitectonica, have collectively designed more than 100 civic and cultural arts projects including a multitude of museums and exhibition galleries.

Sherri Gutierrez, AIA, LEED AP
PRINCIPAL AND MIAMI OFFICE DIRECTOR

ARQUITECTONICA

EDUCATION

Master of Architecture
Tulane University, 2001

Bachelor of Architecture
Tulane University, 1996

REGISTRATIONS

Registered Architect: Florida
National Council of Architectural
Registration Boards
LEED Accredited Professional

AFFILIATIONS

American Institute of Architects, Member

As Arquitectonica's Miami Office Director, Sherri Gutierrez has worked on a number of Arquitectonica's most prominent mixed-use projects nationwide, as well as international award-winning projects totalling several million square feet. Ms. Gutierrez has extensive experience with various types of projects including waterfront mid and high-rise residential, hospitality, mixed-use, cultural, retail, and recreational. As the main point of contact for clients and consultants, her responsibilities include overseeing the project from schematic design, through design development to the completion of construction documents, as well as managing our role during the construction administration services.

RELEVANT MIXED-USE PROJECT EXPERIENCE (SELECT LISTING)

Oasis Hallandale, Hallandale Beach, Florida
Brickell City Centre, Miami, Florida
Ritz-Carlton Resort, Spa and Residences, Fort Lauderdale, Florida
Sabbia Beach, Pompano Beach, Florida
Gulfshore Playhouse, Naples, Florida
Canyon Ranch Resort and Residences, Miami Beach, Florida
Paraiso Bay, Paraiso Bayviews, One Paraiso, Grand Paraiso, Miami, Florida
SLS Brickell Hotel and Residences, Miami, Florida
Hyde Midtown Hotel and Residences, Miami, Florida
Icon Brickell Residences and Viceroy Hotel, Miami, Florida
SLS Lux Residences & Hotel, Miami, Florida
One Island Park, Miami, Beach, Florida
Icon Brickell Residences and Viceroy Hotel, Miami, Florida
Latitude Residential & Office Towers, Miami, Florida
Marina Blue Mixed-Use Development Miami, Florida
500 Brickell Mixed-Use Development, Miami, Florida
Brickell Heights, Miami, Florida
Manor Riverwalk, Tampa, Florida



Christy J. Brush

Environmental Regional Manager

KEY FEATURES

22 years of Environmental
Regulatory Compliance
Experience

Marine/Coastal/Waterfront
Project Specialist

EDUCATION

BS, Marine Science, Eckerd
College, 1996

AFFILIATIONS

Geological Society of America
NAEP, National Association of
Environmental Professionals

SFAEP, South Florida
Association of Environmental
Professionals (Past Board
Member)

ASBPA, American Shore and
Beach Preservation Association

FSBPA, Florida Shore and Beach
Preservation Association

Urban Land Institute

PRESENTATIONS

"FDEP Coastal Construction
Permitting: A Consultant's
Perspective," C. Brush.
Presented at the Florida
Chamber of Commerce's
Environmental Permitting
Summer School Conferences
1999-2019.

"Hurricanes! Impacts on Coastal
Communities, Practical
Implications from a Policy and
Regulatory Perspective," C.
Brush. Presented at the Florida
Chamber of Commerce's Growth
Management, Energy, Climate
Change and the Environment
Short Course, 2009.

"Development within Florida's
Coastal High Hazard Areas: DEP
Coastal Construction
Permitting," C. Brush. Presented
at the Florida Chamber of
Commerce's Growth
Management and
Environmental Permitting Short
Course, 2007.

EXPERIENCE

Ms. Brush provides a range of client/stakeholder coordination, project strategy, and project management functions in her role as Environmental Regional Manager for Moffatt & Nichol. Her 22 years of experience includes coordination among project teams and regulatory agencies to acquire local, county, state, & federal permits. This experience includes a variety of projects in the coastal, waterfront, and marine environment involving coastal/waterfront resorts, residential/mixed-use structures, parks/other recreational facilities, docks & marinas, beach nourishment, stabilization/maintenance of inlets, beach, and inland shorelines including protective structures, stormwater drainage systems, coastal/marine habitat restoration, and other environmental enhancement projects.

Ms. Brush is an expert in the field of Florida Department of Environmental Protection (FDEP) Coastal Construction Control Line (CCCL) Permitting, Florida Building Code (FBC) Coastal Construction Section, and FBC/local flood code compliance. She has secured FDEP CCCL permits for more than 120 major oceanfront projects in her 20+ years of working intensively in this specific market. She has an in-depth understanding of the many regulations and procedures governing coastal/waterfront construction and has supported many precedent-setting projects. In the 2017 Florida Building Code (FBC) update cycle, Ms. Brush assisted with writing code and technical guidance for a substantial update/clarification to the Section 3109 Coastal Construction regulations. As the Director of Environmental/Permitting with Coastal Systems International, Inc., Ms. Brush established strategy and oversaw implementation of all permitting projects completed between 1999 and early 2015 for the firm.

REPRESENTATIVE PROJECT EXPERIENCE

Coastal/Marine Engineering/Consulting Services, City of Hollywood, Florida. Project manager in consultancy role to the Hollywood Beach Community Redevelopment Agency (CRA), primarily providing input regarding flood and coastal regulatory policies and risk mitigation within the CRA District. Prepared a Dune Master Plan that addresses dune maintenance/creation goals set forth in the 2017 Hollywood Sustainability Action Plan. The Plan outlines a management approach for dune projects with immediate and long-term shore protection, ecological, and aesthetic benefits, while also developing guidelines for design, permitting, funding, and maintenance. Completed initial permitting feasibility assessment relative to extending the City's Boardwalk path to the south for supplemental public beach access. Completed assessment of permitting feasibility relative to installation of a public "day dock" along the ICW for water-based access to the barrier island.

57 Ocean, Miami Beach, Florida. Provided consulting/lobbying services representing private development Client to work with City of Miami Beach staff in the development of new Sea Level Rise and Resiliency Review Criteria. Included precedent-setting permitting of a minor structure sales center on the oceanfront.

Managed processing of a FEMA CLOMR and LOMR based on fill to modify the proposed condominium structure's effective flood zone from a partial AE flood zone to an X zone. Services included coordination with design team relative to fill activities meeting base flood elevation requirements and coordination with the local municipality.

Oversaw FDEP CCCL permitting of a new condominium with subgrade parking, a pool deck/amenity area, placement of ~26,000 c.y. of sand on the beach, and associated FWC exterior lighting approval to reduce impacts to nesting/hatchling marine turtles, as well as permitting of a sales center to be operational onsite during construction.

The Savoy Hotel, Miami Beach, Florida. FDEP CCCL permitting for dune re-grading and landward relocation of a segment of on-grade shore-parallel public paver Beachwalk path running along the west side of the sand dune in Miami Beach to mitigate runoff concerns associated with an existing steep landward dune slope. Includes mitigation design for unavoidable dune vegetation impacts and FWC approval of turtle-friendly lighting along the path on the sand dune. Schematic design and FDEP CCCL permitting strategy in progress for upcoming major hotel redevelopment project.

The Raleigh Hotel, Miami Beach, Florida. Secured FDEP CCCL Permit for historical hotel site renovation while with prior firm, including placement of excess excavated sandy material on the

beach. Currently working with new owner on a larger-scale site redevelopment scheme with a property assemblage that additionally includes the Richmond and South Seas Hotel properties.

Fendi Chateau, Surfside, Florida. FDEP CCCL modification to existing open permit for amenity renovations including beach access/dune modifications. Services provided also include FWC exterior lighting coordination, approval, and associated inspections for the development. FDEP CCCL permit for street end renovations, including art installation.

Residences by Armani/Casa, Sunny Isles Beach, Florida. Senior environmental manager for 56-story high-rise oceanfront condominium project including FDEP CCCL Permitting and Joint Coastal Permitting support for placement of approximately 28,500 c.y. of excavated sand in a local truck haul beach maintenance project. Site-specific 30-year erosion projection setback analysis completed and approved by FDEP CCCL Engineering Section. Includes assessment of flood risk, approval of dune restoration design and lighting for marine turtle protection.

Four Seasons Hotel, Ft. Lauderdale, Florida. Senior environmental manager overseeing FDEP CCCL permitting, FWC exterior lighting approval, and FBC / flood regulation compliance review for a mixed-use oceanfront luxury hotel development. Services include coordination with the Parks Department, City, and County for placement of sandy material on the adjacent beach, dune creation and mitigation efforts.

Estates at Acqualina, Sunny Isles Beach, Florida. Senior environmental manager overseeing the FDEP CCCL permitting process for a large-scale mixed-use oceanfront development with two 600-foot ultra-luxury condominium towers and shared amenity pedestal / below-grade parking garage. Other services include FWC exterior lighting approval, Florida Building Code / flood regulation compliance review, and coordination with agency and municipal representatives for placement of sandy material on the adjacent beach.

Varadero Oceanfront Development, Sunny Isles Beach, Florida. Senior environmental manager for double tower high-rise oceanfront condominium project including FDEP CCCL Permitting and Joint Coastal Permitting support for placement of excavated sand in a local truck haul beach maintenance project. Coastal armoring structure management and phased permitting strategies established to support the client's project financial plan and schedule. Oceanfront sales center permitting.

The Diplomat Resort & Spa, Hollywood, Florida. Assisting the developer in obtaining FDEP CCCL Permit authorizations for proposed hotel renovations and pool deck improvements in phases to minimize agency processing to the greatest extent possible. Includes approval of lighting for marine turtle protection.

Florida Building Code (FBC) Update – Section 3109 Coastal Construction. Provided special consulting services to the law firm of Greenberg Traurig, P.A. on behalf of a coalition of private development clients to draft new/clarified language in coordination with the State of Florida Department of Emergency Management's consultant and the FDEP for the Coastal Construction section of the FBC as part of the 2017 update cycle.

Mansions at Acqualina Condominium, Sunny Isles Beach, Florida. Negotiated "seasonal lighting" approval with the DEP and FWC for white and decorative lights to be used onsite outside the marine turtle nesting season.

3550 S. Ocean Blvd. Redevelopment, South Palm Beach, Florida. Senior environmental manager for oceanfront site redevelopment, including condominium construction with offsite beach fill in the Town of Palm Beach. Secured FDEP CCCL permit for seawall major renovation (replacement) project and established FDEP CCCL permitting strategy for upland site redevelopment with former firm.

Hampton Inn, Daytona Beach, Florida. FDEP CCCL Permitting for oceanfront hotel renovation project. Includes approval of lighting for marine turtle protection.

The Ritz-Carlton, Naples, Florida. FDEP CCCL Permitting for oceanfront hotel renovation project. Included approval of lighting for marine turtle protection and flood code compliance consulting services. Includes site-specific coastal engineering analysis.

REPRESENTATIVE PROJECT EXPERIENCE WITH FORMER FIRM

87 Park Condominium, Miami Beach, Florida. DEP coastal construction control line permitting, Florida Building Code coastal section compliance review, and flood regulation compliance review for condominium project. Included precedent-setting permitting of a minor structure sales "tent" on the oceanfront, beach fill approval of lighting for marine turtle protection.

Faena Hotel (f.k.a. Saxony Hotel) Redevelopment, Miami Beach, Florida. DEP coastal construction control line permitting and Florida Building Code coastal section compliance review for mixed use project including flood code compliance retrofit. Included approval of lighting for marine turtle protection.

Marriott EDITION (f.k.a. Seville Hotel), Miami Beach, Florida. DEP coastal construction control line permitting and flood regulation compliance review for oceanfront hotel renovation project. Included approval of lighting for marine turtle protection.

SoHo Beach House, Miami Beach, Florida. DEP coastal construction control line permitting with marine turtle-friendly lighting approval and flood regulation compliance review for oceanfront hotel/private club project.

321 Ocean Dr. Condominium, Miami Beach, Florida. DEP coastal construction control line permitting and flood regulation compliance review for exclusive multi-family residential project with recreational amenities. Included approval of lighting consistent with marine turtle protection regulations.

Caribbean Hotel and Condominium, Miami Beach, Florida. DEP coastal construction control line permitting, Florida Building Code coastal section compliance review, and flood regulation compliance review for mixed use project with dune restoration component. Included approval of lighting consistent with marine turtle protection regulations.

The Ritz Carlton South Beach, Miami Beach, Florida. Redevelopment of historic structure combined with new oceanfront resort project. Provided coastal permitting services for historical hotel site redevelopment, including approval of lighting for marine turtle protection. Flood code compliance consulting included floodproofing retrofit for the hotel and retail spaces.

South Point Park, Miami Beach, Florida. Environmental/Permitting manager for 16-acre, multi-purpose oceanfront recreational park redevelopment project that included structural, hardscape, and landscape improvements. Secured FDEP CCCL Permit and approval for lights consistent with marine turtle protection regulations.

The Continuum II, Miami Beach, Florida. DEP coastal construction control line permitting and flood regulation compliance review for multi-family residential project with recreational amenities. Included approval of lighting consistent with marine turtle protection regulations.

The Bath Club, Miami Beach, Florida. DEP coastal construction control line permitting and flood regulation compliance review for multi-family residential project with recreational amenities. Included approval of lighting consistent with marine turtle protection regulations.

The Porsche Tower Condominium, Sunny Isles Beach, Florida. DEP coastal construction control line permitting and flood regulation compliance review for residential project with recreational amenities. Included approval of lighting consistent with marine turtle protection regulations.

The Surf Club – Four Seasons Resort & Residences, Surfside, Florida. DEP coastal construction control line permitting, Florida Building Code coastal section compliance review, and flood regulation compliance review for oceanfront condominium project with dune restoration and beach fill component. Included approval of lighting consistent with marine turtle protection regulations.

City of Hollywood FBC Declaratory Statement, Hollywood, Florida. Supported the City of

Hollywood and Greenberg Traurig regarding FBC Declaratory Statement related to Section 3109 Coastal Construction regulations. Affirmed ability to rely on historical FDEP interpretations/precedent related to use between the FEMA/FBC design flood elevation and FDEP 100-storm wave crest elevation.

The Regent, Bal Harbour, Florida. DEP coastal construction control line permitting, Florida Building Code coastal section compliance review, and flood regulation compliance review for mixed-use luxury resort project with dune restoration component and turtle-friendly lighting.

Regalia Condominium, Sunny Isles Beach, Florida. DEP coastal construction control line permitting and flood regulation compliance review for condominium project with dune restoration component and turtle-friendly lighting.

Jade Signature Condominium, Sunny Isles Beach, Florida. DEP coastal construction control line permitting and flood regulation compliance review for condominium project with dune restoration component and marine turtle-friendly lighting.

9. FORMS