

Chateau Group  
September 28<sup>th</sup>, 2020

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# Proposal for City of Hollywood

Prime Oceanfront Redevelopment  
Opportunity

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# I. Executive Summary

This proposal is submitted by Chateau Group, established in the United States in 2001 a South Florida based ultra-luxury condominium and mixed-use real estate development firm. Chateau Group, a subsidiary of Grupo Chateau Argentina, has vast experience in both residential and retail in south Florida and across the Americas. Having developed above twenty million square feet over four decades.

Chateau spearheaded a best class team for the City of Hollywood redevelopment opportunity on city owned property. The Miami based team consists of Manuel Grosskopf CEO, Esteban Koffsmo, Director / Vice president of Development and Construction, Walter Fischer as CFO, Santiago Agardy Vice president of Construction, Eran Ben David, Construction Manager and Eduardo Klinger as Director of Sales. The team is based in Miami and has recently completed the Ritz Carlton Tower in Sunny Isles Beach. Chateau Group has conducted conceptual design and economic evaluation. As a result, Chateau proposed a development program as follows:

Chateau proposes to:

- Donate the city three land parcels. Totaling 3.72 Gross Acre
- Compensate the city for the difference in land value in square footage in cash Ten Million one hundred and forty-eight thousand one hundred and six dollars (\$10,148,106)
- Build at its own cost and expense or contribute up to a maximum of \$3,750,000 a Community center of 25,000 square feet as described in the RFP in a land chosen by the city but proposed in the package as part of the architecture project (see Appendix)
- Build a parking structure for up to 275 cars and a retail space of approx. 9,000 square feet for the city and its residents in one of the lands that Chateau Group is contributing as described in the approximately or contribute up to a maximum of five million sixty six thousand two hundred and twenty five dollars (\$5,066,225).
- Built a Park and playground on the 'north' lot contributed by Chateau as described in detail in the Appendix or contribute to the city or contribute up to a maximum of One million dollars (\$1,000,000).

Chateau in exchange:

- Form a new development entity and receive, in exchange, the Land described in the RFP and would have full and irrevocable ownership of the land to build a mix use project as proposed in the exhibit attached.

THE TOTAL VALUE OF GROUP'S LAND AND THE MONETARY CONTRIBUTION EXCEEDS FORTY MILLION DOLLARS (\$40,000,000). THIS NUMBER DOES NOT INCLUDE BROKERS FEE NOR APPLICATION FEE. THE VALUATION OF THE 9,000 SQUARE FEET RETAIL THE DEVELOPER IS BUILDING FOR THE CITY EXCEEDS SIX MILLION DOLLARS (\$6,000,0000). THE YEARLY REVENUE FOR THE CITY AS A CONSEQUENCE OF THE DEVELOPMENT AND OPERATIONS OF THE DIFFERENT COMPONENTS PROPOSED BELOW, IS CALCULATED TO EXCEED \$9,000,000 PER YEAR.

## II. Introduction / Organizational Chart

Château Group, founded under the leadership of Sergio and Manuel Grosskopf, has more than 35 years of experience in the development of real estate projects in South America and the United States. Château has participated in several major real estate endeavors over the last decade in Miami including ultra-luxury residential towers on the beach of Sunny Isles and Surfside, Chateau Beach and Fendi Chateau Residences and more recently The Ritz Carlton Residences in Sunny Isles beach. The three towers total over two million square feet.

As part of the international hospitality and retail experience, Chateau Group has developed over 1.6 million square feet distributed in the two most emblematic towers in Buenos Aires, Argentina: Château Libertador and Château Puerto Madero.

Château has positioned itself as a high-end residential market leader in the world-renown city of Punta del Este, Uruguay through the development of Le Jardin Residences, Beverly Tower, Coral Tower and Millennium Tower; the group is currently developing FENDI Château Residences Punta del Este, now under construction.

### **Background & Experience**

In 1988, in association with the Carrefour supermarket chain, Château developed the first Retail mall in Argentina. Furthermore, Château planned and defined the locations for the establishment of Wal-Mart throughout the Argentine market. It also developed and operated 1 million square feet in two major shopping malls: Alto Palermo and Alto Avellaneda in Buenos Aires, Argentina.

In 1998 these malls were sold to IRSA NYSE: IRS, a company owned by George Soros and started acquiring land in Sunny Isles Beach and City of Miami.

In the United States, Château co-developed with Terra Group, the projects 900 Biscayne and Quantum Towers in the city of Miami both finished in 2008.

Other projects in the pipeline include another 450-unit ultra-luxurious high-rise condominium and hotel in the City of Sunny Isles of approximately 1.8 million square feet and a three million square feet mixed-use development in Hallandale Beach called Chateau Square.

Chateau Group also controls 600 and 700 Biscayne Blvd city Blocks across from the American Airlines Arena. Each High-Rise has been approved for 1 million sellable Sq. Ft and over 709' Height. Moreover, Chateau Group owns in fee simple estate approximately 20+ acres of prime land for retail and mixed used developments within South Florida's prime locations valued in excess of Four Hundred Million dollars (\$400,000,000).

Chateau Group is composed by a fully integrated corporate structure and in-house development team with expertise in the following areas:

- Underwriting & Risk Management
- Property Management and Accounting

- Licensed General Contractors & Experienced Project Managers
- Sales & Marketing Team with more than 4,000 networking relationships throughout South America, Europe and Russia.
- Architectural Design and Engineering
- Contract Administration, closing and Title

#### **Office & Locations**

Château Group headquarters are located in the City of Hallandale Beach, Florida, with satellite offices in Sunny Isles Beach and Surfside with easy access to all current and future projects.

In South America Château Group has offices in Buenos Aires, Argentina; Punta del Este, Uruguay and affiliates offices in Brazil and Chile.

The group has consolidated alliances and strong relationships all over the world and has now easy access and connections with the most prominent real estate industry leaders worldwide.

#### **The City of Hollywood Project Development Team**

Chateau has assembled a superb team of dedicated professionals to engage on this project Their detailed information is included in this section, but a summary of the team is as follows:

**Trachtenberg Architects** A Miami Based Full service Architecture firm, Trachtenberg, LLC specializes in Architecture, Design, and Development. Founded 2012 in Miami, Florida, Trachtenberg was initiated on the principles of future-proof design and collaboration. Providing a dynamic and thoughtful design approach that foresees future conditions, creating adaptable strategies and executable designs. The practice has been instrumental in a diverse scale of projects locally and internationally, ranging from large complex mixed-use and infrastructure developments to small-scale installations.

**Saul, Ewing, Arnstein and Lehr** A full-service law firm who will be providing governmental affairs legal counsel to the team and managing the project's land use, zoning and entitlement matters. Keith Poliakoff, lead counsel for this effort, has a long successful track record in Hollywood and with Chateau group.

**The Washington Economics Group, inc.** Founded in 1993 in the City of Coral Gables, The Washington Economics Group is a boutique economic consulting firm specializing in comprehensive economic solutions for businesses. WEG focuses on the specific business needs for clients. WEG possesses expertise in the economies of Florida, the U.S., Latin America as well as the global economy and emerging markets.

**Traftech engineering** Broward County-based premier traffic and transportation consulting firm lead by Joaquin Vargas, having worked with numerous public agencies and private sector developers, including Chateau Group.

**Feller engineering** Was founded in 1979 by Steve Feller. Over its forty years history, the firm grew from a one-person firm to become a leading commercial and residential consulting

engineering firm in Florida today. Feller's firm provide mechanical, electrical, plumbing and fire safety disciplines all under one roof in addition to other alternative service capabilities.

**Desimone engineering** Opened in 1975, the Miami office has been privileged to provide structural engineering services for some of the most notable projects in Florida and the Caribbean. In Miami-Dade County alone, DeSimone has designed over 62 million square feet of new building construction at a project cost of over \$15 billion. Creative design, proactive interaction with ownership and the design team, and complete, concise construction documents are the hallmarks of DeSimone commitment.

**Akerman** Legal real estate Land use and transactional counsel for numerous Chateau Projects. In addition, Neisen Kasdin with Akerman also provides unique advisory services.

**Moffatt & Nichol** Is a global infrastructure advisory firm working from 42 offices and 7 countries. Moffat provide practical solutions to clients in the marine terminal, transportation, energy, environmental, federal, and urban development markets around the world. In this case, Moffatt & Nichol will provide Coastal and Marine applications and approval services, tasks required when building on the shoreline and establishing the CCCL, Coastal construction control line. Moffatt is a preferred consultant for the Chateau Group in every project Chateau does on the Coastline and submits application to the FDEP.

**Walker Parking Consultants** Is the global leader in providing parking consulting and parking design services. Founded in 1965, Walker pioneered the field of parking consulting. Today, the firm has more than 250 employees delivering a wide range of parking planning, design, engineering, and restoration services. Based in the United States, Walker has 18 domestic offices and 2 overseas offices.

**Coastal Construction** Chateau Group will engage with Coastal construction pre-construction services. The Murphy family has been building throughout Florida since 1955, officially becoming Coastal Construction in 1988. Four generations (and counting) of construction expertise Quality work, commitment to safety, long-standing relationships and unwavering personal commitment.

The core team at Chateau Group is as experienced, skilled and dedicated as any In our industry. Chateau and has designated eight executives for this project, all of whom will assume a key fundamental position in each element of the development at City of Hollywood redevelopment site. They are involved in comparable projects throughout South Florida as summarized below, as both developers and having an interest in the General Partner and/or Authorized Member of each single-purpose ownership entity that develops each site. None of these current projects have a competitive impact.

The executive team at Chateau Group LLC are as follows:

**Manuel Grosskopf Chairman and CEO of Chateau Group.** He first began his carrier following the steps and legacy of his father, Sergio Grosskopf, working at his development company based in Buenos Aires Argentina, he managed and oversaw all aspects of a real estate project, from land acquisition, conceptualizing, planning, construction and sales.

For over two decades, Manuel Grosskopf has shared his family's successes as a real estate developer of luxury residential and mixed-use developments in the U.S. when he established the Château Group brand in South Florida. Mr. Grosskopf is involved with the strategic decision making of the group, as well as the day-to-day operations of each of its divisions

**Walter Fischer CFO.** Mr. Fischer is head of the accounting department and responsible for financial planning and budgeting; he plays an active role in all financial management functions and tax planning. He oversees the human resources department making sure all policies and practices are in place and in compliance. Mr. Fischer has been with Château Group since 2000 and has been instrumental in the company's growth over the last decade.

**Esteban Koffsmon Director of Development and Construction** As head of Château Group's design and development initiatives since 2010, Mr. Koffsmon has helped guide the creation of over 2 million square feet of space. Esteban is responsible for all the early stages of the development process including feasibility, acquisitions, predevelopment and preconstruction. He has established and managed the company's professional relationships with globally celebrated architects and designers. He is responsible for all official affairs and corresponds with government and city officials regularly.

**Eduardo Klinger Director of Sales.** Mr. Klinger has been with Château Group for over 15 years with the company. He is responsible for all sales efforts both local and internationally. He leads all projects sales teams working hand in hand with the brokerage community, world class developers, architects and interior designers to successfully develop strategies to bring increased revenue and profit to the company. Mr. Klinger helped transact more than \$2 Billion dollars in development sales and has been a key player in the company's growth in South Florida.

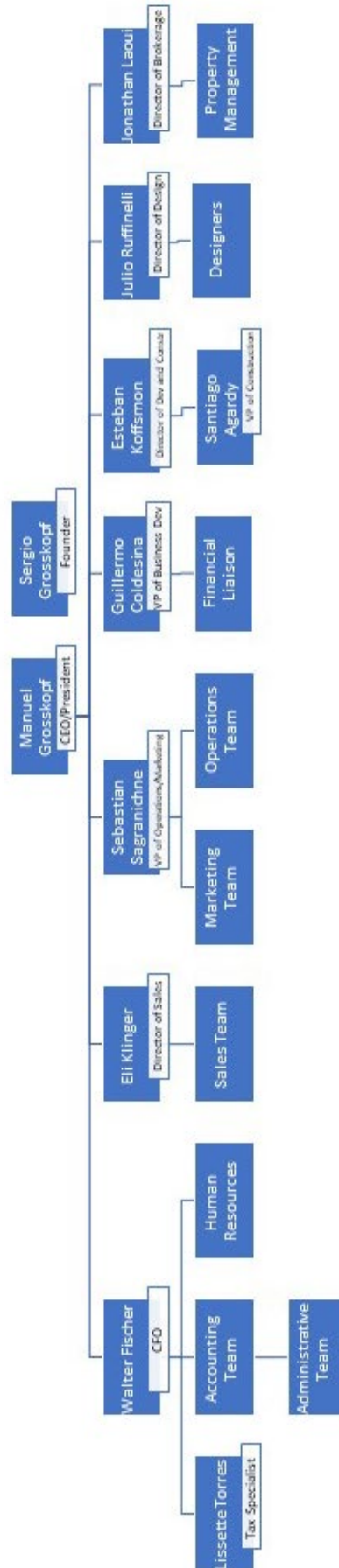
**Sebastian SAGRANICHNE VP of Operations and Marketing.** Mr. SAGRANICHNE joined Château Group in 2013. He oversees operational and back-office functions including finance, sales operation, marketing, project management, and contract administration within the company and for the development projects. He coordinates with and supports the Finance Division in debt and equity placements; is in charge of budget supervision for development projects, construction loan draws and financial reporting for the company and its asset management clients; and works with our sales teams, cooperating brokers, closing agents, buyers/buyer attorneys and banks to ensure that sales are properly collaborated and carried from contract signing to unit closing.

**Guillermo COLDÉSINA VP of Business Development.** Mr. COLDÉSINA is responsible for strategic company initiatives and overall development planning. He oversees acquisitions and defining the financial structures for all development projects, including private and institutional capital and debt financing. He also manages key relationships with most of the company's principal debt and equity partners. He oversees all capital raising activities and is the limited partners liaison.

**Santiago AGARDY. VP of Construction.** Mr. Agardy leads the construction department and manages all construction activities from development to turnover. He supervises each project and coordinates the construction schedules for on-time and on-budget delivery. He works closely with the development team making sure the finish product represents the vision.

**Jonathan Laoui. Managing Broker and asset manager.** Mr. Laoui acts as the managing broker for Château Group and Château International Realty, he supervises all transactions and coordinate sales operations and brokerage community relationships. He is also the head of the property management team, whose comprehensive approach includes operations, finance, administration and concierge services.

## Organizational chart



### III. Project Concept

The proposed concept embodies all aspects of a global destination project. In line with Hollywood's focus on a future of economic growth and sustainable development. The project enhances the current site's underutilized areas to enhance tourism, quality housing, new commerce and business opportunities, while maintaining and enhancing open space and natural environments.

The project brings a destination Condo/hotel, quality retail, entertainment and dining opportunities as well as a world class Luxury Condominium and beach club with supportive enclosed parking in the area of Hollywood Beach that is limited to minimal surface parking and minor commercial amenities. The proposal further supports the already top-rated beach destination that Hollywood Beach is recognized for.

When conceptualizing the proposed development priority was to provide Hollywood Beach a mixed use, vibrant, and sustainable design geared towards open space and thoughtful beachfront experience. Maintaining, pulling from, and evolving the sites existing **"Vision of Nature."**

**As the bridge between A1A and the beach, the property serves as a conduit for natural connectivity.** From the bay to the beach, the integrated and overlapping pathways provide seamless natural access and convenience to both retail and commercial amenities. **Comfortable and vibrant spaces attract people and promote walkability to all areas of the site.**

From the east to the west, the building's form staggers. They are **positioned to respect views, shadow, air flow, and open space.** Each side of the site is carefully considered to best integrate and complement the beautiful natural context.

To the east, vertical and horizontal pedestrian paths are interwoven into the beach front. Respecting the formation and positioning of the natural dunes and vegetation. Ground level amenities both public and private are seamlessly connected. On the north east corner, a public playground is placed merging beach areas with the boardwalk that connects the north to the south side. On the south corner The Beach Club is placed bridging the elevated amenity deck, surf road and the cost line.

**Retail clusters are located behind the eastern sand dunes creating a destination for the boardwalk and beach uses.** Extending a boutique and natural beach front experience.

On the west side of the site, the 234 Condominium units are positioned with open beach, city, and bay views. These 18 levels are resting on retail and restaurant level with frontages facing A1A. In front on the **ground level sits a lush open promenade for comfortable movement, sitting and dining.**

The northern portion of the site is comprised of 60 Condo-Hotel suites with balconies, with direct ocean views and access to the open natural landscape.

Linking all sides of the site is the amenity deck. Housing both pool and natural landscapes elements, the deck binds together all programs and structures. The deck is an extension of the east, pulling the beach up and through.



Vehicle accessibility is positioned to the south side of the site minimizing vehicular movement **by shifting all access prioritizing the pedestrian connectivity from A1A to the beach.** This approach to public and private vehicle accessibility, reduces the dependency of a single ingress/egress point to the garage.

In addition to providing a world class destination development with 294 units of Condo and Condo-Hotel, a Beach Club and accessory uses for public benefit; the open and public accessible spaces provide different community experiences. Beginning from the northeast, the public playground connects to site wide natural pathways. These pathways interweave the beach retail and dining experiences as well as connecting all public programs together for a cohesive beachfront lifestyle.

Refer to the exhibit A for Detailed project information

## IV. Physical Details

The proposed development is approximately 850,000 gross square feet with the following breakdown of areas:

Program	Net Sq. Ft	Gross Sq. Ft
<b>Commercial/Retail</b>	<b>30,794</b>	<b>30,794</b>
Beach Front Retail	9,960	
A1A Retail	10,834	
Offices	10,000	
<b>Condo-Hotel</b>	<b>64,640</b>	<b>87,760</b>
Rooms	62,640	
Management Office	2,000	
<b>Residential</b>	<b>361,873</b>	<b>453,971</b>
Units	359,373	
Lobby	1,000	
Amenities - Enclosed	2,500	
<b>Pool Deck</b>	<b>33,843</b>	<b>33,843</b>
<b>Beach Club</b>	<b>31,010</b>	<b>31,010</b>
<b>Parking</b>	<b>203,934</b>	<b>203,934</b>
<b>Total</b>	<b>726,094</b>	<b>841,312</b>

As shown in the Design portion of the package (see separate 11"x17" design exhibit):

The total number of office space is 10,000 SF.

The total number of Condominiums is 234, composed of: 73 one bedrooms at 950 sq ft, 82 two bedrooms at a range of 1500 to 1900 sq ft, and 74 three bedrooms at 2100 - 2500 sq ft. The development proposal consists of 48 Condo-Hotel Units, 12 of which will be lockout units for a Total count of 60 Condo-Hotel Units. Final unit count of Condominium and Condo hotel is subject to a total density of the requested 50du/Acre not to exceed the calculated 264 dwelling units. (see exhibit related to zoning analysis)

Within the development proposal there are three zones of open space as described in Chapter 3 of the accompanying Design Package:

**Zone 1** is the connective open space that links the beach to A1A.

**Zone 2** is ground level amenity open spaces that are comprised of The Beach Club's pool, water features, park vegetation and playground. As well as auxiliary open spaces including, pedestrian boardwalks, Beach areas and dunes.

**Zone 3** are the elevated open spaces that include the pool deck, cabanas, grassy platform and siting areas.

#### **Plans to accommodate a replacement Culture and Community Center facility**

Our proposal is to provide the property located at 901 South Ocean Drive as one of three to exchange. This property consisting of 54,424 Net SF can accommodate the desired 25,000 SF Culture and Community Center facility and 15,000 SF Ballroom as well as off street parking. (see exhibit for detailed information)

#### **Resiliency and/or sustainable development features**

Maintaining a large percentage of open space and shaded vegetation as well as minimizing the height of building along the ocean front provided a minimal impact on possible development.

The development proposes to incorporate water collecting systems that reuse and circulate water, minimizing the demands on the city's infrastructure.

Building up the property to be a minimum of 3' above NGVD in tandem with breakaway construction will provide the development with a resilient approach to storm surges.

The deployment contemplates seeking a LEED Certification or its equivalent to one or more of its components

#### **Accommodation for public interaction with the waterfront and/or Boardwalk extension**

The entire development is conceptualized by maintaining the connectivity from the East/West (A1A to the beach) as well as the North/South (Surf Rd and the coastline). The site approach is porous and easily walkable with nodes for sitting and enjoying the natural habitat that both the development and Hollywood Beach provides.

Additionally, through the terracing of forms, the development pulls the open beach landscape up and through the podium and amenity deck. Further extending the interaction with the water and boardwalk.

#### **Architectural renderings, conceptual design and site plans**

Please reference the accompanying design package's Chapter 3, "Hollywood Redevelopment Site."

## Analysis of traffic impacts related to the project

Minimizing the vehicular movement by shifting all access to the south side of the site the development prioritizes the pedestrian connectivity from A1A to the beach. Separating out public and private accessibility to the parking garage reduces the dependency of a single ingress/egress point. We have worked traffic flow and existing traffic patterns with Traftech engineering and determined there is no substantial impact on current grid.

## Phasing

We envision constructing all of the improvements in one phase but concurrent. Starting with the parking pedestal and Condominium tower, continuing with the condo-hotel and office components concluding with the buildings on the far east of the site. We do not believe there is any conditions precedent to construction of these phases. We expect a construction phase to be between 36 and 48 months. Please refer to the milestones section of the proposal for detailed schedule for contributions and pre-development.

## Areas per Floor

Condo	NET	GROSS	Condo-Hotel	NET	GROSS
1 level		10,915	1 -3 level	<u>7,637</u>	<u>10,250</u>
2 level		17,088	<b>Total</b>	<b>22911</b>	<b>30,750</b>
3-15 level		<u>20,478</u>	4-6 level	13910	19003
<b>Total</b>	<b>266,214</b>	<b>324,376</b>	<b>Total</b>	<b>41730</b>	<b>57,009</b>
16-18 level		<u>22,552</u>	<b>TOTAL</b>	<b>64,641</b>	<b>87,759</b>
<b>Total</b>	<b>67,656</b>	<b>81,078</b>			
<b>TOTAL</b>	<b>361,873</b>	<b>453,971</b>			
<b>Parking</b>	<b>NET</b>	<b>GROSS</b>			
1 level		67977			
2 level		63977			
3 level		63977			
4 level		8003			
<b>TOTAL</b>	<b>203,934</b>	<b>203,934</b>			
<b>Commercial/Retail</b>	<b>NET</b>	<b>GROSS</b>			
<b>TOTAL</b>	<b>30,794</b>	<b>30,794</b>			
<b>Beach Club</b>	<b>NET</b>	<b>GROSS</b>			
1 level		6,217			
2 level		8,008			
3 level		8,008			
4 level		8,777			
<b>TOTAL</b>	<b>31,010</b>	<b>31,010</b>			
<b>Pool Deck</b>	<b>NET</b>	<b>GROSS</b>			
	33,843	33,843			
<b>TOTAL</b>	<b>726,095</b>	<b>841,311</b>			

## V. Parking

As provided in the Design portion of the package, the total number of parking is 513. Including 488 parking garage spaces and 25 on-street surface parking spaces. This goes beyond the required amounts based on uses and density and share parking ratios.

### **Specific parking plan for all proposed uses, including the need to accommodate any proposed public uses**

The parking garage has over 500 spaces in which over 20% are for visitors including 25 on-street spaces on Bougainvillea Terrace. Just North on Surf Road the municipal parking lot is accessed through Jefferson Street connecting directly through the proposed boardwalk and pathways.

## VI. Financial Feasibility and cashflow Analysis

Chateau Group is providing several excel files with calculations in the pen drive and in Appendix below. The proformas show the proposed development financials based on the assumptions of land value and program described above. Revenue is based on Sale of condominiums units.

Since the Proposal to the city is to swap lands, Chateau is not planning to incorporate public program in the Land were the community center is currently located.

Chateau Group currently owns land in excess of \$400,000,000 dollars and has strong relationship with lenders and equity partners. Please refer to the letter from Bank OZK.

Revenue to the city related to the improvements on the land that Chateau Group is proposing to contribute is described below.

## VII. Financial and other returns to the city

Chateau Group proposes the contribution of three Lots that owns fee simple.

1. **901 S Ocean Drive**
2. **1051 N Ocean Drive**
3. **2401 N Ocean Drive**

The Total area represents 108,233 square feet NET which is approximately 51,405 square feet less than the Hollywood land. Land valuation is based on recent sales calculated as \$500,000/ lot of 40'x80' = \$186.43/SF NET

LAND VALUE PER NET ACRE		\$ 6,806,250.00 / NET ACRE
		\$ 186.43 / SFT NET

Chateau Group offers the city to exchange land fee simple and an additional contribution of the 'shortfall' on land of \$10,148,106, which is the average between gross and net calculations of the valuation of the land.

See Calculation below:

ADDRESS	LOTS	VALUATION	SF	ACRES	GROSS SF	ACRES	TOTAL UNITS	VALUATION
1 901 S OCEAN	16	10,146,049.81	54,424	1.25	83,279	1.9118	48	
			20,479	0.47	29,742			
			6,050	0.14	10,434			
			9,579	0.22	11,972			
2 1051 N OCEAN DR	12	6,731,470.79	36,108	0.83	52,148	1.1972	30	
3 2401 N OCEAN DR	5	3,299,927.01	17,701	0.41	26,326	0.6044	15	
		20,177,447.61	108,233	2.48	161,753	3.7133	93	\$ 25,273,929.74
4 HOLLYWOOD CITY LAND			58,806	1.35				
			32,000	0.73				
			25,244	0.58				
			43,588	1.00				
		29,760,677.26	159,638	3.66	230,316	5.287	132	\$ 35,986,912.50
			147%	147%	142%	1.57	264,367	
CHATEAU DEFICIT ON LAND VALUE		(9,583,229.65)	(51,405)	(1.18)	(68,563)	(1.57)	(39)	(10,712,983)
LAND VALUE PER NET ACRE			\$ 6,806,250.00 / NET ACRE					
			\$ 186.43 / SFT NET					

- The construction of the community center and ballroom, of approximately 25,000 square feet up to maximum of \$3,750,000 in the land swapped (see architecture package)
- The Construction of a Parking garage for 250 spaces and ancillary retail up to a maximum of \$5,066,225 in another of the land swapped (see architecture package)
- The construction of a public park and playground up to a maximum of \$1,000,000.

CONTRIBUTIONS CALCULATIONS		SF	\$/UNIT	\$/SQFT	CAP	VALUATION
LAND DEFFICIT	(USED AVERAGE BETWEEN GROSS AND NET APPROACH)					\$ 10,148,106.20
CONSTRUCTION OF COMMUNITY CENTER		25,000.00		150		\$ 3,750,000.00
CONSTRUCTION OF PARKING FOR THE CITY		117,837.00	\$ 12,500	275		\$ 3,437,500.00
CONSTRUCTION OF RETAIL FOR THE CITY		9,307.00		175		\$ 1,628,725.00
CONSTRUCTION OF KIDS PLAYGROUND AND PUBLIC PARK						\$ 1,000,000.00
CHATEAU GEOUNP LAND VALUE						\$ 20,177,447.61
						\$ 40,141,778.82
APPLICATION FEE						\$ 375,000.00
BROKER'S FEE					0.95%	\$ 950,000.00
VALUATION OF RETAIL FOR THE CITY		9307		40	5.50%	\$ 6,768,727.27

Chateau Group estimated that at a minimum, once the project is completed, the city Could potentially receive more than \$9,000,000 in revenue from a combination of Real Estate property tax, Community center Ballroom rentals, Retail lease (NNN) revenue (or the sale of the space) and income from the 275-space parking Garage.

We offer the following timeframe, which starts assuming satisfactory answer form the city by December 1<sup>st</sup>, 2020. We also assume consecutive developments as described below and, in some cases, concurrent work. The chart below estimates a construction phase of 36 months; however, the time frame is an estimation based on experience.

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Milestone *	Cost	Date
City Commission selects Chateau as Developer		1/12/2020 *
Negotiation of Developer agreement starts		1/12/2020
Payment of Technical fee	\$ 375,000	1/1/2021
Due Diligence Process finishes		4/1/2021
Development agreement completed and land swaps accomplished		4/1/2021
Payment of fee to CBRE	\$ 950,000	5/1/2021
Preliminary Design Commencement		4/1/2021
Commencement of Community center design		4/1/2021
First payment (if elected by city) for Community center (12 payments)	12 \$ 3,750,000	4/1/2021
Submittal for permit of main building / Construction docs complete		1/1/2022
Completion of Construction of Community center - TCO		4/1/2022
Demolition of existing Community center - Building permit		4/1/2022
Construction commencement on Main building (see main dc for timeframe)	1095	6/1/2022
Preliminary design on Park and palygorund		6/1/2022
First payment (if elected by city) of park design and playgorund (12 payments)	12 \$ 1,000,000	4/1/2022
Design Commencement on Parking and Retail land		6/1/2022
First payment (if elected by city) of parking and retail land (24 payments)	24 \$ 5,066,000	6/1/2022
Completion of Construction of Park - TCO		4/1/2023
Completion of Construction of Parking and retail - TCO		6/1/2024
Main buildign TCO		5/31/2025
Payment of Land defficiency TCO (2 payments)	2 \$ 10,148,000	5/31/2025
Payment of Land defficiency CO		7/31/2025

\* Estimated

## VIII. Past Performance

Chateau has an extensive track record of successful developments in Miami Dade and currently working in Broward County on a mix use project in a critical area of Hallandale, Chateau Square <https://www.thenextmiami.com/hallandale-beach-commission-set-vote-chateau-square/> exceeds 1,800,000 square feet of usable space and proposed rental apartments as well as condominiums, retail, office and hotel. The land is within the limits of the CRA for which has to deal with and collaborate with a public entity.

In the exhibit below Chateau has included a list of comparable projects within the past ten years; include type/nature of project. Include notable developments in South Florida.

Chateau Group is a finically strong company with assets in excess of 400,000,000 dollars (as described above) and a total banking liquidity in excess of \$50,000,00. Letter from bank to be provided upon request. Chateau is financially strong company which also relies in equity and developing partners from time to time. Recently, Chateau completed the Ritz Carlton Residences in Sunny Isles Beach in partnership with Fortune International and other financial institutions; refer to the exhibit below for more information.

Chateau Group has No tax liens, judgements nor litigation. GSK, the partnership that owns the land 915 S Ocean Drive currently has an open dispute with the city regarding Attorney's fees and cost for a finalized litigation. However, the litigation has ended.

A reference letters from a lender for comparable size development project has been provided in the exhibits.

**Clear Strategy**

Our clear strategy to finance the development is articulated in the pro-forma provided in the pen drive and in the exhibit below, which delineate the sources and uses for the development ventures.

**Sources of Financing**

We have outlined the sources and types of financing in the attached pro-forma as well, including proposed equity, debt. We have summarized below.

**Utilization of the site**

We intend to utilize the entire +4-acre project site as shown in the renderings provided in the separate Architecture exhibit and will assume any responsibility for demolition of existing improvements. Chateau Group would prefer to acquire all the properties in "fee simple" through a Special Warranty Deed at closing. However, there are three potential complications: 1) the zoning designation of Government Use may inhibit Chateau Group ability to develop the property under current zoning should it acquire in fee simple vs. a long term ground lease, 2) the State of Florida Public/Private Partnership regulations generally require the conveyance of interest in the property through a long-term ground lease, 3) the City's charter with respect to a property disposition may allow the consideration of Chateau Group's proposal.

We very much hope to partner with the City of Hollywood

Chateau Group, September 2020



## IX. Exhibit A - Financials

ADDRESS	LOTS	VALUATION	SF	ACRES	GROSS SF	DENSITY	ACRES	TOTAL UNITS	VALUATION	
1 901 S OCEAN	16	10,146,049.81	54,424	1.25	83,279	25	1.9118	48		51.49%
			20,479	0.47	29,742					
			6,050	0.14	10,434					
			9,579	0.22	11,972					
2 1051 N OCEAN DR	12	6,731,470.79	36,108	0.83	52,148	25	1.1972	30		32.24%
3 2401 N OCEAN DR	5	3,299,927.01	17,701	0.41	26,326	25	0.6044	15		16.28%
		20,177,447.61	108,233	2.48	161,753		3.7133	93	\$ 25,273,929.74	
4 HOLLYWOOD CITY LAND			58,806	1.35						
			32,000	0.73						
			25,244	0.58						
			43,588	1.00						
		29,760,677.26	159,638	3.66	230,316	25	5.287	132	\$ 35,986,912.50	
			147%	147%	142%	50	1.57	264		
CHATEAU DEFICIT ON LAND VALUE		(9,583,229.65)	(51,405)	(1.18)	(68,563)	(25)	(1.57)	(39)	(10,712,983)	

\$ 6,806,250.00 / NET ACRE

\$ 186.43 / SFT NET

LAND COMPRABLE SALE	SF	ACRES	VALUATION
915 N OCEAN DR	36509.12	0.838	\$ -
335 INDIANA			\$ -
345 INDIANA			\$ -
338 BUCHANAN			\$ -
342 BUCHANAN			\$ -
346 BUCHANAN			\$ -
			\$ 5,704,550.00
LOT VALUATION	LOTS		
	11.4091		\$ 500,000.00
		TOTAL VALUE	\$ 5,704,550.00

CONTRIBUTIONS CALCULATIONS	SF	\$/UNIT	\$/SQFT	DENSITY	CAP	VALUATION
LAND DEFICIT						\$ 10,148,106.20
CONSTRUCTION OF COMMUNITY CENTER	25,000.00			150		\$ 3,750,000.00
CONTRON OF PARKING FOR THE CITY	117,837.00	\$ 12,500		275		\$ 3,437,500.00
CONSTRUCTION OF RETAIL FOR THE CITY	9,307.00			175		\$ 1,628,725.00
CONSTRUCTION OF KIDS PLAYGROUND AND PUBLIC PARK						\$ 1,000,000.00
CHATEAU GROUP LAND VALUE						\$ 20,177,447.61
						\$ 40,141,778.82
APPLICATION FEE						\$ 375,000.00
BROKER'S FEE				0.95%		\$ 950,000.00
VALUATION OF RETAIL FOR THE CITY	9307			40	5.50%	\$ 6,768,727.27

REVENUE FOR THE CITY	/SPACE/YEAR	
PARKING GARAGE REVENUE	250	\$2,190
COMMUNITY BALLROOM SPACE		\$547,500
RE TAXES ON CONDOMINIUMS		\$ 530,000.00
RETAIL RENTAL REVENUE	9307	\$ 8,000,000.00
		\$ 372,280.00
		\$9,449,780

\$2

12

365

50%

\$8,760

\$4,380

Deal		Deal	
Project Name/ Address		1301 S Ocean Dr	
City/State/Zip		Hollywood, FL 33020	
Neighborhood		Hollywood Beach	
Block & Lot(s)		5142-24-01-0011	

Size Metrics			
4 Lots	GSF	Efficiency	NSF
	30,794	100.0%	30,794
Retail & Office	485,072	74.6%	361,873
Condominium	87,760	73.7%	64,640
<b>Sellable</b>	<b>603,626</b>	<b>75.8%</b>	<b>457,307</b>
Retail Beach	9,960		
Retail A1A	10,834		
Offices	10,000		
<b>Total</b>	<b>603,626</b>		<b>457,307</b>
Residential	572,832		426,513
Retail	30,794		30,794

Unit Mix			
	Avg. GSF	Avg. NSF	#
Residential Units	1,947	1,450	294
Retail Units	880	880	35
Parking Spaces			488
Storage Spaces			30

Acquisition			
<b>Total Land Price</b>	<b>\$/NFA</b>	91	<b>41,516,779</b>
Down Payment (value of land contributed)			
Payment Deferred			20,177,448
Retail Land Price	<b>\$/NFA</b>	0	0
Retail Const Cost	<b>\$/GSF</b>	333	10,241,759
<b>Residential Land Price</b>	<b>\$/NFA</b>	439	<b>41,516,779</b>
<b>Total Air Right Price at Closing</b>			
			<b>0</b>

Sales Price Assumptions									
Gross Sales Price	\$/Unit		\$						
Condominium	\$/NSF	750	319,884,750						
Retail Beach	\$/NSF	429	4,268,571						
Retail A1A	\$/NSF	357	3,869,286						
Offices	\$/NSF	500	5,000,000						
Parking Space	\$	0	0						
Storage Space	\$	0	0						
Total Gross Sales Proceeds			333,022,607						
Residential Sales Cost		8.00%	(26,641,809)						
Retail Sales Cost		0.00%							
Total Net Sales Proceeds			306,380,799						

Sales Schedule (%)			
Period	Resi	Retail	
TCO	60%	50%	
% Per Month Post TCO	5.0%	5%	

Key Timing									
Down Payment/Start Date		1/1/2021							
Months to Closing		3							
Closing Date		4/1/2021							
Months to TCO from Closing		48							
TCO Date		4/1/2025							

Construction Schedule									
Start	End	Months	Hard	Soft					
Pre Construction	Apr-21	Dec-21	8	0%	15%				
Foundations	Dec-21	Oct-22	10	5%	20%				
Superstructure	Oct-22	Jun-23	8	20%	25%				
Supers & Inter	Jun-23	Feb-24	8	20%	20%				
Inter	Feb-24	Oct-24	8	25%	10%				
Finishes/TCO	Oct-24	Apr-25	6	30%	10%				
Total			48	100%	100%				

Uses			
	\$	\$/NSF	%
Site Acquisition	41,516,779	91	18%
Hard Costs	157,065,300	343	67%
Soft Costs	32,306,840	71	14%
OS Reserve	3,402,105	7	1%
Total	234,291,024	512	100%

Sources			
	\$	\$/NSF	%
Acquisition Loan	-	0	0%
Construction Loan	117,145,512	256	50%
Mezz	-	0	0%
Equity	117,145,512	256	50%
Total	234,291,024	512	100%

Residential Financing			
Acquisition Loan			
Proceeds		0	
Intro Month		4	
LTC (Land)		0.0%	
Interest Rate		3.75%	
Takeout Month		8	
Construction Loan			
Proceeds		117,145,512	
Intro Month		8	
LTC		50.0%	
Interest Rate		4.00%	
Mezz Loan			
Proceeds			
Intro Month			
LTC		0.0%	
Interest Rate		0.00%	

Fee Assumptions			
Act. Loan Bank Fee	% MT	1.00%	
Act. Loan Broker Fee	% Mtg	1.00%	
Cons. Loan Bank Fee	% Mtg	1.00%	
Cons. Loan Broker Fee	% Mtg	1.00%	
Mortgage Recording Tax	% Mtg	2.80%	
Mezz Lender Fee	% Mezz	2.00%	
Mezz Broker Fee	% Mezz	1.00%	
RE Broker Fee	%PP	0.00%	
Title Insurance	Land/Mtg	0.35%	
Developer Fee	HC-SC	4.00%	
Insurance	% HC	3.60%	
HC Contingency		10.00%	
SC Contingency		5.00%	

Retail Rent	
Retail Beach	30.00
Retail A1A	25.00
Offices	35.00

Retail Exit Cap	
Exit Cap	7.00%

Model Color Key	Calculation
	Input

Developer contributions	
Land Deficit contribution	\$ 10,148,106
Construction cost of Community center	\$ 3,750,000
Construction cost of Parking	\$ 3,437,500
Construction cost of retail	\$ 1,628,725
Construction cost of Park and Playground	\$ 1,000,000
Chateau Group Land contribution	\$ 20,177,448
	\$ 40,141,779

**1301 S Ocean Dr Budget**

<u>Item</u>	<u>Budget</u>	<u>GSF</u>	<u>NSF</u>
<b>Land Cost</b>	<b>41,516,779</b>	<b>69</b>	<b>91</b>
<b>Air Rights</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Hard Costs</b>	<b>157,065,300</b>	<b>260</b>	<b>343</b>

**Soft Cost****Closing/Financing Costs**

Origination Fee	1,171,455	2	3
Mortgage Recording Tax	3,280,074	5	7
Un-ZLDA Cost	0	0	0
Mgt. Broker Fee	1,171,455	2	3
Legal Fees	400,000	1	1
Appraisal/Environ	50,000	0	0
Bank Engineer	65,000	0	0
Title Insurance	555,318	1	1
General Closing Costs	50,000	0	0
<b>Total</b>	<b>6,743,303</b>	<b>11</b>	<b>15</b>

<b>Capitalized Interest</b>	<b>3,402,105</b>	<b>6</b>	<b>7</b>
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<b>Developer Fee (4.0% H.C + S.C. less Dev Fee)</b>	<b>6,989,571</b>	<b>12</b>	<b>15</b>
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**Soft- Costs Other**

Architect	2,112,691	4	5
Specialized Engineering/Consultants	1,207,252	2	3
Permits & Expediting	1,207,252	2	3
Survey	30,000	0	0
Inspections and Testing	500,000	1	1
Professional Fees	350,000	1	1
Project Manager	800,000	1	2
Owner's Rep	400,000	1	1
Office Expenses/General Overhead	100,000	0	0
Audit and Reporting Requirements	100,000	0	0
Model Unit	100,000	0	0
Condo Book	290,000	0	1
Retail Space Advertising	0	0	0
Condo Marketing	1,500,000	2	3
Insurance	5,654,351	9	12
RE taxes during construction	0	0	0
Retail Leasing Commission	0	0	0
Tenant Improvements	0	0	0
Parking Automation	2,684,000	4	6
Contingency (5.0%)	1,538,421	3	3
<b>Total</b>	<b>18,573,967</b>	<b>31</b>	<b>41</b>

<b>Total Soft Costs</b>	<b>35,708,945</b>	<b>59</b>	<b>78</b>
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<b>Total Budget</b>	<b>234,291,024</b>	<b>388</b>	<b>512</b>
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**Total Closing Costs**

Land Closing Cost	
Transactional Legal	
Closing Legal	100,000
Partnership Legal	150,000
Title Insurance (Owner)	0.35% of PP
Appraisal/Environ	50,000
Real Estate Broker	1.50% of PP
Acquisition Fee	0.00% of PP
Property Acquisition Extension/Interest	-
General Closing Costs	-
DD Items	-
<b>Total</b>	<b>1,068,060</b>

Un-ZLDA Cost	
UN-ZLDA Payout	-
Legal Fees	-
<b>Total</b>	<b>-</b>

Acquisition Loan Closing Cost	
Bank Fee	0.00% of Mtg
Mortgage Recording Tax	0.00% of Mtg
Mortgage Broker Fee	0.00% of Mtg
Title Insurance	0.00% of Mtg
Lender Legal	-
General Loan Closing Costs	-
<b>Total</b>	<b>-</b>

Construction Loan Closing Cost	
Bank Fee	1.00% of Mtg
Mortgage Recording Tax	2.80% of Mtg
Mortgage Broker Fee	1.00% of Mtg
Title Insurance	0.35% of Mtg
Lender Legal	150,000
Bank Engineer	65,000
General Loan Closing Costs	50,000
<b>Total</b>	<b>6,297,994</b>

Mezz Loan Closing Costs	
Mezz Bank Fee	2.00% % Mezz
Mezz Broker Fee	1.00% % Mezz
Title Insurance	0.35% % Mezz
Lender Legal	-
General Closing Costs	-
<b>Total</b>	<b>-</b>

<b>Total Closing Cost</b>	<b>7,366,054</b>
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**Residential Closing Costs**

Land Closing Cost	
Transactional Legal	
Closing Legal	94,898
Partnership Legal	142,348
Title Insurance (Owner)	137,896
Appraisal/Environ	47,449
Real Estate Broker	590,982
Acquisition Fee	-
Property Acquisition Extension/Interest	-
General Closing Costs	-
DD Items	-
<b>Total</b>	<b>1,013,573</b>

Un-ZLDA Cost	
UN-ZLDA Payout	-
Legal Fees	-
<b>Total</b>	<b>-</b>

Acquisition Loan Closing Cost	
Bank Fee	-
Mortgage Recording Tax	-
Mortgage Broker Fee	-
Title Insurance	-
Lender Legal	-
General Loan Closing Costs	-
<b>Total</b>	<b>-</b>

Construction Loan Closing Cost	
Bank Fee	1,111,693
Mortgage Recording Tax	3,112,741
Mortgage Broker Fee	1,111,693
Title Insurance	389,093
Lender Legal	142,348
Bank Engineer	61,684
General Loan Closing Costs	47,449
<b>Total</b>	<b>5,976,701</b>

Mezz Loan Closing Costs	
Mezz Bank Fee	-
Mezz Broker Fee	-
Title Insurance	-
Lender Legal	-
General Closing Costs	-
<b>Total</b>	<b>-</b>

<b>Total Closing Cost</b>	<b>6,990,275</b>
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**Retail Closing Costs**

Land Closing Cost	
Transactional Legal	
Closing Legal	5,102
Partnership Legal	7,652
Title Insurance (Owner)	7,413
Appraisal/Environ	2,551
Real Estate Broker	31,770
Acquisition Fee	-
Property Acquisition Extension/Interest	-
General Closing Costs	-
DD Items	-
<b>Total</b>	<b>54,487</b>

Un-ZLDA Cost	
UN-ZLDA Payout	-
Legal Fees	-
<b>Total</b>	<b>-</b>

Acquisition Loan Closing Cost	
Bank Fee	-
Mortgage Recording Tax	-
Mortgage Broker Fee	-
Title Insurance	-
Lender Legal	-
General Loan Closing Costs	-
<b>Total</b>	<b>-</b>

Construction Loan Closing Cost	
Bank Fee	59,762
Mortgage Recording Tax	167,333
Mortgage Broker Fee	59,762
Title Insurance	20,917
Lender Legal	7,652
Bank Engineer	3,316
General Loan Closing Costs	2,551
<b>Total</b>	<b>321,292</b>

Mezz Loan Closing Costs	
Mezz Bank Fee	-
Mezz Broker Fee	-
Title Insurance	-
Lender Legal	-
General Closing Costs	-
<b>Total</b>	<b>-</b>

<b>Total Closing Cost</b>	<b>375,779</b>
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RESIDENTIAL

RETAIL

TOTAL HARD COSTS INCLUDING CONTINGENCY AND GC PROFIT

GSF	\$/GSF	\$
603,933	250.0	150,906,500
30,794	200.0	6,158,800
634,727	247.5	157,065,300

IRR	12.3%
EM	1.48x
Profit	56,664,489

11	12	13	14	15	16	17	18	19	20	21	22	23	24
1	1	2	2	2	2	2	2	2	2	2	2	2	2
Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22
-	-	-	-	-	-	-	-	-	-	-	-	-	-
(479,316)	(511,271)	(511,271)	(511,271)	(511,271)	(511,271)	(511,271)	(511,271)	(511,271)	(511,271)	(511,271)	(798,861)	(798,861)	(798,861)
-	(785,327)	(785,327)	(785,327)	(785,327)	(785,327)	(785,327)	(785,327)	(785,327)	(785,327)	(785,327)	(3,926,633)	(3,926,633)	(3,926,633)
-	-	-	-	-	-	-	-	-	-	-	-	-	-
(479,316)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(4,725,493)	(4,725,493)	(4,725,493)
479,316	1,296,597	1,296,597	1,296,597	1,296,597	1,296,597	1,296,597	1,296,597	1,296,597	1,296,597	1,296,597	4,725,493	4,725,493	4,725,493
-	-	-	-	-	-	-	-	-	-	-	-	-	-
479,316	1,296,597	1,296,597	1,296,597	1,296,597	1,296,597	1,296,597	1,296,597	1,296,597	1,296,597	1,296,597	4,725,493	4,725,493	4,725,493
0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
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64,907,464	64,428,148	63,131,551	61,834,954	60,538,356	59,241,759	57,945,162	56,648,565	55,351,967	54,055,370	52,758,773	51,462,176	46,736,683	42,011,190
(479,316)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(4,725,493)	(4,725,493)	(4,725,493)
64,428,148	63,131,551	61,834,954	60,538,356	59,241,759	57,945,162	56,648,565	55,351,967	54,055,370	52,758,773	51,462,176	46,736,683	42,011,190	37,285,696
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117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512
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-	-	-	-	-	-	-	-	-	-	-	-	-	-
117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512	117,145,512
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(479,316)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(4,725,493)	(4,725,493)	(4,725,493)
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(479,316)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(1,296,597)	(4,725,493)	(4,725,493)	(4,725,493)





[illegible]

[illegible]

Total Other Soft Costs			\$
Architect	\$3.50	GSF	2,112,691
Specialized Engineering/Consultants	\$2.00	GSF	1,207,252
Permits & Expediting	\$2.00		1,207,252
Survey			30,000
Inspections and Testing			500,000
Professional Fees			350,000
Project Manager			800,000
Owner Rep Fee	\$100,000	Per Yr	400,000
Office Expenses/General Overhead			100,000
Audit and Reporting Requirements			100,000
Model Unit			100,000
Condo Book			290,000
Condo Marketing			1,500,000
Retail Space Advertising			
Insurance	3.60%		5,654,351
RE taxes during construction			0
Retail Leasing Commission			
Tenant Improvements			
Parking	5.500		2,684,000
Contingency (5.0%)	5.00%		1,538,421
<b>Total</b>			<b>18,573,967</b>

Residential Other Soft Costs			\$
Architect			1,662,892
Specialized Engineering/Consultants			950,224
Permits & Expediting			950,224
Survey			23,613
Inspections and Testing			393,548
Professional Fees			275,484
Project Manager			629,677
Owner Rep Fee	\$100,000	Per Yr	400,000
Office Expenses/General Overhead			78,710
Audit and Reporting Requirements			78,710
Model Unit			100,000
Condo Book			290,000
Condo Marketing			1,500,000
Retail Space Advertising			
Insurance	0.00%		4,450,521
RE taxes during construction			0
Retail Leasing Commission	3.50%	15 Years	0
Tenant Improvements	50 PSF		0
Parking Automation	0		2,684,000
Contingency (5.0%)	5.00%		1,306,519
<b>Total</b>			<b>15,774,121</b>

Retail Other Soft Costs			\$
Architect			449,799
Specialized Engineering/Consultants			257,028
Permits & Expediting			257,028
Survey			6,387
Inspections and Testing			106,452
Professional Fees			74,516
Project Manager			170,323
Owner Rep Fee			0
Office Expenses/General Overhead			21,290
Audit and Reporting Requirements			21,290
Model Unit			0
Condo Book			0
Condo Marketing			0
Retail Space Advertising			0
Insurance			1,203,830
RE taxes during construction			0
Retail Leasing Commission			0
Tenant Improvements			0
Parking Automation			0
Contingency (0.0%)			231,902
<b>Total</b>			<b>2,799,846</b>

## B - Letters

Bank OZK  
8300 Douglas Ave, Ste 900  
Dallas, TX 75225

September 25, 2020

City of Hollywood, FL  
2600 Hollywood Boulevard  
Hollywood, FL 33020

Re: Bank OZK: Chateau Group

To whom it may concern:

Please be advised that Bank OZK ("**Bank**") has been in relationship with Manuel Grosskopf and Chateau Group for several years. Bank financed a 211 unit condo project in September 2016 that was successfully repaid in April 2020. Also in April 2020, Bank financed a parcel of land, which loan is currently in place and in good standing. Please allow this letter to serve as evidence of the business relationship between Chateau Group and Bank OZK.

Please call me at 214.239.5222 if you have any questions.

Best Regards,



Clifton Hill  
Managing Director – Asset Management  
Real Estate Specialties Group

## C – Additional Resumes

### *Esteban Koffsmon*

Esteban Koffsmon is an accomplished project manager/designer and executive leader with a strong portfolio of successes developing, positioning and promoting environmentally conscious cost effective design with efficient land-use to maximize profitability. Esteban is an expert in the development and execution of design / financial feasibility studies of multi-family, office, mixed-use, retail and hospitality ground-up development projects throughout the country and the Americas.

Esteban Koffsmon is currently Senior Vice President and Director of Development and Construction for Chateau Group where he is responsible for the complete real estate development process including initial feasibility studies, land acquisition, site planning and design, entitlements and construction management. He has been an active component of the current Chateau Group projects in Miami including: Chateau Beach and Fendi Chateau, two high rise ultra-luxury condominium on the beach, Ritz Carlton Sunny Isles Beach; Chateau Square and Chateau Center in downtown Miami.

During the past years, Esteban was adjunct professor at Drexel University, Richard Goodwin College of Professional Studies where he taught Advanced Real Estate Investment and Analysis and former adjunct professor Design Studio II, Florida International University (FIU), Paul Sejas School of Architecture (2008).

In addition, Esteban is an Architect with twenty years of experience in design and development in the United States and Argentina. Esteban holds a master's degree in real estate development at Columbia University and is a LEED AP certified professional from the USGBC (United States Green Building Council) and is a licensed real estate agent in Florida. Esteban is currently a Director of the Hallandale Beach Chamber of Commerce and the former past President of the ORT Alumni association.



## ESTEBAN KOFFSMON LEED®AP

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### SUMMARY

Accomplished executive leader with a strong track record of successes developing, positioning and promoting environmentally conscious cost-effective designs with efficient land-use to maximize profitability.

Expert in the development and execution of design / financial feasibility studies of high rise luxury condominium, multi-family, office, mixed-use, retail and hospitality ground-up development projects throughout the country and the Americas.

Combine advanced design feasibility and construction experience with Ivy League Real Estate finance education culminating in a Master of Science in Real Estate Development from Columbia University.

### Specialties

Design feasibility and land use studies and real estate investment analysis under wide variety of zoning codes. LEED®AP & Energy efficiency retrofit consultant.

### EDUCATION

**COLUMBIA UNIVERSITY**, New York, New York

**2008 - 2009**

**Master of Science in Real Estate Development & Finance.** Relevant coursework:

- |                              |                       |                           |
|------------------------------|-----------------------|---------------------------|
| • Asset Management           | • Repositioning and   | • Political Environments  |
| • Real Estate Finance I & II | Turnaround Strategies | • Real Estate Development |
| • Capital Markets            | • Public Financing    | • RE Workouts Symposium   |

**UNIVERSITY OF BUENOS AIRES**, Argentina. School of Architecture Design and Urbanism

**1994 - 2000**

**Bachelor's Degree in Architecture w/honors** GPA 3.9/4.0 A six-year program focused on design and construction.

### PROFESSIONAL EXPERIENCE

**Chateau Group**, Miami, Florida

**2010 - PNT**

**Senior Vice President of Development / Development Director**

- Responsible for overseeing the complete real estate development process including feasibility studies, land acquisition, site planning/ design, entitlements and construction management of multiple projects.
- Established an estimated development and construction budget template based on current design concept.
- Advise and assist in design and/or product modification for VE/cost reduction.
- Provide an estimated schedule of project and associated, scheduled values.
- Meet with governmental agencies to discuss project and potential requirements.
- Permitting, coordination of permitting and public relations
- Review of all technical reports and professional engineering reports.
- Meet with potential sub-contractor and/or vendors when necessary.
- Evaluate proposed contracts/proposals.
- Condominium document review
- Advise on the use of certain consultants.
- Assist coordination of current and outside consultants.
- Review plans, coordination of plans and reports by current and outside consultants.

**RVL Architects**, Miami, Florida. [www.revuelta-architecture.com](http://www.revuelta-architecture.com)

**2005 - 2008**

**Senior Project Manager - Associate**

- Led contract underwriting and new-client relationships, modeled fee structure for several design service proposals and conceived feasibility studies for each phase of numerous high-rise, multi-family and hotel projects.
- Prepared project budget reports for senior management and clients.
- Spearheaded work plans and managed a team of 5 people for the "Freedom Tower" project (600-Bicayne), an 800,000 sq.ft. \$150 million project including recruitment and assignment of production staff w/ Antonio Citterio and Partners
- Designed directed and coordinated the \$1.4 million "Audi Forum Project" processes. Successfully delivered the project on scheduled time and budget.
- Performed zoning code analysis commissioned by the city of Miami to test the proposed Miami21 zoning code with results published on the city's website ([www.miami21.org/youasked\\_weanswered.asp](http://www.miami21.org/youasked_weanswered.asp)).
- Achieved a 15% revenue increase by implementing BIM technology software from schematic design to construction documents and by developing a fee structure to reflect the shift in workload..

**GENSLER Architecture, Design & Planning**, New York, New York. [www.gensler.com](http://www.gensler.com)

**2004 - 2005**

**Project Architect**

- Produced design development and construction documents, prepared the project manual, bid and FF&E for ACE-INA Corporate Headquarters, a 12,500 sq.ft. project and various tenant improvement projects for Tishman Speyer at the Rockefeller Center.
- Led a 3-person team throughout the production of the construction documents for the New York University's office of career services, a 20,200 sq.ft. interior design project.
- Oversaw progress of construction on several multi-story buildings and conducted construction administration.

**RIETVELD ARCHITECTS LLP**, New York, New York / The Hague, Holland. [www.rietveldarchitects.com](http://www.rietveldarchitects.com)

**2001 - 2004**

**Project Architect**

- Produced design development and construction document drawings for the CMS Rijnsweerd, Utrecht project for PriceWaterhouseCoopers and William Properties over the course of three years.
- Managed work between the New York office and consultants located in the Netherlands.

**ADDITIONAL EXPERIENCE**

**DREXEL UNIVERSITY**, Richard Goodwin College of Professional Studies

**2010 - PNT**

**Adjunct Professor. Advanced Real Estate Investment and Analysis (REAL 571-001 CRN)**

- Developed the advanced RE finance and investment strategy class at the school of construction Management.

**FLORIDA INTERNATIONAL UNIVERSITY (FIU)**, Paul Sejas School of Architecture [www.fiu.edu/~soa/](http://www.fiu.edu/~soa/)

**2008**

**Adjunct Professor. Design Studio II – ARC 1302**

- Taught a group of fifteen students. Prepared and held lectures on architecture design.

**SKILLS**

PC/MAC Expert, MS Office, Excel modeling, Map point, Visio, AutoCAD / ArchiCAD. 2D 3D Rendering, Spanish,

**PROFESSIONAL AFFILIATIONS**

Realtor® Associate. CPAU / SCA Registered Architect. LEED®AP. ICSC / ULI / RICS Member.

Director of the Hallandale Beach Chamber of Commerce. Past-President of the ORT Alumni Association.

## Projects

2000 S. Ocean Drive  
Hallandale, FL, USA

Wynwood - "Forum"  
2700 NW 2nd Ave  
Miami, FL, USA

## Current and Past Projects

Varadero High-Rise  
Mixed-Use, Sunny Isles, US

Confidential Boutique Hotel  
Hotel, Wynwood, US

Château Square High-Rise  
Mixed-Use, Hallandale Beach, US

Bazbaz Hub  
Retail + Office, Wynwood, US

Singapore University of Technology and Design  
Education, Singapore, SG

Youturn Pavilion  
Pavilion, Sao Paulo, Brazil

Aventura Square  
Office, Ojus, Miami, US

Continuum Grounds and Commons  
Amenity, Miami Beach, US

Trend Boutique  
Retail, Miami Beach, US

Château Village  
Mixed-Use, Surfside, US

2050 NMA  
Mixed-Use, Wynwood, US

Waalse Krook  
Library, Gent, Belgium

Zara Installation  
Pavilion, Milan, Italy

Zara Flagship Store  
Retail, Rome, Italy

Columbia Business School  
Education, New York, US

Korean Express-way Corporation  
Office, Pusan, South Korea

Seoul Performing Art Center  
Performing Art Center, Seoul, South Korea

Korean National Oil Corporation  
Office, Pusan, South Korea

Seoul Museum of Art Museum,  
Gangbuk, South Korea

## Jordan Trachtenberg AIA, NCARB, LEED Architect



Jordan Trachtenberg, is a licensed architect in the State of Florida and is the local Managing Partner at TEN Arquitectos, oversees the Miami office and is in charge of the firm's South Florida presence.

Jordan has worked in five continents ranging from Asia to South America. From 2009-2012 while in Amsterdam, NL, he worked as Lead Architect and Project Manager on several successful projects such as the Singapore University of Technology and Design, completed construction in 2015. His current South Florida projects include Forum Wynwood a Commercial development in the heart of Wynwood, Miami, FL; a new residential beachfront development in Hallandale, Florida; Chateau Square a new Mixed-Use 2.5 Million sqft project in Hallandale, Florida; Varadero Sunny Isles, a 2 tower residential beachfront project.

Jordan Trachtenberg is an Adjunct Faculty Professor at Florida International University's School of Architecture teaching graduate design studios focusing on his Decoding Development series. He has been a guest juror at Harvard University, University of Pennsylvania, Columbia University, Pratt Institute, and the Städelschule in Frankfurt, Germany. Jordan received the degree Master of Architecture, with Honors in Design, from Columbia University, NY, and holds a Bachelor of Design in Architecture Studies, with Honors, from Florida International University, Miami.

Jordan serves on the Historic and Environmental Protection Board for the City of Miami and is President of the Columbia University Club of South Florida representing over 3,500 Columbia Alumni.

Jordan Trachtenberg is a Florida Registered Architect, LEED accredited professional, holds an NCARB certificate and has been a member of the American Institute of Architects since 2012.

## Education

2008 Columbia University

Masters of Architecture

New York, NY, USA

2004 Florida International University

Bachelor of Design in Architecture

Miami, FL, USA

## Professional Qualifications

2018 Florida Registered Architect

#AR99762

2018 NCARB Certified Architect

#93252

2012 American Institute of Architects Member

#38250460

2008 LEED Accredited Professional

## Teaching / Jury Experience

Florida International | Columbia University | Harvard University | University of Pennsylvania | Pratt Institute | Städelschule Frankfurt, Germany | University of Kentucky

## Board/Institutional Positions

President of the Columbia Club of South Florida

Board Member on the City of Miami Historic and Environmental Protection Board

TRACHTENBERG ///

## TRACHTENBERG /// Project Leadership

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**Jordan Trachtenberg**

AIA, NCARB, LEED

15 years Professional Experience

### Project Architect/ Primary Contact

Jordan Trachtenberg will be the Principal Architect and Lead Designer. He will provide design oversight throughout the project's duration. With 15 years of experience, Jordan a South Florida native, has lived and practiced architecture in Amsterdam, Singapore, South Korea, and throughout the US, overseeing the design and execution on successful high-profile award-winning projects. Current projects include 2000 S Ocean, a boutique residential development under construction, a class-A mixed-use project in the heart of Wynwood, Forum Wynwood, and a two tower 450+ residential/hotel project in Sunny Isles Beach, FL.

In 2014 Jordan co-founded a successful South Florida art focused non-profit space and platform for artists, "&gallery" in the Little Haiti / Little River neighborhood where the TEN Miami office was also born. Jordan is an Adjunct Graduate Professor at Florida International University's School of Architecture, serves on the Historic and Environmental Protection Board for the City of Miami and is President of the Columbia University Club of South Florida representing over 3,500 Columbia Alumni, where he received his Master's in Architecture.

Jordan is a Florida Registered Architect and LEED accredited professional holds an NCARB certificate and has been a member of the American Institute of Architects since 2012.



**Frederic Merle**

Florida Registered Contractor

18 years Professional Experience

### Project Manger

Frederic Merle is a Project Manager and oversees the construction and administration related processes. Frederic received his Masters in Architecture from Columbia University's Graduate School of Architecture, Planning and Preservation.

Frederic has taught several architecture studios, including most recently at Florida International University. Frederic has worked as Project Manager on several successful projects such as the large scale residential condo project called Paraiso Bay consisting of 4 high-rise towers in Miami.

His current project includes 2000 S Ocean, a new residential beachfront development in Hallandale, Florida.



**Xio Grief**

10 years Professional Experience

### Design Manager

Xio Grief will oversee quality of the project including document review, BIM model review, and Cost Estimate review. Her role is supplemental to the oversight, cost, and quality control being provided. Xio oversees in the production of program validation, site, building and design documentation for the project.

Xio is a main support to design and execution. She has been project manager on various projects, managing from conceptual design through construction documentation and administration. Architectural Professional with more than 10-years work experience. Worked on a variety of projects including: multi-family & custom single family homes, condominiums and interior architectural design.



**Johana Mendoza, M.Arch**

## Design Team

Johana Mendoza will be part of our full visualization team, and assist Jordan, Frederic and Xio in the production of program validation, site, building and design documentation for the project.

Johana graduated in 2019 with a Master's of Architecture at Florida International University. Johana is a problem solver that finds solutions in architectural issues throughout her process of design. Johana's designs envision a concept of history behind with a purpose towards the future. Her key is to create spaces that adapt to the changes of society and our environment for future generations.



**Yenifer Cordoba, M.Arch**

## Design Team

Yenifer Cordoba will be part of our full visualization team, and assist Jordan, Frederic and Xio in the production of program validation, site, building and design documentation for the project.

Yenifer received her Graduate Master's Degree in Architecture at Florida International University. Yenifer knows that creativity has no limits. She is an enthusiastic and visionary team player that believes flexibility is the key to creativity and problem solving. She is a passionate artist that finds inspiration in nature and science. Yenifer combines logic and artistic taste to create spaces that provide functional purpose, high style and beauty.



TRACHTENBERG ///





## **TRACHTENBERG ///**

Trachtenberg, LLC specializes in Architecture, Design, and Development. Founded in 2012, Trachtenberg, LLC is based out of Miami FL, and is known for creating dynamic and thoughtful design solutions. The practice has been instrumental in a diverse scale of projects locally and internationally, ranging from large complex mixed-use developments to small-scale installations. Trachtenberg, LLC is in collaboration with TEN Arquitectos and UNStudio on several high profile projects in the South Florida Region.

On behalf of Trachtenberg, LLC, I am honored to submit my interest and qualifications for your consideration.

This project opportunity comes at a perfect time for Trachtenberg, as Trachtenberg has been fortunate to collaborate with an incredible group of public, private and institutional clients and amassed an impressive portfolio of work.

As principal of Trachtenberg /// and local partner to incredible international architects such as TEN Arquitectos, based out of Mexico City/NYC and UNStudio based out of Amsterdam/Shanghai, I am personally committed to this effort and would prioritize this project to work closely with you, our extremely talented office to create a unique project.

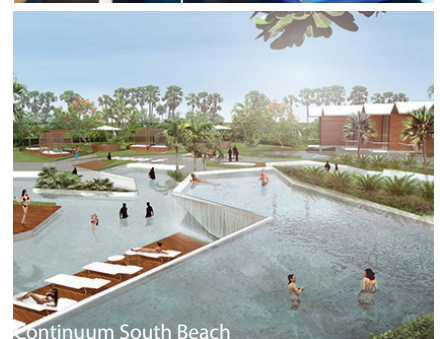
Having extensive experience with both preservation and community development Trachtenberg brings a well-rounded understanding of what makes a complex and dynamic project come to fruition. I have served for three consecutive terms on The City of Miami's Historic and Environmental Protection Board, and have been an asset to the development of the Wynwood Business Improvement District's evolution and brand. Understanding the legacy and historical significance of a neighborhood is crucial in its future successes. Through this expertise, Trachtenberg brings a perspective and experience that will serve to benefit and shepherd your vision and goals.

I am excited to present to you our enclosed qualifications for your consideration. Please do not hesitate to reach out for any additional information that may be required.

Best Regards,

Jordan Trachtenberg, AIA, NCARB, LEED AP

**TRACHTENBERG ///**





## MIXED USE PROJECTS AND COMMERCIAL WORK

Location  
Miami, FL

Status  
Design

Size  
150,000 SF

Client  
Chateau Group

Architect  
UNStudio in Collaboration with  
Trachtenberg ///

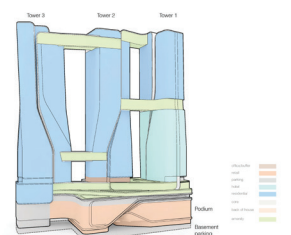
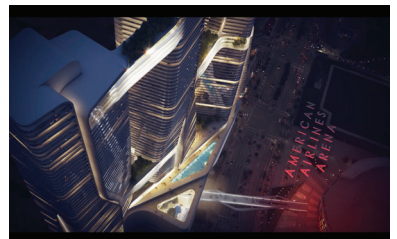


## Biscayne Square

Designed as a highest and best use approach for Chateau Group's 600 and 700 Biscayne Blvd sites. Investigating the site with the newly established Miami 21, the design team explored a progressive tri-tower strategy for the site. Capturing the vibrant, energetic, and dynamic spirit of Miami into an iconic and distinctive development to create "The Address" as well as be a new addition to the collective skyline of Miami.

Concourse connections, street flows and podium interconnectivity play with one another to fuse inside out. Staggering and rotating towers are positioned to reduce view blockage and multiplicity of perspectives which accentuate the dynamism of the towers.

Comprised of a distribution of residential, hotel, shops and amenities the towers are bridged together through sky lounge and event spaces are both an amenity to the residences and the City of Miami.



Location  
Wynwood, FL

Status  
Design

Size  
350,000 SF

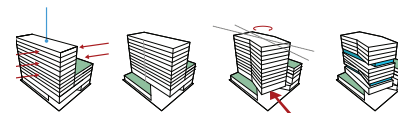
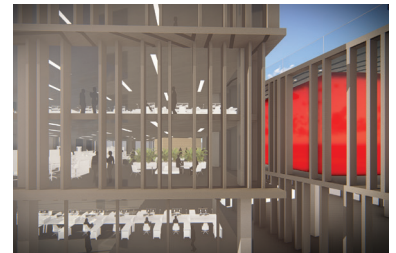
Client  
Confidential

Architect  
Trachtenberg ///



## Wynwood Office Lofts

Slated to be the tallest building in Wynwood, Trachtenberg examined the property's highest and best use while considering the concept of an amenity-rich office building with significant retail tenants. The integrated open breezeway connects through to the flanking streets, creating a cross-block connection not typically found in the area. The amphitheater is designed with the goal to be a state of the art location for use as a performance and event space.





Location  
Miami, FL

Status  
Design

Size  
270,00 SF

Client  
Prive Land Group

Architect  
Trachtenberg ///



## Aventura Square

Aventura Square is a land project developed by Prive Land Banking. The project consists of an acquisition assemblage from two to three lots totaling 83,000 sqft (7,711m<sup>2</sup>). The current zoning allows building up to six stories with a maximum gross area (FLR) of 270,000sqft (25,000m<sup>2</sup>). The project consist of the design of three buildings: Mixed-Use Office and Retail, Parking Garage and a six Story Residential Buildings.



Location  
Wynwood, FL

Status  
Design

Size  
15,000/45,000 SF

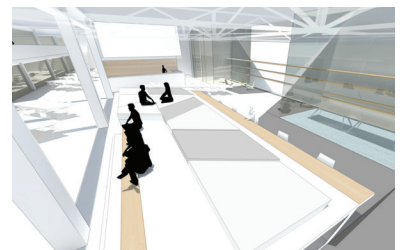
Client  
Wynwood Ventures

Architect  
Trachtenberg ///



## Wynwood Colab I & II

As a legacy land owner in the Wynwood district for over three decades, Trachtenberg was commissioned to rethink the use of multiple properties in the developer's portfolio. Working directly with the legacy family, a concept and an approach to creating a sustainable financial model lead to the Wynwood Collaborative. Located on the main thoroughfare of North Miami Avenue the properties were designed to be minimally impactful on the current structure and its historic use while also developing a new identity and brand.





**Location**  
Wynwood, FL

**Status**  
Permits

**Size**  
400,000 SF

**Client**  
Redsky

**Architect**  
TEN Arquitectos with  
Trachtenberg as Local Partner



## Forum Wynwood

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Located in the heart of Wynwood, the mixed-use office project will be like no other in the area. Designed on a 1.25 acre property, the objective while designing the structure was to emphasize public and retail spaces on the street level with the same amount of consideration to the public and private aspects of the building. The Project elevates the public realm through the building, while delivering class A office space that will attract creative office tenants.



Location  
Surfside, FL

Status  
Design

Size  
150,000 SF

Client  
Chateau Group

Architect  
UNStudio in Collaboration with  
Trachtenberg ///



## Surfside Village

Positioned just steps from the beach and the heart of Surfside, UNStudio in collaboration with Trachtenberg designed a hotel with a retail component as a connector for the neighborhood. The retail components would give way to creative activities and promenades with diverse overlapping communal spaces and sizes. Keeping special identity and contextual relation in mind, the project's goal as a low rise building is to create a feeling one would find in a village.





Location  
Hallandale, FL

Status  
Design

Size  
270,00 SF

Client  
Preve Land Group

Architect  
UNStudio in Collaboration with  
Trachtenberg ///



## Chateau Square

With the goal with provide a mixed use, vibrant and sustainable design geared towards urban development, UNStudio in collaboration with Trachtenberg set off to design a plan with an appealing character and direct sense of place in Hallandales' urban core. As the hinge between Hallandale's Town Center and Gateway east, the property is meant to serve as a place of hub for urban connectivity. The integrated and infinite parks capes will provided programming for the community and allow a comfortable space to attract people and promote walkability to other nearby destinations such as Town Center, Gulfstream Park, and the beaches.





## RESIDENTIAL AND HOSPITALITY WORK

Location  
Miami, FL

Status  
Design

Size  
400,000 SF

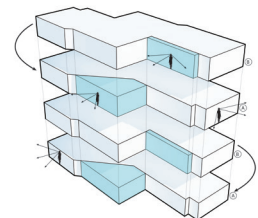
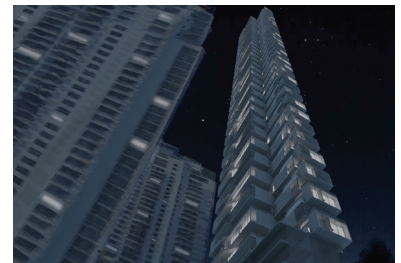
Client  
Prive Land Group

Architect  
Trachtenberg ///



## Brickell Sky Tower

1038 Brickell explores a site of minimal floor plate area while maximizing the private living experience. The project consists of a single atypical lot on the urban core strip of Brickell Avenue. Using the zoning and density rights, a slender tower was devised. This tower is made up of a split unit level and single unit level that maintains views and privacy through an elevated urban living experience.



**Location**  
Hallandale, FL

**Status**  
Construction

**Size**  
240,000 m<sup>2</sup>

**Client**  
KAR Properties

**Architect**  
TEN Arquitectos with  
Trachtenberg as Local Partner



## 2000 S. Ocean Drive

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With the goal to conceive a private residential enclave that is highly sophisticated, the design for 2000 Ocean offers not only an elevated landscape, but also an elevated life to potential residents. The property for this condominium project is situated in the rapidly growing area of Hallandale beach, just north of the more densely populated area of Sunny Isles. The 38-story glass tower showcases panoramic views of the Atlantic Ocean, Intracoastal Waterway, and surrounding beaches for all 64 units.





**Location**  
Sunny Isles, FL

**Status**  
Design

**Size**  
575,000 SF

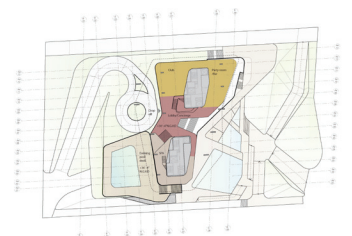
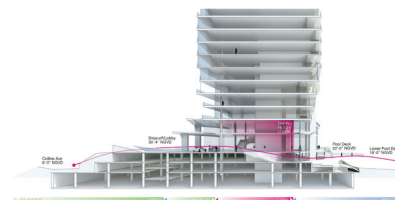
**Client**  
Fortune and Chateau Group

**Architect**  
UNStudio in Collaboration with  
Trachtenberg ///



## Solis Ocean Palms

UNStudio in collaboration with Trachtenberg's first project on the sands of Miami lead to an exploration of the waterfront land's potential as a condominium. The integration of a seamless drop off, lobby and beach connection was a focus of the design efforts as well as activated areas surrounding the amenities to be offered on the property. The purpose of working with a centralized split core allows the residences to benefit from even more views of the ocean's expanse in front of them.



**Location**  
Sunny Isles, FL

**Status**  
Design

**Size**  
500,000 SF

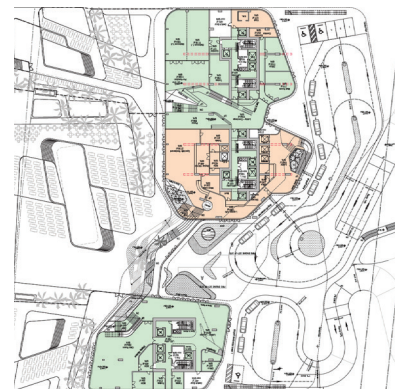
**Client**  
Fortune and Chateau Group

**Architect**  
UNStudio in Collaboration with  
Trachtenberg ///



## Varadero Sunny Isles

Envisioned to be the landmark two-tower building of Sunny Isles, Varadero is a hotel and condominium project designed with the “superliving” in mind. UNStudio in collaboration with Trachtenberg worked with the client to integrate aspects of life that would capture their targeted demographic for sales and hotel stays. With the goal to create vibrancy and intimacy in spaces surrounding the amenity levels, the property has both residential and hotel decks all within close proximity to the ocean and seamless integration into the existing landscape.



## INSTITUTIONAL AND GOVERNMENT WORK



**Location**  
Miami, FL

**Status**  
Complete

**Size**  
1,000,000 m<sup>2</sup>

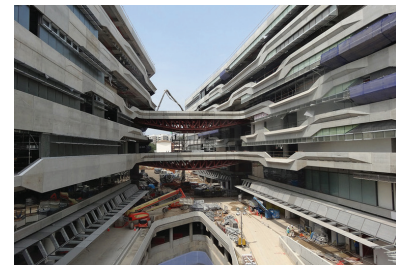
**Client**  
The Singapore University of  
Technology and Design

**Architect**  
UNStudio with Jordan  
Trachtenberg as coordinating  
architect



## Singapore University

The Singapore University of Technology and Design will offer four key academic pillars: Architecture and Sustainable Design (ASD), Engineering Product Development (EPD), Engineering Systems and Design (ESD) and Information Systems Technology and Design (ISTD). The New SUTD campus will facilitate cross-disciplinary interaction between all four pillars of academia. The orientation and organization of the campus is designed through two main axes; the living and learning spines which overlap to create a central point, binding together all corners of the SUTD. These thoroughfares create a 24/7 campus of seamless connectivity. An open forum of learning is established by bringing professionals, alumni, students, and faculty together to interact both on an academic and a social level.



Location  
Miami, FL

Status  
Design

Size  
120,000 m2

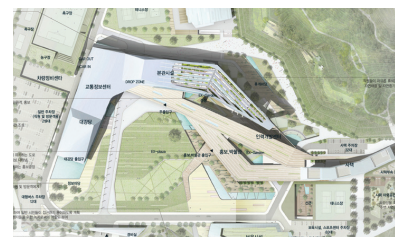
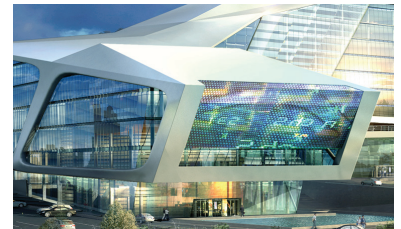
Client  
Korean Expressway Corporation

Architect  
Heerim Architects with Jordan  
Trachtenberg as lead designer  
and project manager



## SK Expressway Corp

Bringing together all of the Korean Expressway Corporation's national offices to one region of South Korea in order to stimulate local growth and prosperity in the region. KEC is a broad network of interchanging routes that overlap to create dynamic means of exchange for the employees and visitors to interact.





**Location**  
New York, NY

**Status**  
Design

**Size**  
1,000,000 m<sup>2</sup>

**Client**  
Columbia University

**Architect**  
UNStudio with Jordan  
Trachtenberg as coordinating  
architect



## Business School

The design for the new Graduate School of Business at Columbia University offers an opportunity to embrace innovation in the pedagogy of business education. The building is designed to use the creative enterprise of the school to facilitate cross-disciplinary interaction between the professional world, the campus, and the community at large. The flexibility of spaces (in both the short and long-term) drives the design approach. The design seeks to remove constraints on both instruction and student development, and to create a building which not only supports the need for flexibility, but which celebrates community as a central tenant. Student work-study spaces and faculty divisional spaces are concentrated in plan and section to promote collaboration across all disciplines. In addition, the spaces are connected vertically within a series of voids and internal stair cases, and paralleled on several floors in one intensified zone. Both Formal and informal interactions and encounters are encouraged throughout the design.



**TRACHTENBERG ///**

6310 NW 2nd Avenue Miami FL, 33150  
[www.trachtenbergllc.com](http://www.trachtenbergllc.com)  
786.708.2474



## **Keith Poliakoff**

### *Partner*

Fort Lauderdale Office  
200 E. Las Olas Blvd.  
Fort Lauderdale, Florida 33301

Phone: (954) 713-7644 Fax: (954) 208-8204  
Email: [keith.poliakoff@saul.com](mailto:keith.poliakoff@saul.com)

## **Practices**

Municipal and Government  
Regulatory, Compliance and  
Government  
Real Estate Services  
Real Estate

## **Education**

J.D., Benjamin Cardozo School of  
Law, *cum laude*  
B.S., Syracuse University, *magna cum  
laude*

## **Bar Admissions**

Florida, New York

## **Clerkships**

Keith was awarded an Alexander  
Fellowship where he clerked for Third  
Circuit Court of Appeals Judge  
Maryanne Trump Barry

Keith Poliakoff brings to clients substantial knowledge of representing local governments along with extensive experience in representing parties before local governments throughout Florida, including all aspects of developer representation relating to land use, zoning, development agreements, and all other entitlements. Keith has represented communities opposed to neighboring developments. His representation includes numerous community and homeowner associations, and he has been highly successful in fostering neighborhood compatibility. Furthermore, Keith serves as counsel to numerous banks, corporations, and even individuals seeking guidance relating to code enforcement violations and municipal liens.

As Town Attorney to the Town of Southwest Ranches, Keith has knowledge and experience in issues unique to Florida governmental entities, such as annexation, municipal liability, RLUIPA, Bert Harris Act, conflict resolution, the Public Records Act, Government in Sunshine, and laws pertaining to ethics and elections. He has worked on all types of matters affecting a municipal government, including the creation of comprehensive plans, developing zoning codes, code enforcement, drafting ordinances and resolutions, and he has presided over countless meetings and quasi-judicial matters. Further, Keith has defended the town in numerous litigation matters, including a lawsuit challenging the municipality's incorporation. He has counseled elected officials on ethics laws, election laws, disclosure requirements, and conflicts of interest, and he has authored a variety of opinions on these subject matters.

In addition to his representation of municipalities, Keith represents owners of multifamily residential and commercial properties on issues relating to land use and zoning, and he has substantial experience in obtaining entitlements. He works closely with local public officials and provides guidance to business clients on the complex governmental processes, for example, public sector procurements, affordable housing, developer agreements, and legislative initiatives. Keith's annexation legislation still serves as the model in the Broward County Local Bill Manual for the legislative process. He also has considerable experience with community redevelopment agencies and has

been involved in redevelopment efforts throughout Broward County.

In 2005, Keith was appointed to the Broward County Land Preservation Board by the Broward County Commission. This board was responsible for reviewing all land acquisitions in Broward County, specifically overseeing the \$400 million bond issue that was approved to preserve and reclaim over 1,400 acres of open space in Broward County and repair and enhance the county's recreational parks.

Keith gained valuable experience as a freelance producer for NBC News and as an assistant producer at CNN in New York.

He participates in many charitable organizations and community events.

### Honors and Awards

- Named to the "Best Lawyers in America" list, Government Relations Law, 2009-2011
- Named to "South Florida's Best Lawyers" list, 2009
- Named to the "Florida Trends Legal Elite" list, 2006, 2008
- Named to the "Leadership Hollywood 26" list, 2002
- Rated AV by Martindale-Hubbell®
- 

### Memberships and Affiliations

- Ambassadors Board of Nova Southeastern University



## **Richard Dewitt**

### *Associate*

Fort Lauderdale Office  
200 E. Las Olas Blvd.  
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Richard DeWitt focuses his practice on counseling local governments, as well as private property owners and developers, in land use and eminent domain matters. He has experience representing his clients in litigation, as well as a wide variety of other matters, including: planning and zoning; code enforcement; direct and inverse condemnation actions; and land use and development.

Richard also possesses certifications as a Florida Supreme Court certified Circuit Court mediator; loss mitigation mediator for the United States Bankruptcy Court, Southern District of Florida; and accredited Veterans Affairs attorney.

Prior to joining the firm, Richard was an assistant city attorney for Hallandale Beach, Florida. Additionally, he has practiced law at the Florida eminent domain firm Brigham Moore LLP, as well as the municipal law firm Goren, Cherof, Doody & Ezrol, P.A.

## **Practices**

Eminent Domain  
Real Estate Services  
Real Estate  
Real Estate Litigation

## **Education**

J.D., Nova Southeastern University,  
Shepard Broad Law Center, *cum laude*  
Nova Law Review

B.S., Florida State University

## **Bar Admissions**

Florida

## **Honors and Awards**

- Named to the Top Up & Comers list by South Florida Legal Guide, 2011-2014
- Named to the Rising Stars list by Florida Super Lawyers, 2010
- 

## **Memberships and Affiliations**

- The Florida Bar
- National Association of Veterans' Advocates
- Impact Broward - Veterans Helping Veterans, Mentor
- Miami-Dade Public Defender, EEJI, Pro Bono Attorney
- Veterans of Foreign Wars





## **Katie A. Edwards-Walpole**

### *Counsel*

Fort Lauderdale Office  
200 E. Las Olas Blvd.  
Fort Lauderdale, Florida 33301

Phone: (954) 713-7650 Fax: (954) 713-7755  
Email: [katie.edwards@saul.com](mailto:katie.edwards@saul.com)

Katie Edwards is counsel in the firm's Ft. Lauderdale office. She brings an extensive and respected background in agribusiness to the firm's practices in real estate, energy, and environment and natural resources. She also manages the firm's satellite office in Okeechobee.

Katie's representative clients include a publicly traded liquid petroleum distribution and logistics corporation, real estate developers, farmers, ranchers, aquaculture operations and equestrian businesses. Katie assists clients by performing due diligence in multi-million dollar real estate acquisitions and securing land use entitlements for their projects. She has successfully negotiated franchise fee agreements with local governments and exchanges of real property interests.

Katie has successfully represented clients before South Florida Water Management District by negotiating cattle grazing lease agreements for ranchers, assisting clients in the purchase of surplus government lands, design-build contracts to complete environmental and water infrastructure projects, Water Use and Right of Way permit transfers and applications, and exchanges of interests in real property. She also represents agricultural land owners before county property appraisers and Value Adjustment Boards on property classification and taxation matters throughout the state with successes in Miami-Dade, Broward and Hillsborough counties.

She previously served from 2002-2010 as Executive Director of Dade County Farm Bureau where she advocated for farmers and nursery growers on land use, regulatory and legislative issues at the federal, state and local levels. A Broward native, Katie served in the Florida House of Representatives from 2012-2018. As a state representative, Katie sponsored and passed significant legislation, most notably in the areas of criminal justice reform, private property rights protection and medical marijuana.

Katie graduated from Clemson University with a B.S. in Agricultural and Applied Economics. She has a law degree from Florida International University. She and her husband, Brad, are actively engaged in agriculture and reside in Okeechobee County.

## **Practices**

Regulatory, Compliance and  
Government

Cannabis Law

Food and Beverage

Construction

Real Estate

Agriculture

## **Education**

J.D., Florida International University,  
2012

B.S., Clemson University, 2002

## **Bar Admissions**

Florida

## Honors and Awards

- Florida Association of Criminal Defense Lawyers Linda C. Cox Champion of Justice Award Recipient (2013 and 2014)
- Florida Association of Counties Champion of Counties Award Recipient (2015)
- Named the Florida Farm Bureau Federation Lawmaker of the Year (2015)
- Named the Florida Farm Bureau Federation Champion of Agriculture (2013, 2014 and 2015)
- Florida Chamber of Commerce Distinguished Advocate Award Recipient (2015)
- Named the Florida Health Care Association's Champion of the Elderly (2013)
- Recognized in the United States House of Representatives by Congressman Mario Diaz-Balart with a tribute from the floor and a flag flown over the Capitol (April 2007)
- Received American Agri-Women LEAVEN Award, President's Award (November 2006)
- Awarded a Florida House of Representatives Tribute from Rep. Juan Zapata (January 2005)
- Awarded a Proclamation from Miami-Dade County Commission (February 2005)
- Named the Homestead/Florida City Chamber of Commerce's Agriculturist of the Year (January 2005)
- Received the Proclamation of Katie Edwards Day from Commissioner Katy Sorenson (November 2009)
- Received a Tribute from Florida Senator Larcenia Bullard (April 2008)
- Awarded a Certificate of Appreciation from Rep. Dwight Bullard (November 2009)
- Received the Award from Miami-Dade County Farmworker Jobs and Education Project (November 2009)
- Named to the Dade County Farm Bureau Hall of Honor (April 2008)
- Received a Certificate of Appreciation from City of Homestead (November 2009)



## James C. Brady

*Partner*

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### Practices

Real Estate Services

Regulatory, Compliance and  
Government

Litigation

Real Estate

### Education

J.D., Florida State University College  
of Law

B.A., M.A., Florida Atlantic University

### Bar Admissions

District of Columbia, Florida, Virginia

James Brady is an AV-rated attorney with more than 42 years of a broad range of experience in both the public and private sectors. His background includes representation of several municipalities and public boards. He remains the city attorney for a South Florida municipality and has held the position for more than 40 years, during which time he has provided counsel in areas ranging from labor, civil rights, zoning and land use to the areas of common legislation and daily policy-making. Moreover, he has represented national and multi-national corporations in a multitude of endeavors.

From the private sector perspective, James has extensive experience in real estate and land use law, including providing transactional counsel and title advice in the acquisition, financing, zoning, development, and redevelopment of real property, through sales to institutional, corporate, and individual buyers. He has provided counsel and otherwise participated in various matters involving environmental regulations and law, coordinating with engineers and other experts to resolve real and alleged environmental problems. He also represents issuers and recipients in bond and housing assistance financing. Rounding out his practice, he has conducted and continues to actively conduct non-jury and jury trials in the state and federal courts, as well as prosecuting and defending appeals from such courts.

### Memberships and Affiliations

- City attorney for the City of Lauderdale Lakes since 1975
- Consulting-associate city attorney for the City of Miami Gardens
- Special counsel for the City of Cooper City
- Former city attorney for the City of Hacienda Village
- Former assistant city attorney for the City of Tamarac
- Broward County Planning and Zoning Board, 10-year term
- Historic Preservation Board of the City of Fort Lauderdale, 10-year term
- Northwest-Progresso-Flagler Heights Advisory Board for the City of Fort Lauderdale Community Redevelopment Agency, 10-year term
- American Bar Association



SAUL EWING  
ARNSTEIN  
& LEHR <sup>LLP</sup>

- Florida Bar Association
- Bar of the District Columbia
- Virginia State Bar Association



## **Keith Williams**

### *Associate*

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Email: [keith.williams@saul.com](mailto:keith.williams@saul.com)

Keith Williams has extensive experience working in complex trial litigation of real property, eminent domain, land use, bankruptcy, environmental, construction and tort matters in state circuit court and federal district court. Prior to joining the firm, he held the position of Assistant County Attorney with the Palm Beach County Board of County Commissioners and, more recently, as Senior Attorney with the South Florida Water Management District.

Keith began his career working as a Senior Assistant General Counsel at the State of Florida Department of Environmental Protection, where he gained experience with complex trial litigation of environmental, real property and land use issues in state circuit court, federal court and Division of Administrative Hearings. His pro bono work includes the Legal Aid Society of Palm Beach County, Inc., where he represented indigent students and clients before the School Board of Palm Beach County.

## **Practices**

Litigation

Environment and Natural Resources

Regulatory, Compliance and  
Government

Cannabis Law

## **Education**

J.D., University of Florida College of  
Law, 1996

RijksUniversiteit at Leiden  
International Law Program, Leiden,  
Netherlands, 1996

B.A., University of Florida, 1991

## **Bar Admissions**

Florida

## **Honors and Awards**

- South Florida Water Management District "Team of the Year" Award, 2007

## **Memberships and Affiliations**

- Palm Beach County Bar Association, Environmental and Land Use Law CLE Committee
- Palm Beach County Property Review Committee, Chair, 2015-present
- The Florida Bar, Environmental and Land Use Law Section and Trial Lawyers Section
- Big Brothers/Big Sisters of Broward County, Inc., Board of Directors, 2003-2010
- Urban League of Palm Beach County, Board of Directors and Strategic Planning Committee Chair, 2007-2011
- CLE International Continuing Legal Education Seminar, Lecturer,

**Joaquin E. Vargas, P.E.**  
Transportation Engineer

**Education**

Master of Science in Civil Engineering (Transportation Engineering) – Georgia Institute of Technology, 1987

Bachelor of Science in Civil Engineering – Santo Domingo Institute of Technology (INTEC), 1986

**Registration**

Professional Engineer – Florida (PE# 44174), 1991

Professional Traffic Operations Engineer (PTOE# 1262), 2003

**Private Sector Experience**

Joaquin Vargas is an accomplished transportation engineer specializing in traffic engineering, parking studies, traffic impact studies, access, internal-site circulation and queuing, traffic concurrency, Development of Regional Impacts, and signal warrant studies. He has conducted over 1,000 traffic studies in Southeast Florida. His studies have been reviewed and approved by the Florida Department of Transportation (FDOT), numerous municipalities, counties, and other consulting firms acting as consultants to public agencies.

**Florida Department of Transportation (FDOT) Experience**

Between 1996 and 2006, Mr. Vargas served as traffic operations and safety consultant to the Florida Department of Transportation (FDOT). During this period, he conducted over 200 traffic engineering assignments for the FDOT, including the Florida Keys Hurricane Evacuation Study completed in 2001.

Mr. Vargas has also presented at the FDOT's scoping committee, attended meetings, city commission meetings, and public workshops on behalf of the FDOT. Furthermore, he conducted over 100 fatal crash studies throughout Miami-Dade and Monroe Counties.

**Municipal Experience**

Mr. Vargas has served as traffic consultant to the cities of Coral Springs, Sunrise, Tamarac, Miramar, Pembroke Pines, Oakland Park, Miami, North Miami Beach, Miami Beach, Homestead, Surfside, Miramar, Lauderdale-By-The-Sea, Pompano Beach, Hollywood, Key West, Ocala, and Destin. He has reviewed hundreds of traffic studies and site plans on behalf of municipalities.

Several representative municipal experiences are presented below:

*Destin Harbor Parking Master Plan:* Mr. Vargas served as project manager on a comprehensive parking study for the Destin harbor area. The study area was approximately one and one-half miles in length by one-half mile in width and included numerous marinas, hotels, restaurants, shopping centers, banks, offices, and specialty retail shops. The master plan consisted of a thorough evaluation of existing conditions, determined the current and future parking needs of the study area, identified and evaluated parking improvement alternatives, and recommended an action plan for the Destin harbor. A parking utilization study, including surveys and turnover data, was performed as part of this study. The Destin Harbor Parking Master Plan project also included an extensive public involvement campaign including numerous public workshops and a public hearing. Mr. Vargas also led the public involvement campaign for this project.

*Traffic Consultant for the City of Sunrise:* Mr. Vargas serves as traffic consultant to the City of Sunrise. In this capacity, he assisted the city in convincing the developers of the Florida Panther's arena that the best location for the arena was next to the Sawgrass Mills (its current location). Furthermore, Mr. Vargas has been involved in reviewing most of the Sawgrass Mills expansions (DRI's), including Wannado City and Metropica projects. Mr. Vargas has been involved in the review process of numerous applications submitted to the City of Sunrise. These reviews have focused on traffic impacts created by the proposed projects, and site plan reviews.

*Traffic Engineer for the Sistrunk Boulevard Streetscape Project:* Mr. Vargas served as traffic engineer on one of Fort Lauderdale's most challenging traffic calming projects. . . Sistrunk Boulevard. Opposed by high-level Broward County professionals, this CRA project consisted of reducing the number of through lanes on Sistrunk Boulevard from four to two. Mr. Vargas had the difficult task of ensuring that due to the reduction in vehicular capacity, neighborhood traffic intrusion was not going to be a problem. Several creative traffic engineering tactics were recommended in order to eliminate this political concern.

### **International Experience**

Joaquin Vargas has also worked on overseas projects. He recently completed a traffic evaluation associated with the expansion of the Port of Ghana, Africa. He also evaluated transportation options for a resort development project in the State of Quintana Roo, Mexico. Mr. Vargas also provided transportation and planning assistance for the development of a major retail center in San Pedro Sula in Honduras.

## SERVICES:

### PLANNING

Supply/Demand  
Parking Alternatives  
Site Analysis  
Traffic Engineering  
Parking and Transportation Master Planning  
Wayfinding/Pedestrian Travel  
Airport Landside Planning  
Shared Parking Analysis

### DESIGN

Prime Design  
Architecture  
Structural Engineering  
Electrical Engineering  
Mechanical Engineering  
Automated Parking Systems

### FINANCIAL

Market and Financial Analysis Planning  
Financing Alternatives  
P3 Monetization

### OPERATIONS

Parking Operations  
Operational Audits  
Due Diligence Studies  
Operator Selection  
Car Park Management Systems

### SYSTEMS

Lighting, Security, Signage  
Functional Layouts  
Access and Circulation Systems  
Durability Engineering

### RESTORATION

Structural Investigations  
Seismic Retrofit  
Due Diligence  
Repair Documents  
Asset Management  
Corrosion Protection Plan  
System Upgrades

## FIRM DESCRIPTION



Stete Street Parking Garage - Sarasota, Florida

**Walker Parking Consultants** is the global leader in providing parking consulting and parking design services. Founded in 1965, Walker pioneered the field of parking consulting. Today, the firm has more than 250 employees delivering a wide range of parking planning, design, engineering, and restoration services.

Based in the United States, Walker has 18 domestic offices and 2 overseas offices. The firm is ranked #240 in Engineering News Record's Top 500 Design Firms and #12 in Building Design + Construction's Giants 300 Engineering/Architecture Firms.

### Walker at a Glance...

#### Full Service – Single Focus

A niche firm focused solely on the parking industry and providing full design, engineering, planning, P3 and management/operational consulting, and facility restoration.

#### Global Experience – Local Knowledge

Has consulted on or designed projects across the nation and around the world and developed in-depth local knowledge of geographic markets, both domestic and international. Our offices are within two hours of every major metropolitan area in the United States.

#### Experienced Staff – Creative Minds

Our project teams pair seasoned industry experts with young talent to produce creative, cutting edge parking solutions. The result? Staff at all levels who have learned from the very best in their fields, and collaborations that have led to over 100 awards for creative designs, including the first LEED certified stand-alone parking garage in the U.S.

#### Quality Projects – Loyal Customers

Continually delivers high quality projects for our clients and has consistently out-performed the industry with regards to change orders and construction rework. The result has been a repeat client rate of over 90% and a change order percentage 75% below the industry average.

#### Practical Experience – Proven Solutions

Our planning and operations consultants have completed hundreds of studies and conducted thousands of hours of research. We take special care to make technological and operational recommendations that are leading edge, but also realistic and implementable. We focus on proven solutions that can improve the patron experience as well as our client's operational efficiency and bottom line.



**WALKER**  
PARKING CONSULTANTS

## E – Past, Present and Future Projects

# Luxury Residential Projects

PROJECT, LOCATION	SQUARE FEET	# OF UNITS
Château Libertador, Argentina	774,000 Sq.Ft. (40,000 Sq. Ft. Amenities)	156 Units
Château Puerto Madero, Argentina	720,000 Sq.Ft. (40,000 Sq. Ft. Amenities)	205 Units
Le Jardin Residences, Uruguay	333,000 Sq.Ft.	125 Units
Millennium Tower, Uruguay	270,000 Sq. Ft.	102 Units
Coral Tower, Uruguay	226,000 Sq. Ft.	82 Units
Beverly Tower, Uruguay	215,000 Sq. Ft.	64 Units
Château Beach, Sunny Isles Beach, FL	242,000 Sq. Ft.	84 Units
FENDI Château Residences, Surfside, FL	255,000 Sq. Ft.	58 Units
The Ritz-Carlton Residences, Sunny Isles, FL	548,000 Sq.Ft	209 Units
FENDI Château Residences, Punta del Este (Under Construction)	410,000 Sq. Ft.	162 Units

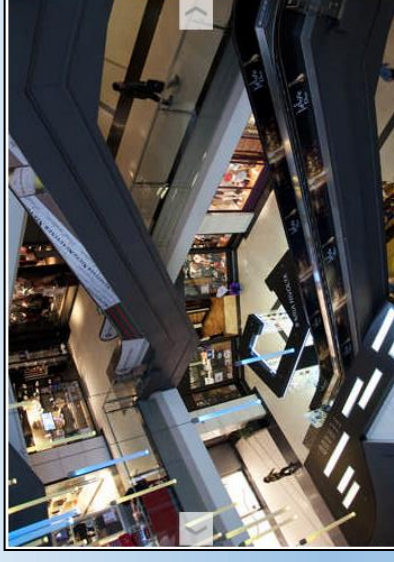
# Shopping Centers/Retail/Commercial

PROJECT, LOCATION	SQUARE FEET
Alto Palermo Mall, Argentina	710,000 Sq.Ft
Alto Avellaneda Mall, Argentina	452,000 Sq.Ft.
Florida Power and Light Building, Miami, FL	635,000 Sq. Ft
Hallandale Square, Hallandale, FL (pre-development)	925,000 Sq. Ft.

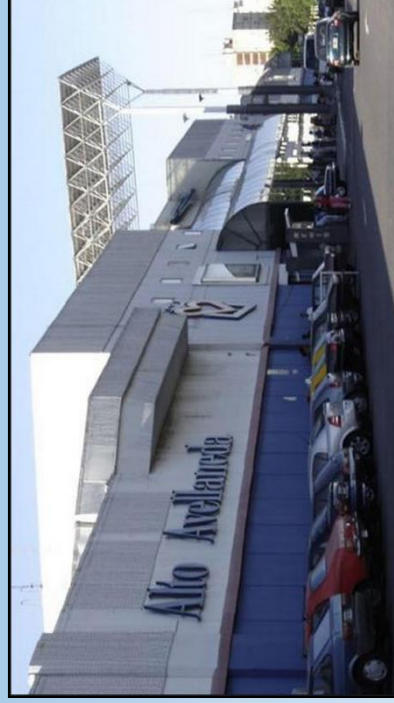


# Commercial Developments (Argentina)

Alto Palermo Shopping - Buenos Aires

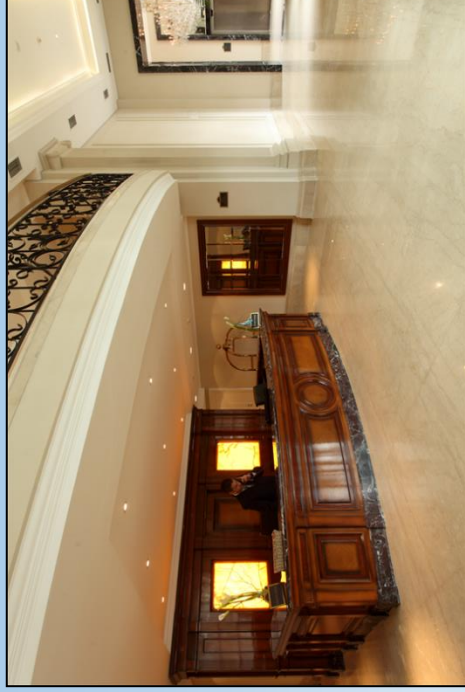
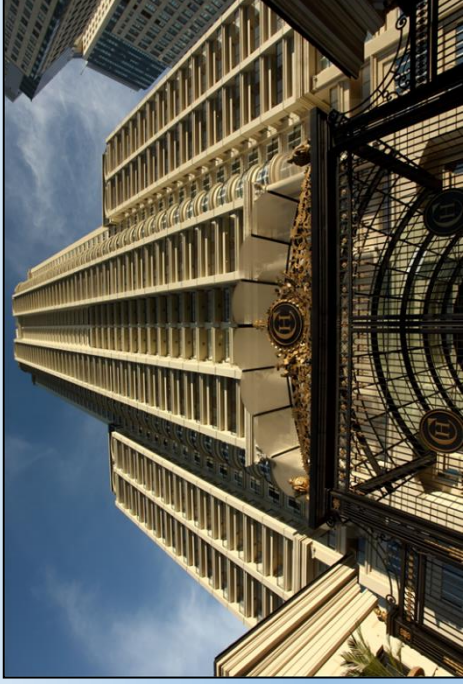


Alto Avellaneda Shopping – Buenos Aires



# Residential Developments (Argentina)

Chateau Puerto Madero- Buenos Aires (720K Sqf)



Chateau Libertador- Buenos Aires (774K Sqf)





# Residential Developments (Punta del Este, Uruguay)

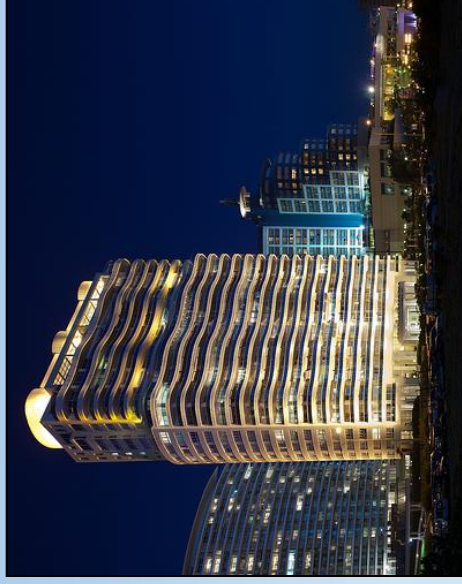
Coral Tower



Beverly Tower



Millenium Tower

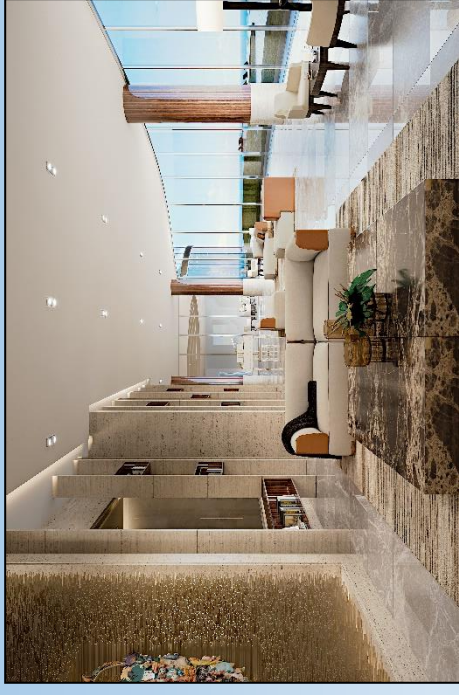


Le Jardin



# Residential Developments (Punta del Este, Uruguay)

## FENDI Château Residences, Punta del Este (under construction)





# Residential Developments (Miami - USA)

Quantum Tower - Miami (700 units)

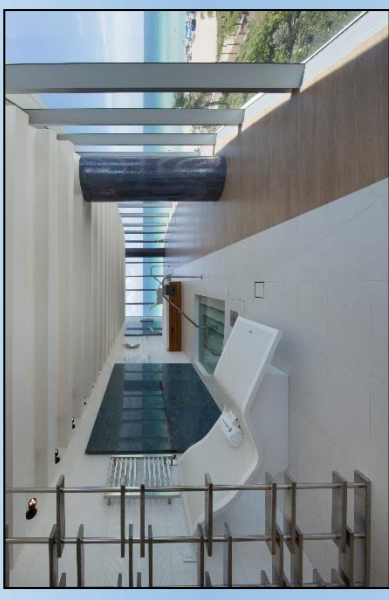
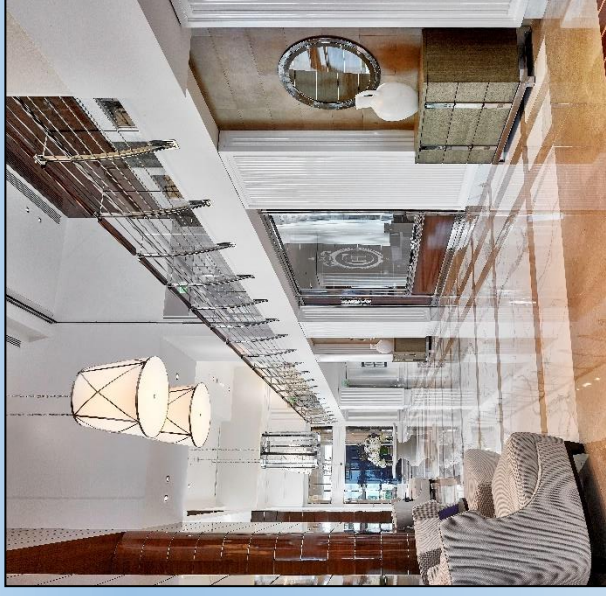


900 Biscayne – Miami (516 units + Office + Retail Space)



# Residential Developments (Miami - USA)

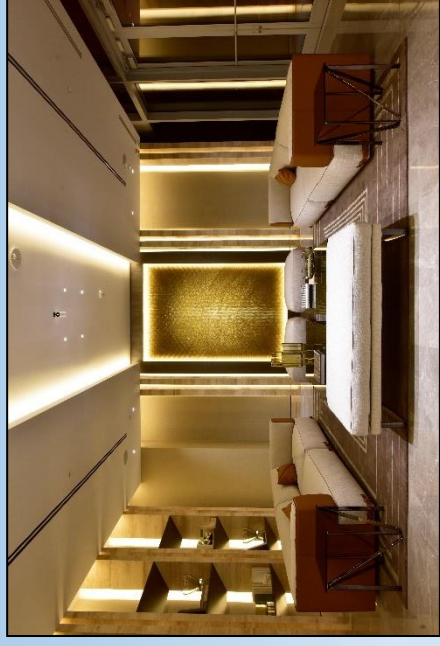
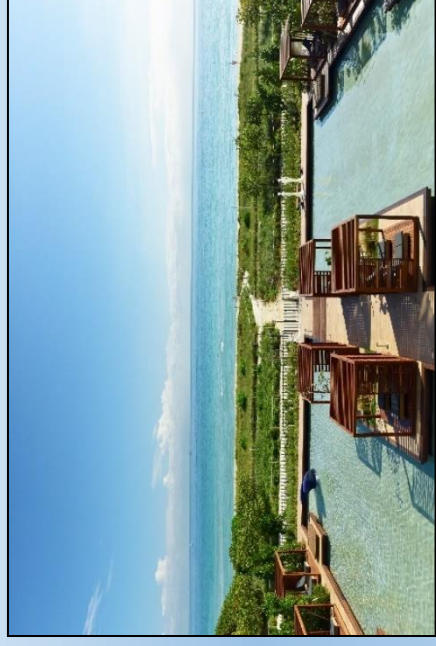
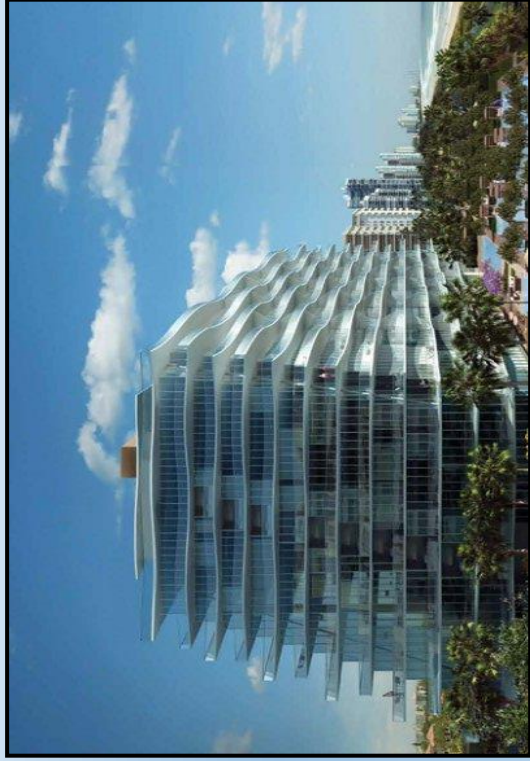
## Château Beach Residences – Sunny Isles Beach, FL





# Residential Developments (Miami - USA)

## Fendi Château Residences – Surfside, FL

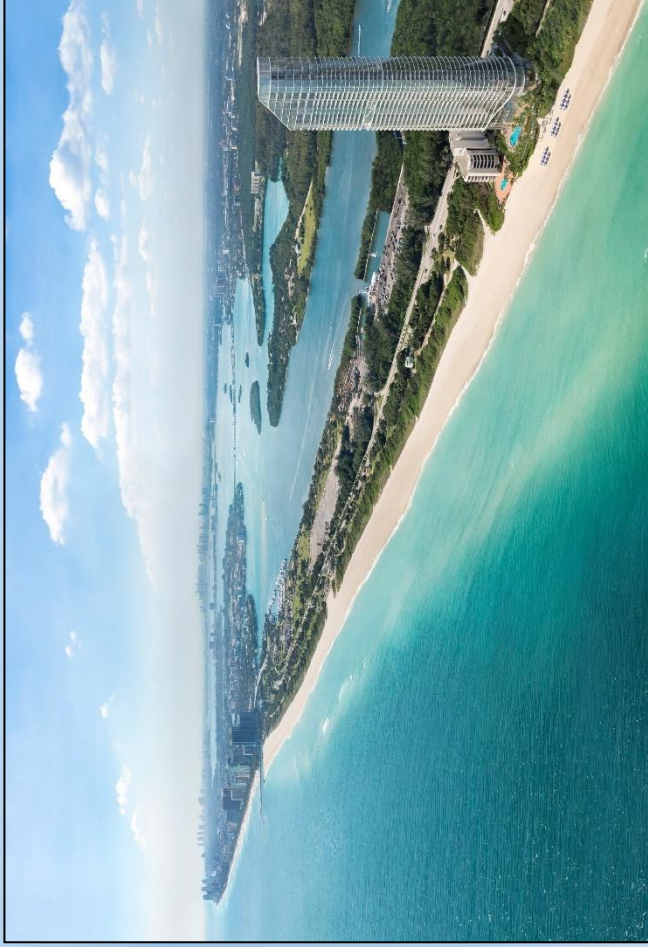


# Residential Developments (Miami - USA)



## THE RITZ-CARLTON RESIDENCES

SUNNY ISLES BEACH, MIAMI



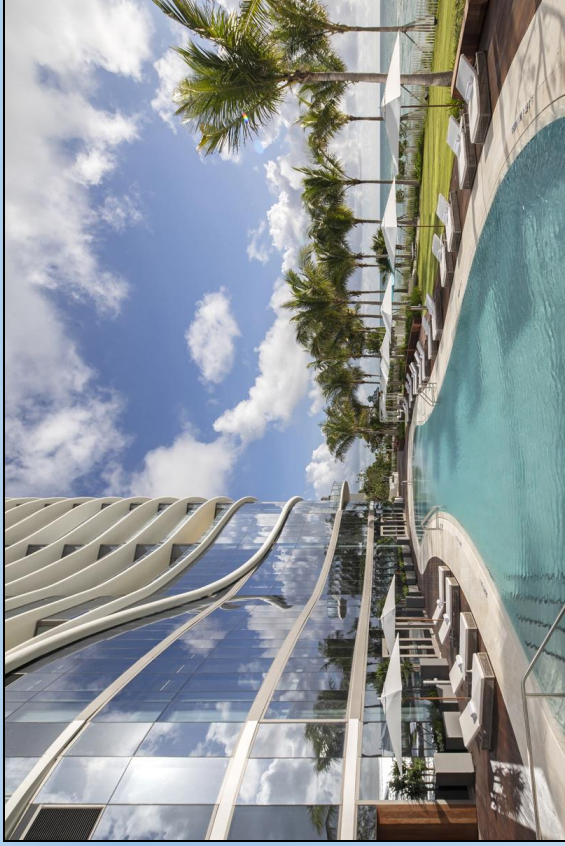


# Residential Developments (Miami - USA)



## THE RITZ-CARLTON RESIDENCES

SUNNY ISLES BEACH, MIAMI



# Our Future...

Varadero – Miami (1.1 M sellable Sqft) – Approved Development





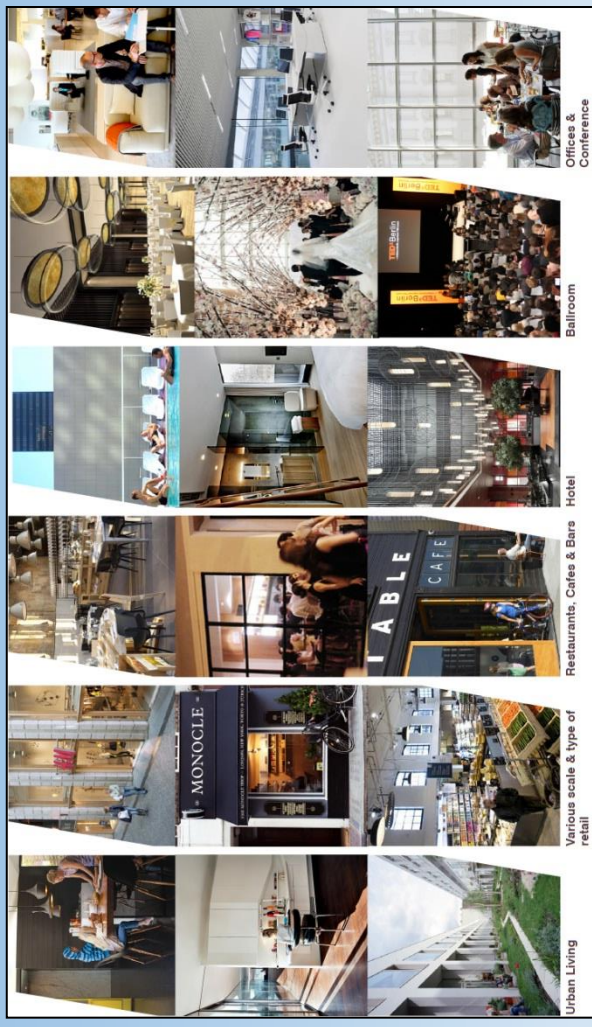
# Our Future...



## Hallandale Square (Florida) (1.9 MM Sqft)

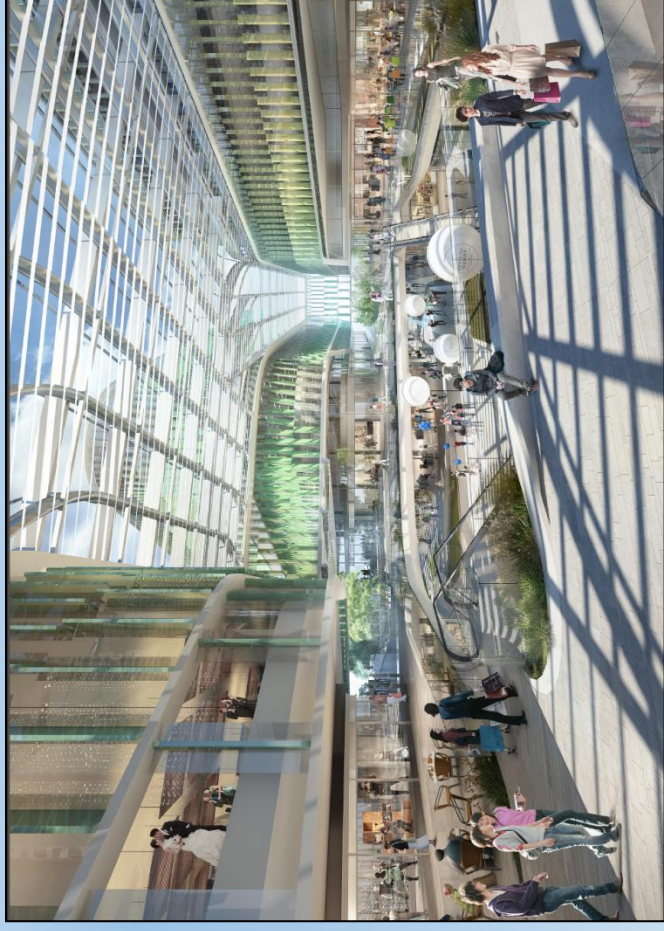
### Mixed-use development

Area	%
Condo	66%
Retail	11%
Office	10%
Hotel	13%



# Our Future...

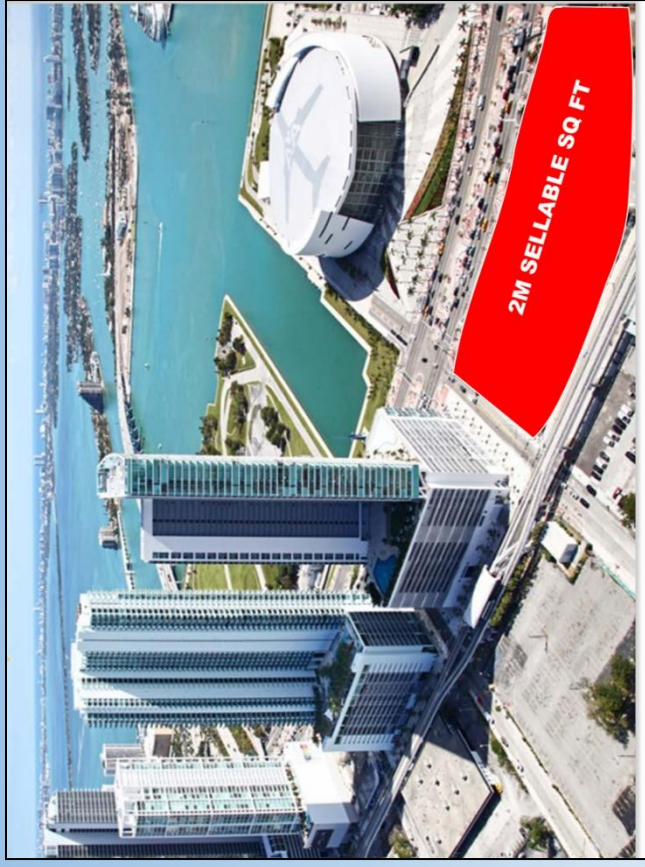
## Hallandale Square – Mixed-use Development





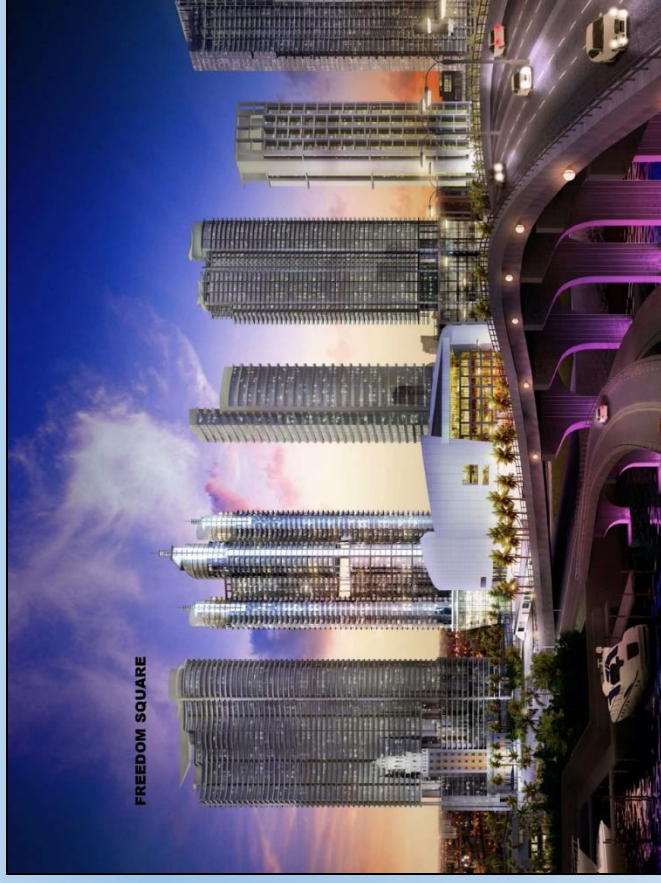
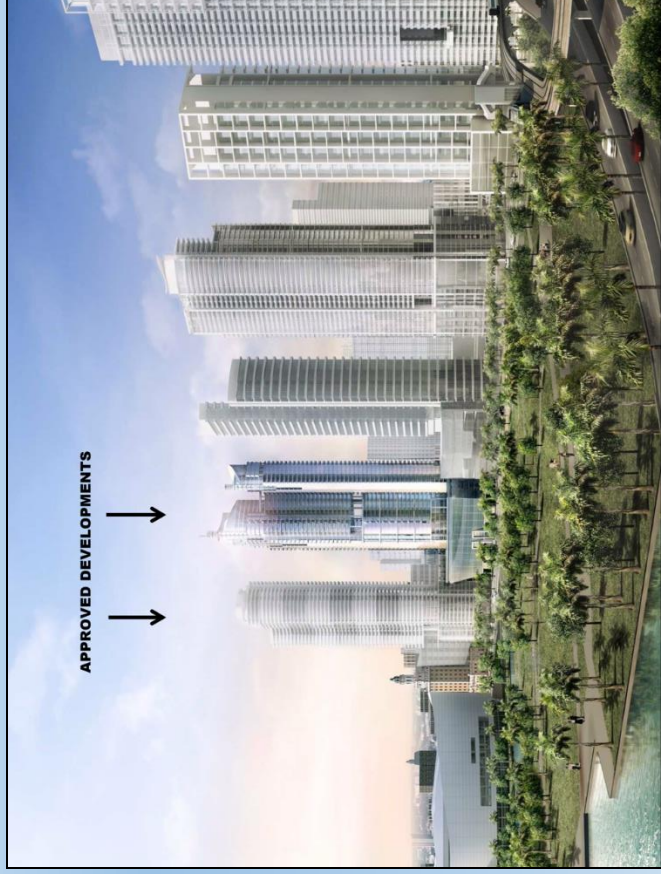
# Our Future...

600/700 Biscayne Blvd (Miami) (1.9M Sqf)  
Mixed-Use Development



# Our Future...

600/700 Biscayne Blvd (1.9M Sqf)  
Mixed Use Development







# THE RITZ-CARLTON RESIDENCES

SUNNY ISLES BEACH, MIAMI

# Location

## FEATURES

- Bordered by the Atlantic Ocean to the east and the Intracoastal Waterway to the west
- One of the area's most beloved residential neighborhoods
- All the fine dining, shopping, first-class entertainment, professional sports, art, culture, and glamour of Miami and Fort Lauderdale are only a short car ride away - including the famous Bal Harbour Shops, Miami International Airport and Fort Lauderdale International Airport



THE RITZ-CARLTON  
RESIDENCES

SUNNY ISLES BEACH, MIAMI



# Building

## FEATURES

- Stunning 52-story tower directly on 250 linear feet of oceanfront
- Seamless connection from Grand Porte-cochere to lobby, pool and beach
- Completely private residential building with no hotel on premises nor transient use
- Impressive two-story lobby backed by four stories of glass overlooking pool and beach
- Stunning interiors by Italian designer Michele Bönan
- Architectonica-designed property will feature 2.2 acres of lush landscaping



THE RITZ-CARLTON  
RESIDENCES  
SUNNY ISLES BEACH, MIAMI



# Residences

## FEATURES

- 212 residences ranging from 1,605 – 3,640 sf; penthouses up to 6,320 sf
- Spacious floorplans boasting ocean, city and Intracoastal views
- Ceiling heights clear 10' and 15' in penthouses
- Oversized terraces with private pools in select residences
- Private elevator lobby for each residence
- Italian designed kitchens, Caesarstone quarts countertops, Gaggenau appliances including wine cooler, cappuccino maker and more
- Walk-in closets in all master bedrooms
- Laundry rooms with full-size washer and dryer
- Smart home technology
- Prewired for high-speed internet access and Wi-Fi

## PENTHOUSE FEATURES

- Lush garden terraces spanning 2,000-4,000 sf
- Luxurious private pool and Summer kitchen
- Custom-designed Italian cabinetry
- Graciously appointed master suites and separate service quarters
- Stunning, 360 degree views of The Atlantic Ocean and Intracoastal Waterway



THE RITZ-CARLTON  
RESIDENCES

SUNNY ISLES BEACH, MIAMI









# Services & Amenities

## AMENITIES

- Private beach amenities including cabanas, chase lounges and umbrellas
- Beach restaurant offering pool and beach service as well as in-residence delivery
- Oceanfront pool with seamless connection to beach
- Kids' Club with indoor/outdoor play facilities and Children's programs
- Sunset pool with outdoor massage area, lap pool and two hot tubs
- Oceanfront wellness center with treatment areas, sauna and steam room
- State-of-the-art fitness center

## CLUB LEVEL AMENITIES 33RD FLOOR PRIVATE CLUB

- Lounge and bar area
- Private dining area with prep kitchen
- Business center
- Media room and library
- Eight guest suites with housekeeping service

## SERVICES

- 24/7 valet, concierge, and attended lobby
- Housekeeping, nanny & childcare services
- Limousine & chauffeur services
- Dog walking & plant care maintenance
- Boat/yacht charters & activity arrangements
- Personal chef, shopping & fitness training
- Sommelier, courier, secretarial & notary services
- Reservations for travel, dining, entertainment
- Laundry, dry cleaning, and alteration services
- In-residence dining, catering and wake-up calls
- Electric car charging , car wash & fuel delivery service
- Owner absentee program
- Function and event planning
- Mail package shipping and overnight delivery service























# Team

**FORTUNE**  
INTERNATIONAL  
— GROUP —



## DEVELOPMENT

Synonymous with excellence, quality, customer service and unwavering commitment to the highest standards of luxury, Fortune has been a recognized leader in development, sales and marketing since 1983. The company's prestigious development portfolio includes many of the most prominent residential buildings in South Florida including Jade Signature, The Ritz-Carlton Residences Sunny Isles Beach, Auberge Beach Residences and Spa Fort Lauderdale and Hyde Resort & Residences Hollywood. Fortune's past development projects include: Jade Residences at Brickell Bay; 1200 Brickell; Artech; Le Meridian Sunny Isles Beach, Jade Beach and Jade Ocean.

In addition, Fortune Development Sales is the premier, exclusive on-site sales and marketing representative for third-party development projects in South Florida, having represented some of South Florida's most successful projects with thousands of sales to date. Led by visionary founder Edgardo Defortuna, Fortune International Group has 18 offices around the world with nearly 1,000 associates. Fortune's international broker network reaches legions of prospective buyers from South Florida to Buenos Aires, Hong Kong to São Paulo, and Manhattan to Paris.

## DEVELOPMENT

The Château Group, founded under leadership of Sergio and Manuel Grosskopf, has more than 35 years of experience in the development of real estate projects in South America and the United States. Château has participated in several major real estate endeavors over the last several years, including the development of 1.6 million square feet distributed in the two most emblematic towers in Buenos Aires, Argentina.

In the United States, has recently completed construction on Château Beach Residences, a Château luxury high-rise condominium in Sunny Isles Beach and is also developing FENDI-Château Residences in Surfside, the first real estate developed branded for FENDI worldwide. Château Group houses a fully-integrated corporate structure with an in-house development team with expertise in the areas of underwriting/risk management, property management, accounting, project management, construction, architectural design, engineering and sales and marketing.

# Team

## ARQUITECTONICA

### ARCHITECTURE

Based in Miami and with offices in New York, Los Angeles, Paris, Hong Kong, Shanghai, Manila, Dubai, Lima and São Paulo, Arquitectonica is a major presence in the world architectural stage.

Today their practice spans the globe, with projects in 54 countries on five continents. Over the years, Arquitectonica has received hundreds of design awards, and the firm's groundbreaking work has been the subject of exhibitions at numerous museums and institutions. Well-known projects by Arquitectonica include the Microsoft Europe Headquarters in Paris, the Bronx Museum and Westin Times Square in New York, Festival Walk and the Cyberport Technology Campus in Hong Kong, the International Finance Center in Seoul, the headquarters of the Construction Bank and Agricultural Bank of China in Shanghai, the Mandarin Oriental Hotels in Shanghai and Guangzhou, the Mall of Asia in Manila, the Banco Santander Headquarters and W Torre Plaza in São Paulo, the U.S. Embassy in Lima, the Infinity Towers in San Francisco, the Hilton Americas in Houston, The Ritz-Carlton Hotel and Residences in Fort Lauderdale, the Philips Arena in Atlanta and the American Airlines Arena in Miami.

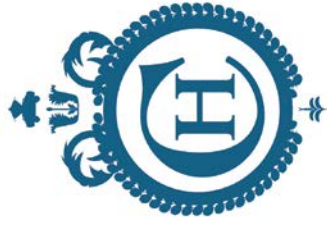


### INTERIOR DESIGN

Acclaimed Florentine architect Michele Bönán, often portrayed as the "Architetto eclettico", owing to his extraordinary sense of style and fastidious yet sensitive attention to detail, has created memorable habitations all across the globe.

Possessing an exceptional ability to preserve historical buildings, whilst integrating such into coveted contemporary designs, Bönán entwines all the glories of the past, with the dynamism of the future. An empathic auteur, he describes his client relationship as one not dissimilar to that of a film's central character, in authoring design solutions. "When I take on a project, I adjust myself completely to the task and begin to reflect intently.

Bönán characteristically combines natural elements with contemporary elegance to create enduring design works within the industrial, architectural, interior and textile realms. Bönán has created an extraordinary array of awarded international hotels, including the Hotel Lungarno and the Hotel Continentale in Florence, the Hotel Portrait Suites in Rome, the Ristorante-Hotel "Casa Tua" in Miami, Cipriani Restaurant in Miami, and the Palazzo Tornabuoni in Florence.



# FENDI <sup>^</sup>CHATEAU

RESIDENCES



## Building

- Stunning 12 -Story Building directly on 300 lineal feet of oceanfront beach
- 58 flow-through residences
- Lush avant-garde gardens and Zen inspired outdoor spaces
- 24 Ft ceilings in lobby
- Exquisite interior design by FENDI in collaboration with Fanny Haim
- Designed by World Renowned - Arquitectonica
- Assigned underground parking spaces





## Location

- Fendi Chateau enjoys a coveted location on the Miami Beach waterfront
- One of the most beloved Private Residential neighborhoods
- Three blocks south of the Exclusive Bal Harbour Shops
- Residents have the luxury of enjoying the finest shops, dining and first - class entertainment all within blocks from their home



## Residences

- 3-5 Bedroom flow-through residences ranging from 3,325 - over 7,000 sq.ft.
- Dedicated elevators into private foyers to all residences
- Terraces overlooking the ocean and bay
- Spacious master suites available with his & hers master baths and two walk-in closets
- Finished bathrooms featuring Italian Marble with custom designed fixtures
- Chef's kitchen with custom FENDI cabinets and Gaggenau appliances
- Staff quarters and laundry area including a full bathroom. Service entrance





# Amenities

## Indoor Amenities

- Private cinema / media center
- VIP dining area
- Chef's kitchen
- Business center
- Party Room
- Kid's club with play facility and Children's programs
- State-of-the-art fitness center overlooking the ocean
- Spa with an indoor European thermal pool













# Amenities

## Outdoor Amenities

- Two swimming pools surrounded by tropical gardens
- Poolside cabanas
- Outdoor Jacuzzi
- Gazebo overlooking the ocean with a full summer kitchen











## Services

- Ultra luxury concierge services the FENDI Chateau Attaché program
- White-glove service offered on an intimate scale
- Multi-lingual concierge staff available 24/7
- Gated entrance with 24 hours security
- Doorman and valet services
- Shabbat elevators
- Pool and beach-side service
- Private Restaurant with Chef's Kitchen for personalized casual and formal cuisine
- Lounge featuring a gourmet kitchen





































## F – Square footage, Program and areas breakdown

<b>Condo</b>	<b>NET</b>	<b>GROSS</b>
1 level	10,915	17,500
2 level	17,088	31,017
3-15 level	<u>20,478</u>	<u>24,952</u>
<b>Total</b>	<b>266,214</b>	<b>324,376</b>
16-18 level	<u>22,552</u>	<u>27,026</u>
<b>Total</b>	<b>67,656</b>	<b>81,078</b>
<b>TOTAL</b>	<b>361,873</b>	<b>453,971</b>

<b>Condo-Hotel</b>	<b>NET</b>	<b>GROSS</b>
1 -3 level	<u>7,637</u>	<u>10,250</u>
<b>Total</b>	<b>22911</b>	<b>30,750</b>
4-6 level	13910	19003
<b>Total</b>	<b>41730</b>	<b>57,009</b>
<b>TOTAL</b>	<b>64,641</b>	<b>87,759</b>

<b>Parking</b>	<b>NET</b>	<b>GROSS</b>
1 level		67977
2 level		63977
3 level		63977
4 level		8003
<b>TOTAL</b>	<b>203,934</b>	<b>203,934</b>

<b>Commercial/Retail</b>	<b>NET</b>	<b>GROSS</b>
<b>TOTAL</b>	<b>30,794</b>	<b>30,794</b>

<b>Beach Club</b>	<b>NET</b>	<b>GROSS</b>
1 level	6,217	
2 level	8,008	
3 level	8,008	
4 level	8,777	
<b>TOTAL</b>	<b>31,010</b>	<b>31,010</b>

<b>Pool Deck</b>	<b>NET</b>	<b>GROSS</b>
	<u>33,843</u>	<u>33,843</u>

<b>TOTAL</b>	<b>726,095</b>	<b>841,311</b>
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Program	Net Sq. Ft	Gross Sq. Ft
<b>Commercial/Retail</b>	<b>30,794</b>	30,794
Beach Front Retail	9,960	
A1A Retail	10,834	
Offices	10,000	
<b>Condo-Hotel</b>	<b>64,640</b>	87,760
Rooms	62,640	
Management Office	2,000	
<b>Residential</b>	<b>361,873</b>	453,971
Units	359,373	
Lobby	1,000	
Amenities - Enclosed	2,500	
<b>Pool Deck</b>	<b>33,843</b>	33,843
<b>Beach Club</b>	<b>31,010</b>	31,010
<b>Parking</b>	<b>203,934</b>	203,934
<b>Total</b>	<b>726,094</b>	841,312

Totals	Acre	Count
<b>Density 50/Acre</b>	<b>5.28</b>	<b>264</b>
	Sq. ft	
<b>Residential</b>	<b>361,873</b>	<b>234</b>
1Bed	950 +/-	78
2Bed 1500 - 1890 +/-		82
3Bed+ 2100 - 2500 +/-		74
<b>Condo-Hotel</b>	<b>64,640</b>	<b>60</b>
Bedroom Suites		48
Breakout Suites		12
<b>Commercial/Retail</b>	<b>30,794</b>	Flex

*\*1:2 Hotel to Condo*

<b>Parking</b>	<b>203,934</b>	<b>513</b>	<i>*Provided</i>
Commercial/Retail	31		
Condo-Hotel	60		
Residential	351		
Visitors	45		
Beach Club	20		
<b>Total</b>	<b>507</b>	Required	

*\*Accessory use 65% of req.*



## G – Architects Narrative

September 23, 2020  
Mr. Esteban Koffsmon  
Chateau Group

## **NARRATIVE: HOLLYWOOD BEACH**

### **Hollywood Narrative**

#### **1. Project's concept**

- *General description of the vision and proposed Project concept for the property and how it addresses the City's redevelopment goals*

The proposed concept embodies all aspects of a global destination project. In line with Hollywood's focus on a future of economic growth and sustainable development. The project enhances the current site's underutilized areas to enhance tourism, quality housing, new commerce and business opportunities, while maintaining and enhancing open space and natural environments.

The project brings a destination hotel, quality retail, entertainment and dining opportunities as well as a world class beach club with supportive enclosed parking in the area of Hollywood Beach that is limited to minimal surface parking and minor commercial amenities. The proposal further supports the already top-rated beach destination that Hollywood Beach is recognized for.

- *Breakdown of the property's various concepts and uses*

When conceptualizing the proposed development priority was to provide Hollywood Beach a mixed use, vibrant, and sustainable design geared towards open space and thoughtful beachfront experience. Maintaining, pulling from, and evolving the sites existing "**Vision of Nature.**"

**As the bridge between A1A and the beach, the property serves as a conduit for natural connectivity.** From the bay to the beach, the integrated and overlapping pathways provide seamless natural access and convenience to both retail and commercial amenities. **Comfortable and vibrant spaces attract people and promote walkability to all areas of the site.**

From the east to the west, the building's form staggers. They are **positioned to respect views, shadow, air flow, and open space**. Each side of the side is carefully considered to best integrate and complement the beautiful natural context.

To the east, vertical and horizontal pedestrian paths are interwoven into the beach front. Respecting the formation and positioning of the natural dunes and vegetation. Ground level amenities both public and private are seamlessly connected. On the north east corner, a public playground is placed merging beach areas with the boardwalk that connects the north to the south side. On the south corner The Beach Club is placed bridging the elevated amenity deck, surf road and the cost line.

**Retail clusters are located behind the eastern sand dunes creating a destination for the boardwalk and beach uses.** Extending a boutique and natural beach front experience.

On the west side of the site, the 234 Condominium units are positioned with open beach, city, and bay views. These 18 levels are resting on retail and restaurant level with frontages facing A1A. In front on the **ground level sits a lush open promenade for comfortable movement, sitting and dining**.

The northern portion of the site is comprised of 60 Condo-Hotel suites with balconies, with direct ocean views and access to the open natural landscape.

Linking all sides of the site is the amenity deck. Housing both pool and natural landscapes elements, the deck binds together all programs and structures. The deck is an extension of the east, pulling the beach up and through.

Vehicle accessibility is positioned to the south side of the site minimizing vehicular movement by **shifting all access prioritizing the pedestrian connectivity from A1A to the beach**. This approach to public and private vehicle accessibility, reduces the dependency of a single ingress/egress point to the garage.

- *Civic uses and community benefits*

In addition to providing a world class destination development with 264 units of Condo and Condo-Hotel, a Beach Club and accessory uses for public benefit; the open and public accessible spaces provide different community experiences. Beginning from the northeast, the public playground connects to site wide natural pathways. These pathways interweave the beach retail and dining experiences as well as connecting all public programs together for a cohesive beachfront lifestyle.

## 2. Physical details



- *Total square footage broken down by types of uses and associated square footage for each use type, if proposed: Square footage of retail space*

The proposed development is 841,000 gross Sq Ft. with the following breakdown of areas:

Program	Net Sq. Ft	Gross Sq. Ft
<b>Commercial/Retail</b>	<b>30,794</b>	<b>30,794</b>
Beach Front Retail	9,960	
A1A Retail	10,834	
Offices	10,000	
<b>Condo-Hotel</b>	<b>64,640</b>	<b>87,760</b>
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Lobby	1,000	
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<b>Pool Deck</b>	<b>33,843</b>	<b>33,843</b>
<b>Beach Club</b>	<b>31,010</b>	<b>31,010</b>
<b>Parking</b>	<b>203,934</b>	<b>203,934</b>
<b>Total</b>	<b>726,094</b>	<b>841,312</b>

- *Square footage of office space*

As shown in the Design portion of the package, the total number of office space is 10,000 SF.

- *Number and type of residential units (studios, 1BR, 2BR, etc.) and type of ownership structure (condominiums or apartments)*

Total of 234 Condominium units with 73 one bedrooms at 950 sq ft, 82 two bedrooms at a range of 1500 to 1900 sq ft, and 74 three bedroom at 2100 - 2500 sq ft.

- *Number of hotel rooms and type of hotel, including flag*  
The development proposal consists of 48 Condo-Hotel Units, 12 of which will be lockout units for a Total count of 60 Condo-Hotel Units.
- *Square footage and types of all other uses*  
As per chart.
- *Amount and type of green and open space*

Within the development proposal there are three zones of open space as described in Chapter 3 of the accompanying Design Package:

**Zone 1** is the connective open space that links the beach to A1A.

**Zone 2** is ground level amenity open spaces that are comprised of The Beach Club's pool, water features, park vegetation and playground. As well as auxiliary open spaces including, pedestrian boardwalks, Beach areas and dunes.

**Zone 3** are the elevated open spaces that include the pool deck, cabanas, grassy platform and siting areas.

- *Plans to accommodate a replacement Culture and Community Center facility*

Our proposal is to provide the property located at 901 South Ocean Drive as one of three to exchange. This property consisting of 54,424 Net SF can accommodate the desired 25,000 SF Culture and Community Center facility and 15,000 SF Ballroom as well as off street parking.

- *Resiliency and/or sustainable development features*

Maintaining a large percentage of open space and shaded vegetation as well as minimizing the height of building along the ocean front provided a minimal impact on possible development.

The development proposes to incorporate water collecting systems that reuse and circulate water, minimizing the demands on the city's infrastructure.

Building up the property to be a minimum of 3' above NGVD in tandem with breakaway construction will provide the development with a resilient approach to storm surges.

- *Accommodation for public interaction with the waterfront and/or Boardwalk extension*

The entire development is conceptualized by maintaining the connectivity from the East/West (A1A to the beach) as well as the North/South (Surf Rd and the coastline). The site approach is porous and easily walkable with nodes for sitting and enjoying the natural habitat that both the development and Hollywood Beach provides.

Additionally, through the terracing of forms, the development pulls the open beach landscape up and through the podium and amenity deck. Further extending the interaction with the water and boardwalk.

- *Architectural renderings, conceptual design and site plans*

Please reference the accompanying design package's Chapter 3, "Hollywood Redevelopment Site."

• ~~A description of the site build-out, phasing, and detailed redevelopment timeline~~

?

• *Analysis of traffic impacts related to the project*

Minimizing the vehicular movement by shifting all access to the south side of the site the development prioritizes the pedestrian connectivity from A1A to the beach. Separating out public and private accessibility to the parking garage reduces the dependency of a single ingress/egress point.

### 3. Parking

• *Total number of parking spaces proposed in parking garages and surface lots on the property and located in surrounding area in accordance with proposed uses and density*

As provided in the Design portion of the package, the total number of parking is 513. Including 488 parking garage spaces and 25 on-street surface parking spaces. This goes beyond the required amounts based on uses and density.

• *Specific parking plan for all proposed uses, including the need to accommodate any proposed public uses*

The parking garage has over 500 spaces in which over 20% are for visitors including 25 on-street spaces on Bougainvillea Terrace. Just North on Surf Road the municipal parking lot is accessed through Jefferson Street connecting directly through the proposed boardwalk and pathways.



## H – Architects Submission

(SEE SEPARATE PACKAGE 11"X17")