

**Town of Surfside
Special Town Commission Meeting
AGENDA**

September 26, 2018

6 p.m.

**Town Hall Commission Chambers - 9293 Harding Ave, 2nd Floor
Surfside, FL 33154**

Rule 7.05 Decorum. Any person making impertinent or slanderous remarks or who becomes boisterous while addressing the commission shall be barred from further appearance before the commission by the presiding officer, unless permission to continue or again address the commission is granted by the majority vote of the commission members present. No clapping, applauding, heckling or verbal outbursts in support or opposition to a speaker or his or her remarks shall be permitted. Signs or placards may be disallowed in the commission chamber by the presiding officer. Persons exiting the commission chambers shall do so quietly.

Rule 6.05 Agenda. The good and welfare portion of the agenda set for 8:15 p.m. shall be restricted to discussion on subjects not already specifically scheduled on the agenda for discussion and debate. In no event shall this portion of the agenda be allotted more than 45 minutes with each speaker to be given no more than three minutes, unless by vote of a majority of the members of the commission present, it is agreed to extend the time frames. Likewise, commission members shall be restricted to speaking three minutes each unless an extension is granted in the same manner as set forth in the prior sentence.

Any person who received compensation, remuneration or expenses for conducting lobbying activities is required to register as a lobbyist with the Town Clerk prior to engaging in lobbying activities per Town Code Sec. 2-235. "Lobbyist" specifically includes the principal, as defined in this section, as well as any agent, officer or employee of a principal, regardless of whether such lobbying activities fall within the normal scope of employment of such agent, officer or employee. The term "lobbyist" specifically excludes any person who only appears as a representative of a not-for-profit corporation or entity (such as charitable organization, a trade association or trade union), without special compensation or reimbursement for the appearance, whether direct, indirect, or contingent, to express support or opposition to any item.

Per Miami Dade County Fire Marshal, the Commission Chambers has a maximum capacity of 99 people. Once reached this capacity, people will be asked to watch the meeting from the first floor.

1. Opening

- A. Call to Order**
- B. Roll Call of Members**
- C. Pledge of Allegiance**

2. Public Private Partnership (P3) - Guillermo Olmedillo, Town Manager

A RESOLUTION OF THE TOWN COMMISSION OF THE TOWN OF SURFSIDE, FLORIDA, AUTHORIZING EVALUATION AND NEGOTIATION OF AN UNSOLICITED PUBLIC-PRIVATE PARTNERSHIP (P3) PROPOSAL FOR THE DESIGN, CONSTRUCTION, FINANCING, OPERATION AND MAINTENANCE OF "SURFSIDE CIVIC CENTER" ON THE CURRENT TOWN HALL SITE, LOCATED AT 9293 HARDING AVENUE, AND THE MUNICIPAL PARKING LOT IMMEDIATELY NORTH OF TOWN HALL, LOCATED ON 93RD STREET, INCLUDING A NEW TOWN HALL, POLICE STATION, AND MIXED-USE RETAIL/RESTAURANT, OFFICE SPACE, PARKING GARAGE AND COMMUNITY RECREATIONAL SPACE ("PROJECT"); AUTHORIZING AND DIRECTING THE TOWN MANAGER TO IMPLEMENT THE PROCEDURES OF SECTION 255.065, FLORIDA STATUTES, APPLICABLE TO THE EVALUATION AND NEGOTIATION OF THE P3 PROPOSAL; PROVIDING FOR IMPLEMENTATION; AND PROVIDING FOR EFFECTIVE DATE.

3. Adjournment

Respectfully submitted,


Guillermo Olmedillo
Town Manager

THIS MEETING IS OPEN TO THE PUBLIC. IN ACCORDANCE WITH THE AMERICANS WITH DISABILITIES ACT OF 1990, ALL PERSONS THAT ARE DISABLED; WHO NEED SPECIAL ACCOMMODATIONS TO PARTICIPATE IN THIS MEETING BECAUSE OF THAT DISABILITY SHOULD CONTACT THE OFFICE OF THE TOWN CLERK AT 305-861-4863 EXT. 226 NO LATER THAN FOUR DAYS PRIOR TO SUCH PROCEEDING.

IN ACCORDANCE WITH THE PROVISIONS OF SECTION 286.0105, FLORIDA STATUTES, ANYONE WISHING TO APPEAL ANY DECISION MADE BY THE TOWN OF SURFSIDE COMMISSION, WITH RESPECT TO ANY MATTER CONSIDERED AT THIS MEETING OR HEARING, WILL NEED A RECORD OF THE PROCEEDINGS AND FOR SUCH PURPOSE, MAY NEED TO ENSURE THAT A VERBATIM RECORD OF THE PROCEEDINGS IS MADE WHICH RECORD SHALL INCLUDE THE TESTIMONY AND EVIDENCE UPON WHICH THE APPEAL IS TO BE BASED.

AGENDA ITEMS MAY BE VIEWED AT THE OFFICE OF THE TOWN CLERK, TOWN OF SURFSIDE TOWN HALL, 9293 HARDING AVENUE. ANYONE WISHING TO OBTAIN A COPY OF ANY AGENDA ITEM SHOULD CONTACT THE TOWN CLERK AT 305-861-4863. A COMPLETE AGENDA PACKET IS ALSO AVAILABLE ON THE TOWN WEBSITE AT www.townofsurfsidefl.gov.

TWO OR MORE MEMBERS OF OTHER TOWN BOARDS MAY ATTEND THIS MEETING.

THESE MEETINGS MAY BE CONDUCTED BY MEANS OF OR IN CONJUNCTION WITH COMMUNICATIONS MEDIA TECHNOLOGY, SPECIFICALLY, A TELEPHONE CONFERENCE CALL. THE LOCATION 9293 HARDING AVENUE, SURFSIDE, FL 33154, WHICH IS OPEN TO THE PUBLIC, SHALL SERVE AS AN ACCESS POINT FOR SUCH COMMUNICATION.



Town of Surfside Commission Communication

Agenda Item # 2

Agenda Date: September 26, 2018

Subject: Public Private Partnership (P3)

Background: Florida State Statute 255.065 governs the P3 process. Previously provided information on this Statute is again provided (Attachment A).

The Town received an unsolicited P3 proposal (proposal) for a Surfside Civic Center on February 12, 2018 from Surfside Town Center Group, LLC (applicant). The proposal is attached to the accompanying Resolution.

Per the requirements of the Statute, the proposal was exempt from being a Public Record until the noticing of this meeting. The Statute also required noticing to allow for other proposals for the same (Municipal Complex) site. Notices were published in a daily news publication on February 26, 2018 and on March 8, 2018. No other proposals were received within the assigned timeline for submissions.

Analysis: The proposal provides for the design, construction, financing, operation and maintenance of a Town Hall and Civic Center on the current Municipal Complex site at 9293 Harding Avenue and the municipal parking lot immediately north of Town Hall located on 93rd Street. A new Town Hall, police station, retail / restaurant space, office space, parking garage and community recreation spaces are identified. The applicant will be providing a review of their proposal at this Special Town Commission Meeting.

The parking garage component seeks to address the defined need identified in the 2013 Parking Study. A Town Commission Communication of January 2017 provided a summary of the many efforts to address the parking situation (Attachment B). Since then the Town Commission has discussed parking and the prospect of unsolicited P3 proposals at a number of public meetings.

In an effort to effectively review the proposal as received, the services of Lambert Advisory (Lambert) were retained as approved at the May 8, 2018 Town Commission Meeting. Lambert, a real estate and economic advisory company, has assisted the Town since 2014 with the evaluation of a number of parking initiatives and proposals. This includes the 2015 Request for Expression of Interest (RFEI) from the private sector on parking solutions.

Since receiving the proposal, several meetings were held with the applicant and Administration (including the Town Attorneys, Town Planner and Lambert) for review purposes. An update on the process was provided at the July 24, 2018 Town Commission Meeting. Both the Town Planner's and Lambert's conclusions are attached (Attachment C & D respectively).

It has been determined that the proposal has met the P3 statutory requirements. At this stage in the process, the proposal has been evaluated by the Administration, with all questions addressed and satisfied by the applicant as presented.

A Frequently Asked Questions (FAQs) on the process and this proposal is included here (Attachment E) and is posted on the Town's website and NextDoor page.

Budget Impact: None. All costs related to Town Attorneys, Town Planner and Lambert reviews are processed as cost recovery from the \$25,000 deposit received from the applicant.

Staff Impact: As identified above for meeting and review purposes.

Recommendation: The Administration is seeking Town Commission direction on whether to proceed, or not to proceed, with negotiating an agreement (essentially a land lease agreement) with the proposer. This agreement would return to a Town Commission Meeting for review and the project would be required to go through all of the regulatory analyses and associated public meetings.



Guillermo Olmedillo, Town Manager



DT

P3 Statute – Public-Private Partnerships

General Overview.

Section 255.065, Florida Statutes, effective July 1, 2013, creates statutory authority to local governments for public-private partnerships or P3s. The statute makes legislative findings that there is a public need for the construction or upgrading of facilities used predominantly for public purposes, public need for timely and cost effective public projects that may not be served or satisfied by existing procurement methods, and encouraging private investment and funding for the development and operation of qualifying projects.

The Town of Surfside is a “responsible public entity” under the P3 Statute authorized to develop or operate a qualifying project. A “qualifying project” eligible under the P3 statute is any facility or project that serves a public purpose (including, but not limited to, a vehicle parking facility). A procurement under the P3 Statute serves the public purpose if such procurement facilitates the timely development or operation of a qualifying project.

Under the P3 Statute, proposals for public-private partnerships for qualifying projects may be solicited by the Town or the Town may receive unsolicited proposals.

Solicited Projects. Solicited projects require procurement pursuant to the Town’s procurement procedures and the requirements of the P3 Statute. If the solicited project includes design work, the Town’s solicitation must include a design criteria package prepared by an architect or engineer licensed in the state sufficient to allow a private entity to prepare a bid or response to the solicitation.

Unsolicited Proposal Process. Unsolicited proposals may be received by the Town and reviewed and evaluated using the procedures outlined in the P3 Statute:

- **Application Fee.** The Town may establish a reasonable application fee.
- **Required Content of Unsolicited Proposal.** An unsolicited proposal must include the following materials or information, unless waived by the Town as the responsible public entity: project description, including conceptual design and proposed project schedule; how property interests will be secured, if applicable; plans for financing the project, including sources for the private entity’s funds; proposed user fees, lease payments or other service payments; and other additional information as may be requested by the responsible public entity.
- **Publication of Notice and Seeking Competing Proposals.** The Town shall publish a notice in the Florida Administrative Register and a newspaper of general circulation at least once a week for 2 weeks stating that the public entity has received a proposal and will accept other proposals for the same project. The Town must allow at least 21 days, but no more than 120 days, after the date of publication for receipt of proposals.

- Notice to Affected Local Jurisdictions. A copy of the Notice must be mailed to each local government in the affected area.
- Review, Evaluation and Ranking of Unsolicited Proposals Received.
 - Town may charge a reasonable fee to cover the costs of processing, reviewing and evaluating the request, including reasonable attorneys' fees and fees of financial, technical and other necessary advisors or consultants.
 - If the Proposal involves architecture, engineering or landscape architecture, Town must ensure professional review and evaluation of design and construction performed by an architect or licensed engineer in the state qualified to perform the review.
 - The private entity or the Town must meet the minimum standards contained in the Town's guidelines for qualifying professional services and contracts for traditional procurement projects (design and engineering services).
 - In ranking proposals, the Town may consider factors or criteria that include, but are not limited to, professional qualifications, general business terms, innovative design techniques or cost-reduction terms, and finance plans. Town may establish other evaluation criteria.
 - The Town must perform an independent analysis of the proposed P3 project which demonstrates the cost effectiveness and overall public benefit before the contract is awarded (include financing analysis).
 - The Town must find or determine the following in order to approve and award the contract: there is public need or benefit derived from the project; ownership of the facility will ultimately be with the Town upon completion, expiration or termination of the contract and amounts financed; adequate safeguards to ensure that additional costs or services disruptions will not be imposed on the public in the event of material default or cancellation of the contract by the Town; the estimated cost of the project is reasonable in relation to similar facilities; and, the private entity's plans will result in the timely acquisition, design, construction, improvement and maintenance and operation of the project.
- Negotiations with Highest Ranked Firm. The Town may begin negotiations for a comprehensive agreement (ground lease and development agreement) with the highest ranked firm in the order of ranking. If only one proposal is received, the Town may negotiate in good faith, and if not satisfied with the results of the negotiations, the Town may terminate negotiations with the proposer. The Town may reject all proposals at any point in the process until a contract with the proposer is executed.

- Comprehensive Agreement (Ground Lease and Development Agreement). Before development or operation of the project, the Town must enter into a comprehensive agreement with the proposer, which must contain the following terms or protections: performance and payment bonds, letters of credit or other security acceptable to the Town; review of the design for the project; inspection of the project by the Town; maintenance of liability insurance; monitoring by the Town of maintenance practices to ensure proper maintenance of project; periodic filing by the private entity of financial statements; procedures that govern rights and responsibilities of parties during construction and operation of the project; and fees, payments or service payments, user fees. The comprehensive agreement may include such other terms and conditions as deemed necessary or appropriate by the Town. The final Comprehensive Agreement will be approved and awarded by the Town Commission.



Town of Surfside Commission Communication

Agenda Item # 9A

Agenda Date: January 10, 2017.

Subject: Review of Surfside Parking Actions.

The Town Commission directed the Administration to produce a review of parking actions. The following is a synopsis of parking related items from 2010 to date.

It is important to note that this report is not presented as a comprehensive review and that some of the information listed may cover more than one of the three identified categories. Due to the difficulty in compiling the information from numerous sources, and from files both electronic and paper, this report may not contain everything related to parking. Over this period of time the Town experienced changes in the Town Commission, three Town Managers (plus one interim), as well as staff turnover. However important milestones in the parking process are noted.

Also, this review does not address any of the numerous internal staff meetings or unsolicited developer fact finding meetings that have occurred. Referendum discussions, information provided in the Points of Light/Town Manager reports, and miscellaneous updates/discussions via memoranda, presentations, and/or emails to the Town Commission are not specifically highlighted. Some of the parking improvements resulted from community input and the Traffic Advisory Committee.

Corresponding documents (etc.) pertaining to the following can be provided upon request.

1) *Parking Lot / Parking Spaces Improvements:*

- a) In April 2012 a parking enforcement unit of the Police Department was established.
- b) *Purchasing of Land for Additional Spaces.* A vacant lot south of the Post Office Parking Lot was purchased and eighteen (18) spaces were added to the inventory in June 2011. A vacant lot south of Town Hall was purchased and nineteen (19) spaces were added to the inventory in September 2014.
- c) *Parking Lot Renovations.* Landscaping and resurfacing occurred in late 2011 and early 2012.
- d) *Modernization of Pay Stations.* First installed in November 2010, these stations mover the operation from coin meters to credit card processing stations. On November 9, 2016, upgraded and replacement stations were approved.
- e) *Valet Parking.* While valet parking was addressed in 2008, the actual use downtown was short lived. In January 2015 the owner/operator of Tiberio Restaurant was granted the ability to operate a valet operation utilizing thirteen (13) spaces downtown in the evenings. Recently the

restaurant has changed ownership, now known as Villa Castelli, with this establishment's valet operations functioning under the same conditions.

- f) *Limiting Construction Vehicle Parking.* Enforcement began in early 2010.
- g) *Additional Spaces.* Creation of fifteen (15) new spaces on Collins Avenue, and some side streets, were recently added.
- h) *Parking Meter Rates.* Rates Town wide were set at \$1.50 per hour in October 2015 with street parking meters set at \$2.00 per hour in January 2016.
- i) *Parking Passes.* On average two thousand, four hundred and sixty (2460) permits are issued annually for the 94th Street, the Post Office and Abbott Lots. This included thirty eight (38) issued to the Post Office as a separate agreement. One thousand, six hundred and seventy seven (1677) residential permits were issued in FY15/16.

2) The Parking Fund:

The Town Commission addressed "Off Street Parking Requirements", including references to the Parking Fund, on the following dates:

- July 13, 2010.
- November 9, 2010.
- December 14, 2010.
- January 17, 2012.
- August 15, 2012.
- August 12, 2014.

The following developments were approved to contribute to the Parking Fund in lieu of providing the listed spaces:

- CVS at \$22,500 for 1 space (paid).
- Starbucks at \$45,000, payment plan, for 2 spaces (\$18,000 paid to date).
- Young Israel at \$495,000, payment plan, for 22 spaces (\$16,000 paid to date).
- The Shul at \$2,272,500, payment plan, for 101 spaces (1st payment due prior to expansion completion).

3) Parking Structure Timeline:

- June 14, 2011, Florida Transportation Engineering Inc. (FTE) contract for parking lot improvement designs, parking counts/surveys, downtown alley revamping ideas and wayfarer sign program designs was approved. The findings in the study precipitated the retention of Rich & Associates for a comprehensive parking study and the installation of a wayfarer program identifying the entrances to the Town and the parking lots.
- December 13, 2011, Parking Garage Feasibility Study discussion on the need for a study supported by the Downtown Vision Advisory Committee (DVAC).
- January 17, 2012, Request for Proposal (RFP) for a study and the creation of a selection committee was authorized.
- May 8, 2012, Rich & Associates was approved to conduct the study.
- April 9, 2013, Town Commission receives the study after it was reviewed by the Planning & Zoning Board and the DVAC Parking Subcommittee in March. A town wide parking deficiency of two hundred and seventy six (276) spaces was identified and possible designs for parking structures were provided.
- May and June 2013, DVAC and Business Improvement District outreach discussions on the study findings.

- September 6, 2013, Staff analysis report on the nine (9) parcels from 93rd to 94th Streets between Collins & Harding completed.
- December 12, 2013, Comprehensive Parking Structure Land Use/Zoning Analysis Report produced. This report has subsequently been reproduced and expanded several times since its creation.
- December 18, 2013, Community Dialogue on a Parking Structure Meeting was held to present the study's findings. The announcement of the meeting was the focal point of the Manager's message on the front page of the December Gazette.
- April 1, 2014, 'Parking Solution: The Next Step' presented to the Town Commission outlined a review of previous parking actions and recommended moving forward with a design/build for the Abbott Lot and a Public Private Partnership (PPP) for the Post Office Lot.
- May 13, 2014, Administration directed to retain Lambert Advisory to assist in a PPP analysis of the Post Office Lot*.
- April 14, 2015, 94th St Parking Structure Land Use/Zoning Analysis resented.
- June 4, 2015, Community Dialogue Meeting on Parking Solution Options was held.
- June 9, 2015, Parking Solutions Options presented short term & long term recommendations.
- July 14, 2015, Discussion on options to proceed. Administration directed to issue a Request for Expression of Interest (RFEI) for options on the Town owned parking lots.
- November 5, 2015, Town Commission Workshop on the RFEI submittals. Eight (8) submitters, including one that requested to be considered as an unsolicited proposal, presented a number of options for various Town parking lots.
- November 10, 2015, Administration directed to issue an RFP for the Abbott Lot and Post Office Site.
- January 12, 2016, Administration directed to refocus the RFP solely on the Post Office Site. Subsequent direction cancelled the issuance of the RFP.
- April 19, 2016, Town-wide Traffic/Parking Improvements Recommendation Workshop
- October 13, 2016, Request to hire a firm to produce architectural schematics of parking structures for the Abbott Lot. The Town Commission directed to return with this Parking Actions review.

***Post Office Parking Lot is addressed separately as substantial focus has occurred on this site including numerous meetings between the Administration and the Post Office Building owner:**

- July 18, 2014, Lambert Advisory analysis of the Post Office site.
- November 10, 2014, Post Office Building appraisal report produced.
- March 9, 2015, Public records requested Post Office lease with pertinent information deleted due to Freedom of Information Act exemptions received.
- March 10, 2015, Administration directed to negotiate with the Post Office Building Owner.
- April 14, 2015, Administration recommended focusing on other sites.
- May 10, 2016, Town approached by Post Office Building Owner. Administration directed to revisit negotiations.
- June 14, 2016, Administration sought clarification on negotiation approach.
- August 9, 2016, Town Commission directed not to proceed based on outcome of negotiations and to start investigating the feasibility of the Abbott Lot.

Miscellaneous – Throughout this time period, meetings have occurred with the Miami Parking Authority on a possible partnership for parking structure operations and with Bay Harbor Islands on possible use of their garage and to understand its construction process, financing and operations. Lambert Advisory

was retained to assist with a number of the parking actions, surveys of the Town parking lots were completed, Block 53/resident George Kousoulas was engaged to produce schematics for the Town Commission on the Post Office site and Calvin, Giordano & Associates produced schematics for the 94th Street Parking Lot and the Town Hall site.



David Allen, Police Chief, on behalf of
Guillermo Olmedillo, Town Manager



Duncan Tavares, TEDACS Director



Town of Surfside MEMORANDUM

Date: August 30, 2018

Subject: Analysis of Town Hall Lot

From: Sarah Sinatra Gould, AICP, Town Planner

The site known as the "Town Hall Lot" encompasses properties in three zoning and land use categories. The MU designation has no setbacks, lot coverage or parking requirements.

The height in the MU category is dictated by the "surrounding designation." The majority of the surrounding properties allow three stories and 40 feet in height resulting in the conclusion that this site will also allow three stories and 40 feet in height.

Although parking is not required for municipal, Staff performed an analysis of the net increase of parking spaces while accounting for all proposed uses. The estimated net increase is 249 spaces. Below is the breakdown of the analysis used to estimate the increase:

Retail: 10,882 (1/300 sq ft) = 37 spaces
 Office: 60,669 sq ft (1/400 sq ft) = 152 spaces
 TOTAL= 189 spaces needed to serve the proposed uses.
 PROPOSED = 431 spaces + 34 spaces dedicated to the police department
 EXISTING EXCESS SPACES = 27
 NET PUBLIC PARKING GAIN = 249 Spaces

Sarah Sinatra Gould, AICP, Town Planner

Memorandum

To: Mr. Guillermo Olmedillo, Town Manager, Town of Surfside
From: Lambert Advisory, LLC
Date: August 2, 2018
Subject: Surfside Civic Center – Developer Respondent Review

Lambert Advisory (Lambert) has completed its review of the Unsolicited Proposal for the Surfside Civic Center development submitted by Surfside Town Center Group, LLC (Proposer).

As part of this process, the Town has engaged Lambert to review the Proposer's submittal and generally assess the material provided. Based upon this initial preview, Lambert requested additional information and/or clarification from Proposer in an effort to provide a recommendation if the Town should formally entertain the proposal.

Based upon our review, we observed a few key areas upon which further information from or refinement of was requested of Proposer. These represent three principal areas upon which information was provided by Proposer and for which further discussion was undertaken collectively with Town staff.

1.) Proposer's Experience and Funding Capacity

Point Development, serving as the General Partner of the Surfside Town Center Group, LLC (STCG), provided relevant project experience in its capacity as Developer on large-scale development. Monceau Realty serves as the financing/equity partner and has affirmed its financial capacity and commitment to undertake the development and to provide verification of dedicated funding upon negotiation of a Development Agreement. Modis Architects is a Miami-based architecture, design and planning firm with significant mid- to higher density commercial and mixed-use qualifications. Schmid Construction is the Proposer's Contractor, with high profile commercial building experience in the local market, as well as with municipal facility construction. ParkOne will be providing the parking logistics and parking management for the development and is among the leading parking service providers in South Florida with upwards 1,500 associates. STCG is represented by Shutts and Bowen, among the most prestigious firms in Miami having been involved in some of the largest and most complex public/private transactions in South Florida. In all, and based upon information provided, the STCG team appears to have the capability to undertake the proposed development.

2.) Construction Cost and Phasing

Lambert does not have the requisite expertise to opine on specific construction cost estimates, however, upon our initial preview of the STCG proposal, the total development costs seemed low based upon our general familiarity with commercial and municipal facility construction costs in South Florida. As a follow up to a request to Proposer for additional support for the cost

estimates, Proposer provided modifications to the development cost assumptions that seem to be more in line with our general understanding of the current market. If negotiations proceed and the planning/design becomes more refined, the Town should undertake more intensive evaluation of these costs.

3.) Performance Analysis of Revenue Generating Components

Given that the retail, office and parking components of the project are the principal revenue generating elements which drive the funding for the municipal and public parking uses, we have focused our assessment on the viability of these revenue producing aspects of the project. Without the revenue producing elements, the overall project cannot leverage private funding. Our summary of the general feasibility and scale of proposed development for each use is highlighted below:

Office – One of the main aspects to the proposed Surfside Civic Center is approximately 61,000 square feet of private office space. The office is proposed to be located above ground floor retail, and a portion of the space will reportedly have exposure to premium ocean views. According to Costar, Surfside’s surrounding office market (represented by Miami Beach, Surfside, Bal Harbour, and Bay Harbor) comprises a total of approximately 4 million square feet of office space; noting, nearly 90+ percent of this total space is located in Miami Beach and the vast majority situated south of 71st Street. There is reportedly 8.0± percent vacancy, with average asking full-service lease rates of nearly \$46 per square foot. Approximately 2.8 million square feet of this space (nearly 70 percent) was built before 1990. The majority of space built since that time was completed prior to the last recession, nearly all of which was located in Miami Beach. Specific to Surfside, there is a very limited supply of office space, with Costar identifying roughly 10,000 square feet including ground floor office within a more traditional retail environment. Lease rates range broadly, but the more traditional office space is estimated to range from \$35± to \$45± per square foot. To the west, Costar reports Bay Harbor containing approximately 200,000 square feet of office that is more than 95 percent occupied with full service rates generally in the \$38 to \$44 per square foot range. However, for newer office space, leasing activity indicates full service lease rates generally in the \$45 to \$50 per square foot range.

According to information provided by Proposer, the Surfside Civic Center assumes an average NNN¹ lease rate of roughly \$42.50 per square foot, which we estimate to translate to \$55 to \$58 per square foot on a full-service rate basis considering total operating expense (including reserve for replacement) is estimated to be in the range of \$13 to \$16 per square foot. This would place the rents above the surrounding market, noting though that there is very limited comparable

¹ NNN represents a lease structure in which the tenant is solely responsible for all the costs relating to the asset being leased, in addition to the rent fee applied under the lease. The structure of this type of lease requires the lessee to pay the net amount for three types of costs, including net real estate taxes on the leased asset, net building insurance and net common area maintenance.

space in the surrounding area and new space generally does enjoy a reasonable premium over current rents.

Retail: The Surfside Civic Center retail represents approximately 10,900 square feet of ground floor space. The majority of retail is situated along 93rd Street, with visibility to Harding Avenue and Collins Avenue. The retail provides a significant amenity to the proposed development, but more importantly will provide new quality retail space serving the Surfside resident community, surrounding hotel visitors, and daytime visitors alike. Costar tracks approximately 100,000 square feet of retail within Surfside, including the 27,000 square foot Publix, which is the most recent new development (completed in 2003). The market is indicating a 5 percent vacancy, though our “windshield” observation indicates a slightly higher vacancy. Leasing activity indicates a broad range of lease rates along Harding Avenue, from the mid-\$30’s to nearly \$60 per square foot (NNN). The broad range is attributable to quality, condition and level of build-out among buildings. Nonetheless, it appears like quality space is currently in the \$40 to \$50 per square foot range (NNN). Importantly, most retail space is in the range of 1,500 to 2,500 square feet, which invariably increases rates on a square foot basis.

The Surfside Civic Center proposes between \$50 to \$60 per square foot. Despite the fact that this range is at the upper end of the market, presuming the new space will be easily accessible and visible to Harding and Collins Avenues, and will be built-out to a high quality, the proposed lease rates appear reasonable; particularly, if there are multiple smaller tenants including some quality dining establishments.

Parking: Parking serves a fundamental component to the proposed development in a number ways, including: address the Town’s desire for additional public parking spaces and ensure there is adequate dedicated parking for municipal/police facilities; generate sufficient revenue to help support financial viability and, effectively, off-set significant costs associated with public parking spaces; provide sufficient parking to serve the new private office and retail space; and, adhere to current policies to provide complimentary and/or discounted parking rates to residents.

The Proposer (through discussion with ParkOne) provided the Town with support for its revenue/operating projections, including key assumptions associated with utilization and rate structure for both public and private space. Based upon these projections, net operating income (NOI) from all components of the Surfside Civic Center parking is estimated to be in the range of \$1,000 per space per year. This is below the parking NOI projections set forth in the Town’s previous Parking Structure Feasibility Study completed in 2013 which was in the \$1,500 to \$2,000 per space range.

In all, our assessment of Proposer’s information provided within the Unsolicited Proposal leads us to recommend the Proposer be invited to present its submittal to the Town Commission. As noted above, there are items upon which the Town Commission may seek further discussion and/or clarification from the Proposer including but not limited to: commitment/evidence of project financing; further

independent support for office lease rate projections; and, development costs and the logistics associated relocating the municipal functions to ensure the process is as efficient as possible in order to mitigate interruption to municipal operations. Importantly, we recognize the Town Commission may seek to request additional information or further clarification related to other components of the Proposer’s submittal; and, we recommend this be done in direct correspondence with Proposer as part of a public process.



Proposed P3 (Public-Private Partnership) Project Frequently Asked Questions

1. *What is a P3 (Public-Private Partnership)?*

Under State law ([Florida Statute 255.065](#)), a P3 (Public-Private Partnership) allows any individual or private agency (private sector entity) to submit an unsolicited proposal to a government agency (public sector entity) for a qualifying public project. The Florida legislature, in enacting the P3 statute, has made public policy findings that there is a need for the construction and upgrading of facilities used predominantly for public purposes, and a need for timely and cost-effective public projects that may not be served or satisfied by existing procurement methods, and encouraging private investment and funding for the development and operation of qualifying projects.

Other local governments are turning to P3's to address the needs of their community. For instance, Miami-Dade County Mayor Carlos Gimenez is a proponent of P3's in order to help offset the cost and operation of infrastructure projects that can be built through public-private partnerships.

2. *How does a P3 work?*

The P3 statute creates a mechanism for a public sector entity to receive and evaluate unsolicited proposals for a qualifying project. The proposer submits a project proposal, which is then reviewed and evaluated by Town staff and consultants, and considered for further action during a number of public hearings held by the Town Commission and Planning & Zoning Board. At any point during the evaluation process, the Town Commission may elect to not move forward with the proposal.

3. *What is being proposed for the Town of Surfside?*

The Town of Surfside received an unsolicited P3 project proposal that offers solutions to a parking deficit, identified in a [parking study](#) commissioned by the Town of Surfside in 2013. The study, conducted by Rich & Associates, Inc. and C3TS/Stantec, concluded the Town of Surfside has a shortfall of parking spaces in the Downtown District and for older condominiums on Collins Avenue, particularly, during peak times and seasons. The study also included various parking structure alternatives to satisfy the deficit.

The proposal encompasses the design, construction, financing, operation and maintenance of a "Surfside Civic Center" on the current Town Hall site, located at 9293 Harding Avenue, and the municipal parking lot immediately north of Town Hall, located on 93rd Street. The proposal

includes a new Town Hall, police station, and mixed-use retail/restaurant, office space, parking garage and community recreational space. The project would include a parking garage facility to address the parking deficit, as well as provide other public benefits and facilities.

4. How much will this cost the Town of Surfside?

The Town would negotiate the terms of the P3 agreement. There would be no out-of-pocket costs to the Town of Surfside or taxpayers, with the developer incurring all costs of design, construction, finance, operation and maintenance of the project, as well as the costs of the Town's evaluation of the proposal. The Town would enter into a ground lease and development agreement for lease of the land, and retain fee simple ownership of the land. The developer would build the facilities, finance with private funding, and operate and maintain the facilities for the duration of the term of the agreement. The developer would receive rent from the leasing of the various offices and retail space that are a part of the project to pay for and offset the costs of the project.

5. Will residents have any say in the P3?

The P3 process will ensure public participation and input. A Special Town Commission meeting for the unsolicited P3 proposal will be held at 6 p.m. on Wednesday, September 26, 2018. The Town wishes to hear from residents and encourages participation at this meeting. Residents are welcome to ask questions and participate during the public comment portion of the meeting.

6. When will details of the P3 proposal be made public?

In compliance with State law procedures, the unsolicited P3 proposal will be available for public review at the meeting on September 26, 2018, as well as on the Town's website and at Town Hall when the meeting agenda is issued on or after September 19, 2018.



TOWN OF SURFSIDE UNSOLICITED BID PROPOSAL FOR DEVELOPMENT OF THE SURFSIDE CIVIC CENTER

SUBMISSION DATE: FEBRUARY 12, 2018

SURFSIDE TOWN CENTER GROUP, LLC

Sponsors:



POINTE
DEVELOPMENT COMPANY



Monceau
Realty

Affiliates:



Schmitt
CONSTRUCTION

Shutts



TABLE OF CONTENTS

1. CONCEPT PLAN	1
2. SURFSIDE CIVIC CENTER COMPONENT	2
3. THE POLICE STATION BUILDING	3
4. FINANCIAL PLAN	4
5. TIMELINES	6
6. PUBLIC INVOLVEMENT PLAN	9
7. APPENDIX	10
Appendix A1 – The Surfside Civic Center Component	10
Appendix A2 – The Surfside Police Station	16
Appendix B – Team Organigram	17
Appendix C - Relevant Experience	18
Appendix D - Team Members	29

The Surfside Town Center Group, LLC

February 12, 2018

Chairperson and Members of the Town Commission
Town of Surfside
c/o Mr. Guillermo Olmedillo, Town Manager
9293 Harding Avenue
Surfside, FL 33154

**Re: Unsolicited Bid Proposal for Development of the “Surfside Civic Center”
Located at 9293 Harding Avenue and 269 93rd Street**

Dear Chairperson and Members:

The Surfside Town Center Group, LLC (“STCG”) is submitting this unsolicited bid to develop a new Surfside Town Hall and Civic Center on the current Town Hall lot and the municipal surface parking lot immediately to the north of Town Hall. This will be a multi-faceted project consisting of a new town hall, police station, high end retail/ restaurant, Class “A” office space, parking, a rooftop public park and a roof top sports area overlooking the ocean. The Surfside Civic Center offers a state-of-the-art approach to supporting the growth of the Town of Surfside. Not only will this project address the various needs of Surfside’s government, it will create an enduring contribution to the Town’s civic life so as to encourage community engagement and spur private investment. In short, the Surfside Civic Center presents one of the most significant and beneficial undertakings in the Town’s history.

The Surfside Civic Center will contain two main development components, specifically broken down as follows:

1. A 3-story mixed use Civic Center building including:
 - a. A 3-story town hall building of 17,705 sq. ft. (the “Town Hall”),
 - b. A 3-story commercial building containing 10,882 sq. ft. of retail and 60,996 sq. ft. of office (the “Commercial Space”),
 - c. A 16,490 sq. ft. rooftop deck dedicated to the public for entertainment, relaxation and sports
 - d. A 431-space parking garage to help address the Town’s parking needs
2. A 3-story Police Station building of 14,035 sq. ft. (the “Police Station”) on the 269 93rd Street parking lot, including:
 - a. A 1,900 sq. ft. rooftop deck exclusive to the Police and,
 - b. 34 parking spaces dedicated to the Police

Extensive research and scrutiny have gone in to these two components in order to best design the Surfside Civic Center in line with the Town’s goals and preferences. The new Town Hall, for example, will have ample space for ultra-modern commission chambers, several conference

1108 Kane Concourse – Suite 309 ● Bay Harbor Islands, Florida 33154

Phone: (305) 397-8753 ● Fax: (321) 348-5814

The Surfside Town Center Group, LLC

rooms, individual Commissioner offices, resident-friendly building department facilities and other Surfside government departments. Similarly, the new and improved Police Station will accommodate expanded locker rooms for men and women, temporary holding cells, interview and interrogation rooms, a sally port, an exclusive rooftop for Police use and other features of a modern police facility. Furthermore, with wider, tree-lined pedestrian rights-of-way along Harding and Collins, the Commercial Space will help create a vibrant and walkable mixed-use neighborhood. With an additional 9,790 sq. ft. of rooftop space for use as a public garden-terrace, and a sports plaza of 6,700 sq. ft., the Surfside Civic Center will provide a perfect focal point for civic engagement across all members of the Surfside community.

To best realize the Town's goals, STCG has assembled a world-class team to conceptualize, design and manage the Surfside Civic Center:

- **Pointe Development Company**, as a local, Bay Harbor-based firm with national acclaim and experience, brings the technical know-how on managing a project of this scale, while acknowledging and embracing the objectives of Surfside and its community.
- **Monceau Realty**, an established Bay Harbor-based company, has been extensively investing in real estate nationally and internationally.
- **Modis Architects** has substantial experience with developing beautiful yet highly functional retail, residential, and mixed-use projects throughout South Florida.
- **Schmid Construction** similarly has decades worth of construction experience throughout Central and South Florida, including work on police stations and FBI facilities, and has accordingly earned a reputation for providing on-schedule, on-budget projects of the highest quality.
- **LAZ Parking**, on the management side, is one of the country's premiere parking management companies, operating projects nationwide, including the notable 1111 Lincoln Road and 500 Collins Avenue lots located in Miami Beach.
- **David Plummer & Associates**, a leading Florida-based traffic and civil engineering firm, is bringing its expertise to ensure a long-term and neutral traffic impact.
- **Shutts & Bowen**, founded in 1910, is Miami's oldest law firm and one of its most prestigious. The firm has over 250 lawyers in 8 locations throughout Florida and, over the years, has handled some of the largest and most complex public private transactions in South Florida history.

Accordingly, attached herein please find the full submission package for STCG's unsolicited bid to develop 9293 Harding Avenue and 269 93rd Street into the Surfside Civic Center. If you have any questions with regard to the application, please do not hesitate to contact us. Thank you.

Sincerely,

SURFSIDE TOWN CENTER GROUP, LLC
BY: MAURICE EGOZI, MANAGER

SURFSIDE TOWN CENTER GROUP, LLC
BY: JULIEN HACCOUN, MANAGER

1108 Kane Concourse – Suite 309 ● Bay Harbor Islands, Florida 33154

Phone: (305) 397-8753 ● Fax: (321) 348-5814

1. CONCEPT PLAN

Our project has two main development components:

1. The **Surfside Government Center** that includes:
 - A. A beautiful and modern **Town Hall** to house the many departments and services run by the Town of Surfside. This space will include commission chambers equipped with the most up-to-date technology, a rooftop terrace designed for community use, and spacious conference rooms; so as to create a focal point for civic life in Surfside.
 - B. A high-end office and retail **Commercial Space**, which directly addresses the ever-increasing demand for contemporary workspace. Ground-level shops and restaurants will correspondingly attract pedestrian traffic, further stimulating Surfside's economy.
 - C. A 16,490 sq. ft. **Rooftop Deck** dedicated to the community of Surfside. The rooftop will feature art installations, a sports plaza and open green space.
 - D. A fully automated **Parking Garage**, nicely buffered from the public right-of-way and surrounded by aesthetic buildings of the Surfside Civic Center. Designed and controlled by Laz Parking, this 431-space garage will catalyze economic development by directly addressing Surfside's acknowledged parking shortage.

2. A state-of-the-art **Police Station** outfitted with ample space to accommodate the various needs of a highly successful police force. The station will contain private rooftop space for training or other uses, as the Police Department sees fit, and the exclusive use of 34 parking spaces.

The Town seeks iconic architecture for this site and we believe our design meets this goal. We envision a building consistent with the existing atmosphere of Surfside, highlighted, for example, by the unique turtle sculptures representative of the Florida Loggerhead Sea Turtle and by multiple elements of vegetation and green space.

We will conserve the charming and warm spirit of the Town of Surfside by offering a reasonably sized, pedestrian friendly project. Sustainability will be integrated throughout the project. Buildings will be designed to meet LEED standards to ensure that the project serves as an example of sustainable design in the community.

Finally, Arts and Open Spaces are key elements of our concept plan. We envision a close relationship between public art and the streetscape. We believe this key relationship will strengthen the identity of the Town as being "uniquely Surfside."

We want to keep the deal simple by working hand in hand with the Town to develop a truly first-class, vibrant project that will serve as the engine for future redevelopment in the Town of Surfside. Our strength is a direct result of the sum of all parties involved. We have assembled the finest team of design, finance, construction and traffic experts for this mission.

2. SURFSIDE CIVIC CENTER COMPONENT

The Surfside Civic Center Component will consist of 3 levels with a height of 40 feet and a rooftop open to the public. The building's exterior facade will incorporate native greenery and sustainable materials in its décor, such as low thermal emissivity glass to reduce the amount of heat transmitted into the building. The parking garage will be buffered by the beautiful and meaningful design of the Surfside Civic Center buildings. In the Appendix A1, please find renderings of our designs for these buildings.

This component will include:

A. The Town Hall of 17,705 sq. ft. that comprises:

- Commission chambers for 200 people, including a back-office staff room
- Code compliance offices
- City Attorney and City Clerk Offices
- Finance department offices
- Public works department offices
- Human Resource department offices
- First floor expanded building department offices
- Clerk and Reception area
- Executive offices for Commissioners and Mayor with meeting spaces and private restrooms
- Executive offices for Manager, Assistant Manager and Secretary with meeting space and private restrooms
- Meeting and Conference rooms
- Souvenir store of The Town of Surfside and memorabilia room

B. Office space consisting of 60,996 sq. ft.

C. Retail space consisting of 10,882 sq. ft. on Collins Avenue

- A national renowned chef for an upscale restaurant
- High-end boutique shops

D. Rooftop open to the public consisting of 16,490 sq. ft. and available to the Town for cultural and sporting events such as art installations, music concerts and movie nights

E. Parking for 431 spaces

- A license plate recognition system for a ticketless parking
- Electric vehicle charging stations
- Bicycle spaces assigned
- Ride sharing designated area for drop-off and pick-up

Finally, we are aware that the Town Hall lot will need to be rezoned to allow private uses (retail, office, parking) on land currently zoned exclusively for government use. We will retain Shutts & Bowen LLP to apply for a zoning change and follow the regular process for approvals.

3. THE POLICE STATION BUILDING

The Police Station building will be 3 levels at a height of 40 feet with an exclusive rooftop open only to the Police staff. The building's design will incorporate systems for all state-of-the-art security. In the Appendix A2, please find renderings of our design for this building.

The building will have an overall size of 14,035 sq. ft. with 34 dedicated parking spaces and will include:

- A public lobby area
- A reception and dispatch area secured by bullet-proof glass
- A secured lobby and a waiting room located between the public lobby area and the entrance
- Two holding cells
- A property room and an office area outside of the holding cells
- A sally port for prisoner transport to the holding cells and a secure area for police vehicle access
- A high security storage room
- A fitness center with locker rooms and showers for both women and men
- A criminal investigation room
- A police chief and patrol sergeant private offices and bathrooms
- A training space/ roll call room
- A community and kitchen area
- Offices and a meeting room
- Code enforcement space with multiple offices
- An exclusive rooftop of 1,900 sq. ft. to be used as a training area or any other use desired by Police staff
- An enclosed garage to house the police ATV/bicycles
- An exclusive 34 space parking

4. FINANCIAL PLAN

Ground Lease Structure

The town of Surfside will grant STCG a 99-year lease in return for developing the Surfside Civic Center.

STCG proposes to compensate the Town of Surfside for the ground lease rights in three ways: **Completed Development Assets, Base Rent** and **Percentage Rent**. No upfront costs, government bonds or tax increases will be required by the Town of Surfside in order to finance the development. In fact, the economic impact will be positive.

- We will develop and deliver to the Town a new Surfside Civic Center, which comprises the Town Hall and the Police Station, at no cost to the Town of Surfside and in accordance with the Town's specifications. **STCG will develop the Surfside Civic Center at its own expense.** The Town of Surfside will enjoy brand-new and up-to-date buildings without any capital expenses.
- **Base Rent** will be fixed in the amount of \$250,000 per year, starting with the third year after the issuance of the Certificate of Occupancy (to allow for two years of stabilization of the various commercial uses).
- **Percentage Rent:** We agree to pay as additional rent an amount equal to 10% of the gross revenue derived from the parking structure, starting with the third year after the issuance of the Certificate of Occupancy.

Note: We understand that the residents of Surfside currently benefit from discounted parking spaces. We intend to keep the same system and apply the same policy in the future.

To summarize, we project the Town of Surfside to receive annually, beginning in the third year, \$250,000 plus 10% percentage rent derived parking proceeds (Base Rent and Percentage Rent). Additionally, the Town of Surfside will be able to acquire and use, without any capital requirement, 31,740 sq. ft. of brand new and modern government buildings, 18,390 sq. ft. of public rooftop space and dedicated parking spaces.

Alternate Ground Lease Structure

An alternative approach would be to increase the height of the building fronting Collins Avenue from 40 feet to 65 feet to create additional leasable mixed-use space. An increase of 25 feet in height would allow the development of two additional floors of office space and provide significantly increased Base Rent and Percentage Rent. The additional space also would better address the chronic shortage of quality office space in Surfside. (We understand this additional height would require additional Town approvals.)

Use and Source of Funds

Use of Funds

We estimate the development of the Surfside Civic Center to cost approximately \$33,500,000.

Source of Funds

The development of the Surfside Civic Center will be financed with debt and equity.

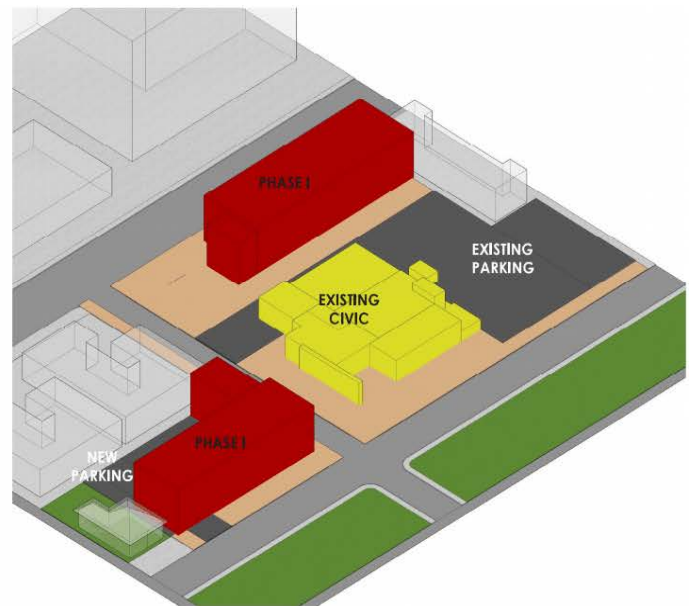
- 70% of the total construction cost (\$23.45M) will be financed with a construction loan. Pointe Development has years of experience in real estate development, both locally and nationally. The company has established relationships with local and national banks such as Regions and First Green Bank. Pointe Development has secured millions of dollars in construction loans for both residential and commercial projects in the US.
- 30% of the construction cost (\$10.05M) will be in the form of cash equity from Monceau Realty, a family investment office located in Bay Harbor since 2011. Monceau Realty and its network of investors have raised tens of millions in equity for investments in the US real estate market. The company has established banking credentials with national and international banks such as HSBC and Rothschild & Cie.

5. TIMELINES

The construction phasing of this development is centered around the idea of minimizing disruptions to the operations of the existing Surfside Civic Center and Police Station and to avoid the need for the Town to temporarily rent space. The construction will be divided in two phases:

Construction Phase 1:

- The construction of the new Police Station building and the first component of the retail/ office building will take place (see in red in the picture below).
- The existing Civic Center and Police Station building will remain intact throughout the entire length of phase 1 (see in yellow in the picture below), leaving internal operations in full working order.



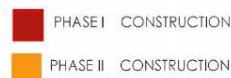
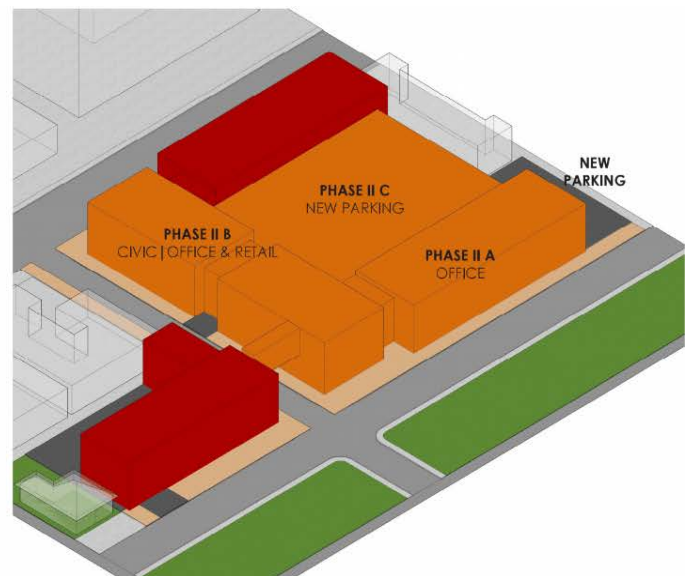
■ PHASE I CONSTRUCTION
■ EXISTING CIVIC

Construction Phase 2 (A):

- The police department will transfer into the newly constructed Police Station building located on the NE corner of Harding Ave and 93rd Street.
- The existing Town Hall will be temporarily transferred into the newly constructed first component of office/ retail space located on Collins Ave. The ground floor will be used for the chambers and the building department and the 2nd floor will consist of ancillary offices. Later the space will be converted to retail.
- Once all departments have transferred, the demolition of the existing Civic Center will take place.

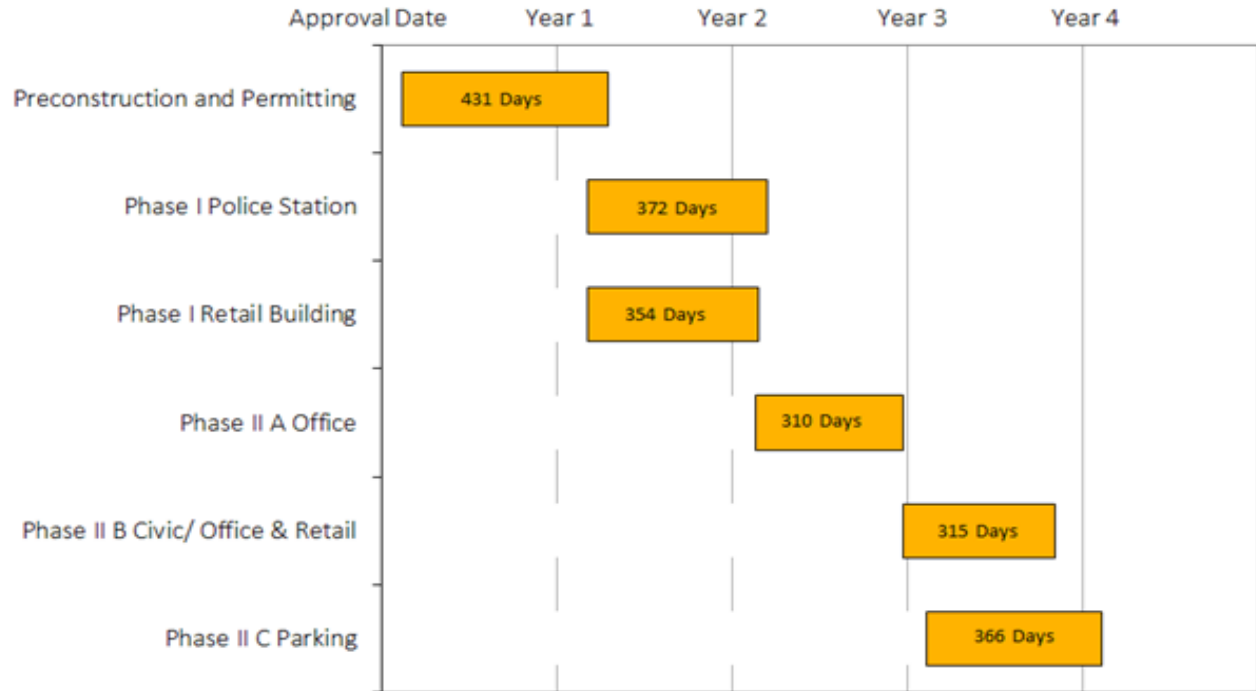
Construction Phase 2 (B and C):

- Once the Civic Center demolition takes place, construction will begin on the west office building, the Civic Center building, the retail/ office building, and the parking deck.
- Upon completion of Phase 2 construction, all temporarily placed Surfside departments will be transferred into their new spaces.



Construction Timeline:

After a detailed review of our design and project requirements, our partner Schmid Construction provided us with the construction timeline set forth below. We estimate the project to last 4 years from the approval date.



6. PUBLIC INVOLVEMENT PLAN

We fully understand the importance of consensus building, transparency and inclusiveness in the design process, especially for an important project such as the Civic Center. To that end, our team will reach out to the public for their valued input. For example, the public rooftop areas offer a range of programming options and we will certainly seek community input.

Our communication strategy will include coordination and information delivery via public meetings, internet, telephone, email, newsprints and pamphlets. Some of the communication aspects are below:

- Updating our Facebook and Twitter accounts to broadcast project updates on a frequent basis including any required road closures or similar impacts.
- Coordinating with the Town to update its Facebook and Twitter accounts with project updates.

We are committed to ensure that the citizens of The Town of Surfside are well informed and have ample opportunity to be included throughout the development process.

7. APPENDIX

Appendix A1 – The Surfside Civic Center Component

Collins and 93rd Street Facing South



Harding and 93rd Street Facing South



Collins Ave Facing North



Harding Ave Facing North



Rooftop Conceptual (1)



Rooftop Conceptual (2)



Appendix A2 – The Surfside Police Station

Harding and 93rd Street Facing North



Appendix B – Team Organigram

Sponsors



Affiliates



Appendix C - Relevant Experience

Developer



Project Name

River West Miami, FL

Address

West Flagler and NW First Street. Miami, FL

Total Residential Units

719

Total Retail Square Footage

150,000 SF

Total Parking Spaces

959 Spaces

Scope and Scale of Development Program:

Riverwest Miami is conveniently located in the heart of Little Havana, one of Miami’s fastest growing neighborhoods. The project will feature a mix of Residential and Retail space.



Developer



Project Name

Kendall Commons, FL

Address

16500 SW 88th Street. Miami, FL 33196

Total lot square footage

297,800 SF

Development Description:

Kendall Commons is located in West Kendall and currently features anchor tenants Aldi and Petsmart. Kendall Commons was developed by Pointe Companies. Approximately 85K sq. ft. of office and retail were added to this site.



Developer



Project Name

Cortez Plaza, FL

Address

4429 14th St W, Bradenton, FL 34207

Total square footage of building

274,398 Sq. ft.



Financing/ Equity Partner



Project Name

Multiple Investment Funds

Address

South Florida

Client

High Net Worth and Institutional Investors

Scope and Scale of Development Program:

Monceau Realty (“Monceau”) is a vertically-integrated real estate investment firm focusing on distressed residential and commercial assets.

The company acquires, renovates, leases, leverages and repositions underutilized assets, primarily in middle income Hispanic neighborhoods.

Monceau has developed DataAnalytics®, a unique investment strategy using technology and legal analysis to take advantage of inefficiencies in the foreclosed condominium and townhome markets in Florida.

Since it’s inception in 2011, Monceau has successfully acquired and stabilized hundreds of undervalued and distressed real estate assets in South Florida. The company is backed by family offices and institutional investors and has been able to raise equity in the eight figure range.



Architect



Project Name

26 Edgewater, FL

Address

321 NE 26th St, Miami, FL 33137

Client

Stripey Development

Completion

Fall, 2016

Scope and Scale of Development Program:

26 Edgewater is a contemporary boutique residential building located within the emerging neighborhood of Edgewater, north of Downtown Miami. The emerging Edgewater neighborhood is quickly transitioning to an exciting metropolitan district with residential towers, retail shopping, and the new Bay Walk. The building includes 86 one and two bedroom residences, all with terraces, and some featuring special Lanai decks. Additionally, the project provides 120 private garage spaces, 9,265 SF of retail shops, and a rooftop pool deck with Ocean and Bay views.



Architect



Project Name

Brickell Gateway Retail, FL

Client

Burlington Group

Scope and Scale of Development Program:

Biscayne West proposes an entirely new district of residential towers, retail shops, restaurants, offices, and hotel facilities within a 25-acre tract currently developed as two story garden apartments. The plan proposes a new layout of streets and parks that create 10 distinct urban blocks to form an entirely new neighborhood that link into the existing urban fabric. The two significant park areas contribute significantly to the success of the plan as they provide open view corridors for the residents as well as recreational areas. Large sidewalks with street trees support the pedestrian experience. This new urbanist approach will become a vibrant new community for the northeast corridor, as well as an example for future development in Miami.



Contractor



Project Name

Tesla Building, FL

Address

3851 Bird Rd, Miami, FL 33146

Client

Tesla



Contractor



Project Name

Clermont Police Department, FL

Address

3600 S. Highway 27, Clermont, FL 34711

Client

Clermont Police Department

Size

30,625 sf

Scope and Scale of Development Program:

This new facility features tilt-wall construction and master site construction for 6-acres. Project includes new sally port, inmate holding area, specialized property and evidence storage areas, and technologically advanced communications.



Contractor



Project Name

The Shul, FL

Address

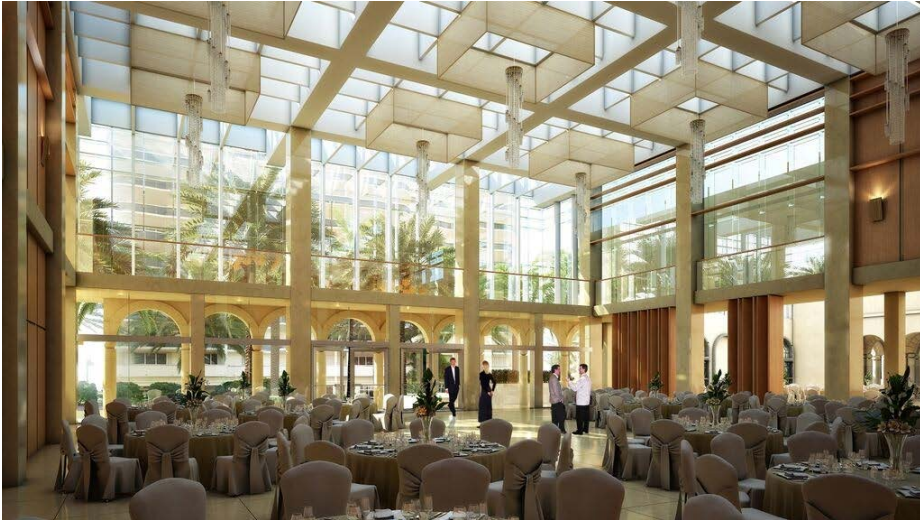
9540 Collins Ave, Surfside, FL 33154

Size

51,850 sf

Scope and Scale of Development Program:

The Shul is located in Surfside FL and will total 51,850 sq. ft. This expansion will include a new pre-school, youth lounge and study areas, rooftop terrace, offices and a two story glass enclosed Social Hall.



Parking Manager



Project Name

500 Collins Ave

Address

500 Collins Ave, Miami Beach, FL 33139



Parking Manager



Project Name

1111 Lincoln Road

Address

1111 Lincoln Rd, Miami Beach, FL 33139



Appendix D - Team Members



Alan Sakowitz and Maurice Egozi created their partnership in 1995. Their company, Pointe Development Company, and its affiliates (Pointe) has extensive experience in real estate development, financing, leasing, management and brokerage activities. Pointe has developed, co-developed, and repositioned numerous projects with a value of over \$200,000,000 with 1,500,000 of sq. ft. of retail, medical, and office properties throughout the United States. Pointe has obtained entitlements on 15 other projects totaling in excess of 1,000,000 sq. ft. with a value of over \$30,000,000. It also built and renovated multiple homes which sold for over \$45,000,000 and it has bought, managed and sold over 450 multifamily units in excess of \$22,000,000.



Maurice Egozi

Principal, Co-Founder

Maurice Egozi has a BS in Business Administration from the University of Florida. Prior to entering the real estate field, Maurice was managing member of retailer Benetton for the state of Florida. He sold his interest in Benetton in order to devote his full-time efforts to the real estate industry as an owner-operator of single and multi-tenant properties. Since 1983, Maurice has concentrated his activities on the acquisition, development, syndication, management, renovation, and sale of commercial investment properties. He has a keen market sense of the desirability and synergy of retailers and restaurants, as well as trends affecting real estate. Maurice is credited with the financial turnaround of a number of properties by reducing expenses, increasing efficiencies, and adding value without incurring major expenses. As a developer, he takes pride in his ability to complete beautifully-designed projects ahead of schedule and under budget.



Alan Sakowitz

Principal, Co-Founder

Alan's experience in real estate began while he attended the University of Miami School of Law, where he obtained a JD degree, as well as completing his LLM in (Federal) Taxation. Alan practiced law for over 25 years. Alan's legal experience has proven to be excellent preparation for embarking upon his ventures into real estate ownership, development, and operation. Since this transition to real estate, Alan has been involved in all phases of real estate investment including developing, syndicating, brokering, buying, selling, managing, leasing, and consulting. Alan is the author of the acclaimed *Miles Away, Worlds Apart*.



Monceau Realty Group (“Monceau”) is a family-owned real estate investment firm founded in 2011 in Bay Harbor, FL. The company historically specialized in the acquisition, management and disposition of underutilized and distressed assets.

Monceau Realty leads a network of investors and has raised equity in the eight figure range to invest in the US real estate market. The company has established banking credentials with national and international banks such as Desjardins, HSBC and Rothschild & Cie.



Adrien Haccoun

Principal, Co-Founder

Adrien Haccoun is responsible for the design and development of the proprietary software DataAnalytics®, which supports all aspects of the acquisition process for the group. Prior to co-founding Monceau, Mr. Haccoun co-founded Steinmauer Group, a distressed real estate investment firm company located in Bay Harbor. His responsibilities included business process re-engineering and project management. Prior to Steinmauer, Mr. Haccoun worked in R&D for Intel Corporation.

Mr. Haccoun is a Florida licensed realtor. Mr. Haccoun earned an M.S. in Artificial Intelligence and Data Mining from Paris IX Dauphine University and a M.S. in Finance-Applied Mathematics from EISTI Engineering School. Mr. Haccoun was selected to pursue a finance research project focused at the Technion-Israel Institute of Technology.



Sarah Haccoun

Principal, Co-Founder

Sarah Haccoun supervises the construction and property management activities of the group. Before co-founding Monceau, Ms. Haccoun served as co-founder and principal at Steinmauer Group, a distressed real estate investment company. In that capacity, Ms. Haccoun oversaw the entire construction process and property management business, successfully streamlining the firm’s operations. Ms. Haccoun is a Florida licensed realtor. Ms. Haccoun earned a B.S. in Mathematics from Paris V Descartes University.



Julien Haccoun

Principal, Co-Founder

Julien Haccoun oversees both the group's acquisition and marketing departments. Prior to co-founding Monceau, Mr. Haccoun gained wide-ranging experience in real estate as co-founder of Steinmauer Group, a distressed real estate investment company. Prior to Steinmauer, Mr. Haccoun held various finance positions in the insurance and banking sector. Mr. Haccoun is a Florida licensed realtor and Certified General Contractor. He earned an M.S. in Finance from the ESSEC Business School, an M.S. in Risk Management from the Paris X University and an M.B.A. from the University of Chicago Booth School of Business.



MODIS Architects is comprised of a diverse group of energetic architects and designers who simply love what we do. By bringing this enthusiasm, along with our knowledge, and expertise to collectively solve problems we create innovative designs that benefit both our clients and end users. Projects begins with the relationships forged with our clients, which is equally as important to us as the architecture we design. The relationships with our staff, as well as those with the engineers, consultants, and contractors, are built upon a foundation of mutual respect, treating each other more like family. Our projects are formed through a careful understanding of our clients' vision while being sensitive to the context and economics of the project Motivated by our ability to serve our clients and help them realize their goals from this visualization to completion is what brings us a sense of fulfillment.



Ivo Fernandez Jr.

Principal, Co-Founder

As Principal & Co-Founder, Ivo Fernandez is the architectural visionary behind most of the firm's award-winning designs by pushing the boundaries. Ivo oversees many of our projects through every phase. From the initial zoning analysis, through the master planning, design development, and construction phases, he stays deeply involved, a true testament to the power of the hands-on approach that defines our firm's operational philosophy. Ivo has more than 20 years of design and management experience, and his portfolio includes some of today's most critically lauded large-scale retail and mixed-use developments; aviation, office, and warehouse spaces; and category-defined residential buildings. His dedication to architectural excellence and infamous "All in or nothing" attitude set the pace for a challenging, innovative, and collaborative atmosphere at MODIS that results in work of the highest caliber.



Robert K. Morisette

Principal, Co-Founder

As MODIS's Co-Founder & Principal, Robert Morisette helms the firm's architectural operations with his technical acumen and expertise in executing practical design solutions. A talented architect and natural manager, he guides projects through from conception to completion effectively and efficiently, integrating his wealth of construction-phase knowledge with our clients' needs and goals. The results are reliably on schedule, within budget and, most importantly, consistently exceeding expectations. His commitment to this type of service is what truly distinguishes MODIS as a blue-chip firm. Robert has more than 20 years of design and management experience, and his portfolio includes some of today's most successful and innovative retail and mixed-use developments, as well as multi-family residential buildings. His team-player mentality reflects his leadership style, and his influence is evident in all aspects of MODIS's operation.



In 2002, brothers John and George Schmid joined together to found Schmid Construction. Since then, the company has grown exponentially into the fifth largest general contractor in Central Florida. A family-oriented company from humble beginnings, we started with three employees and focused on small medical and retail projects. Over the next 13 years, we were proud to have been selected to build exceptional buildings throughout the southeast – with extensive experience on projects ranging from automotive dealerships and commercial retail centers to medical facilities and industrial distribution centers. Built on integrity, our company’s “customer-first” foundation fuels us to continually strive for excellence, consistently bringing the best results to your project – on schedule, on budget, and of the highest quality. Committed to exceeding your expectations for delivering quality construction, we are a leader in LEED construction and have successfully completed multiple LEED Platinum projects.



John Schmid

Co-founder, President

A passion for the construction industry fused with exceptional professional ambitions led John Schmid to start Schmid Construction with his brother in 2002. Early on, John worked in commercial construction at Turner Construction and Nassal Company where he gained hands-on experience executing various theme park projects.

John holds a bachelor’s degree in finance from the University of Central Florida and a master’s degree in business administration from Florida Institute of Technology.



George Schmid

Co-founder, Vice President

In 2002, George Schmid teamed up with his brother and founded Schmid Construction, a company built on a family-first philosophy and a commitment to exceeding customers’ expectations. Entering the field right after college, George gained hands-on expertise through his previous roles at Turner Construction and Beers Construction (which later became

Skanska). A graduate of the University of Central Florida, George received a bachelor’s degree in industrial engineering and holds a LEED AP Building Design + Construction certification.



Shutts & Bowen LLP is a full-service law firm with a deep connection to Florida's history, a commitment to excellent service for our clients and community, and a focus on diversity in the workplace. For more than 100 years, Shutts has been opening doors to our business clients across the state with sophisticated, cutting-edge legal skills from Florida's top legal talent. Our firm employs approximately 270 attorneys who focus on more than 30 distinct practice areas, including litigation, construction, financial services, hospitality, insurance, real estate, taxation and trusts and estates. At Shutts, we are committed to offering sophisticated legal services efficiently and responsively. We work tirelessly with businesses and individual clients, as well as with referring national and international law firms and companies. We always strive to provide the highest degree of professionalism and passion for our work. Shutts & Bowen's attorneys work in an environment where people are recognized for their value as individuals, giving them the autonomy and freedom to best serve their clients. Because of our stake in the past, we are poised to become the law firm of the future.



Alex Tachmes

Partner

Alexander I. Tachmes is a partner in the Miami office of Shutts & Bowen LLP, where he is Chair of the Land Use and Government Relations Practice Group and a member of the Real Estate Practice Group.

A Martindale-Hubbell AV® rated attorney, Alex concentrates his practice on governmental matters, including land use and zoning, public-private transactions, competitive bidding and lobbying, and commercial real estate transactions, including hospitality matters.

Alex regularly represents developers, property owners and other clients in connection with governmental matters, including site plan and zoning approvals; historic preservation issues; building code, fire and code compliance matters; procurement/public bid projects; and related local government items. He has substantial experience in the area of private as well as public-private real estate transactions, including the purchase, sale, leasing and financing of commercial projects. Alex also has significant experience representing hospitality industry clients, from major publicly traded firms to boutique hotel companies. Alex is a former First Assistant Town Attorney for Miami Beach. While with the Town, he concentrated his practice in the areas of public-private real estate development and other transactions. Alex served as counsel to the Town in connection with the Loews Miami Beach Hotel project, involving the development of a \$150 million, 800-room convention center hotel and parking complex on public land. The project is one of the largest public-private transactions, in terms of its overall cost, in Miami Beach history. Alex also served as counsel to the Town on the Royal Palm Crowne Plaza Resort project, a \$60 million, 422-room hotel on public land, adjacent to the Loews hotel.

Alex currently serves as Assistant Treasurer of the Adrienne Arsht Center and sits on the Executive Committee of the Arsht's Board of Directors. He is also a member of the Board of Trustees of the Miami Town Ballet. He is a published author on government contracts compliance and a lecturer and panelist on hospitality and tourism topics.



David Coviello

Partner

David Coviello is a partner in the Miami office of Shutts & Bowen LLP, where he is a member of the Land Use & Zoning Practice Group.

David assists developers, property owners and other clients in obtaining approval of zoning and land use permits for their projects. He handles real estate development and zoning matters, including complex, comprehensive planning issues, development agreements for large-scale mixed-use projects, zoning and land use due diligence, as well as code compliance and licensing matters. David is experienced

in working with municipalities, planning commissions, and city councils. He served as the mayor of the Village of Biscayne Park, having received the highest number of votes in his first municipal election. David previously served as a law clerk to Chief Justice Francis M. McDonald of the Supreme Court of Connecticut, and is also a member of the Connecticut Bar.



LAZ Parking is a parking management service provider that was founded in 1981 by three childhood friends. Over three decades later, the combination of lifelong friendship, a people-focused philosophy and a mission to “create opportunities for employees and value for our clients” has transformed LAZ from a single valet location to one of the nation’s largest parking companies. Today, LAZ operates hundreds of thousands of parking spaces in thousands of locations across the United States and provides parking management services in the following markets: hospitality & valet, office buildings, medical & hospital, airport & transportation, campus, government & municipal, retail & mixed-use, event parking, residential buildings and shuttle services.



Christopher B. Walsh

Regional Vice President, Florida

Christopher has been a leader in the parking industry since 1996 and started his career with LAZ Parking as a Regional Vice President who successfully expanded our Mid-Atlantic presence. He has worked in markets located in Georgia, Maryland, North Carolina, Pennsylvania, South Carolina, Virginia and Washington, D.C. He is currently based in Miami and responsible for premier Florida properties in Miami, Fort Lauderdale, Tampa, Jacksonville, Orlando, Daytona, St. Augustine and Naples. His vast experience in business development activities and operational management encompasses Class A office buildings, hospitals, hotels, stadiums and airports. He also has conducted due diligence activities for numerous acquisitions and privatization deals. Christopher graduated from LaGrange College with a degree in business administration.



David Plummer & Associates (DPA) was founded in 1978 as a Florida based engineering firm. By providing unparalleled service, maintaining a creative, experienced staff, and utilizing integrated computer systems, the firm has attained an excellent reputation for its high level of expertise in melding economic needs with government requisites. The result is durable and cost effective engineering projects. Composed of civil engineers, planners and supporting scientists, the firm is organized into four technical divisions: Transportation Civil Engineering Structural Environmental

The firm's principals bring extensive technical, engineering, and business backgrounds into DPA's private sector and public works projects. Our expertise ensures that the multi-disciplinary aspects of projects, as well as the approval process, are satisfied. We are committed to meeting client cost commitments and encouraging marketability.



Timothy Plummer, PE

President

Mr. Plummer is responsible for the overall transportation planning, traffic engineering, and civil design for DPA. His responsibilities also include the day-to-day management of the firm and client relations. Mr. Plummer is a registered professional engineer in the state of Florida and Colorado and has over 25 years of civil and traffic engineering experience with both the public and private sectors. His expertise includes transportation planning, transit planning, traffic engineering, traffic calming, parking analyses, site design, and geometric design.

Juan Espinosa

Vice President - Transportation

Mr. Espinosa is responsible for the preliminary engineering and transportation planning projects for both the public and private sector. He has over 29 years of transportation planning / traffic experience including tasks related to preliminary engineering, transportation planning, environmental analysis, site design, access management, pedestrian and bicycle issues and geometric design.