



Request for Proposal

951 22ND STREET SOUTH ST. PETERSBURG, FLORIDA

November 22, 2024





Brian Caper
Director of Economic & Workforce Development
City of St. Petersburg
One Fourth Street North
St. Petersburg, Florida 33712

RE: Solicitation Number - RFP-951 22nd St. S.

Dear Mr. Caper and Selection Committee:

We are pleased to submit our proposal for the development of 951 22nd Street South, a project led by Alexander Goshen in collaboration with Goode Van Slyke Architecture (GVSA). This proposed mixed-use project is designed to address critical community needs, featuring 26 residential units, with 10 units dedicated to residents qualifying under the 80% Area Median Income (AMI), particularly targeting veterans. Additionally, we are incorporating a ground-floor grocery component, which will bring fresh and healthy food options to the neighborhood, directly responding to the community's food access challenges.

At Alexander Goshen, we are committed to urban revitalization, affordable housing, and economic inclusion. These principles are core to our mission of fostering vibrant and sustainable communities. Over the years, we have developed over 2,300 residential units, with a total value exceeding \$340 million. Our projects consistently reflect high-quality, energy-efficient, and environmentally sustainable approaches, with a focus on enhancing the quality of life for residents while delivering strong returns for stakeholders.

Partnering with GVSA, an architectural firm with over 28 years of experience, we are confident in delivering innovative, responsive design solutions for the 951 22nd Street South development. GVSA has a distinguished portfolio of projects, including mixed-use developments, affordable housing, and community-focused spaces, making them an ideal collaborator on this project. With a reputation for merging cutting-edge design with practical, real-world solutions, GVSA brings an approach that balances creativity with functionality, ensuring that the development not only serves the community but also integrates seamlessly into the surrounding environment.

Together, our joint expertise positions us to deliver a project that will have a lasting positive impact on the Deuces Live District and Warehouse Arts District. In addition to addressing the housing needs of veterans and other underserved populations, we are dedicated to promoting economic growth and creating opportunities for small, minority-, and women-owned businesses in the area.

We would welcome the opportunity to discuss this proposal in further detail and explore how we can collaborate to ensure the success of this critical project. Thank you for your time and consideration.

Sincerely;

ALEXANDER GOSHEN

A handwritten signature in blue ink that reads "Miles Alexander III".

Miles Alexander

GOODE VAN SLYKE ARCHITECTURE

A handwritten signature in blue ink that reads "Paul Van Slyke".

Paul Van Slyke, AIA, LAI

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ONE TEAM ONE PROJECT ONE GOAL

ALEXANDER
G O S H E N



Alexander Goshen is a real estate development and investment firm, founded in 2014, with a mission to enhance communities through strategic, impactful development. Specializing in affordable housing, mixed-use developments, and value-add acquisitions, Alexander Goshen has built a reputation for revitalizing neighborhoods and creating sustainable, community-focused projects. With total assets exceeding \$750 million, the firm has a diverse portfolio that includes multifamily residences, mixed-use properties, retail spaces, and hospitality projects.

Based in Fort Lauderdale, Florida, Alexander Goshen operates a full-service development platform with expertise spanning acquisitions, financing, property operations, construction, design, and market research. This comprehensive approach enables the firm to handle all phases of development, from initial concept to project completion. With a focus on redevelopment projects and urban revitalization, Alexander Goshen is committed to delivering projects that not only generate strong returns but also positively impact the communities in which they are located.

For the 951 22nd Street South Development, Alexander Goshen brings a wealth of experience in transforming underutilized spaces into thriving community assets. The firm's track record in creating affordable housing and community-serving retail aligns perfectly with the goals of this project, which seeks to provide veteran-targeted housing and improve access to healthy food options through a new grocery component. Alexander Goshen's ability to deliver complex, high-impact projects on time and within budget makes it an ideal partner for this transformative development.

Led by Miles Alexander III, a seasoned real estate executive with deep experience in value-add development, Alexander Goshen prides itself on fostering long-term community growth and economic inclusion. The firm's commitment to sustainability and social equity is at the core of its development philosophy, ensuring that each project not only meets current needs but also contributes to a vibrant, sustainable future.

With a strong foundation in affordable housing and a keen focus on community revitalization, Alexander Goshen is well-positioned to collaborate with Goode Van Slyke Architecture on the 951 22nd Street South Development, creating a lasting positive impact for the Deuces Live District and surrounding areas.

GOODE VAN SLYKE ARCHITECTURE



Goode Van Slyke Architecture (GVSA) is an innovative, award-winning architectural firm specializing in architectural services, master planning, interior design, programming, and visioning. Founded in 1996, GVSA has over 28 years of experience and is proud to be a certified Minority Business Enterprise (MBE). Throughout our history, we have worked on a diverse range of projects, with a focus on urban revitalization, mixed-use developments, and affordable housing—making us uniquely suited for the 951 22nd Street South Development.

Our extensive experience in mixed-use and multi-family housing aligns perfectly with the goals of this project, which aims to bring vital affordable housing and community-serving retail to the Deuces Live District. GVSA has been involved in a wide range of adaptive reuse and community-focused projects, ensuring that the architectural design reflects the cultural and historical significance of the neighborhoods we serve. This sensitivity to community heritage is key to our approach for 951 22nd Street South, where honoring the area's rich history is central to the development. Recently, GVSA was selected for the Historic Gas Plant District Revitalization Project, located within walking distance of 951 22nd Street South. This proximity allows us to bring unique insights into the ongoing urban renewal efforts in St. Petersburg and strengthen our commitment to contributing to the city's future.

GVSA's design approach emphasizes sustainability, energy efficiency, and equitable development. We are committed to providing innovative solutions that not only meet the community's immediate needs but also support long-term growth and sustainability. Our firm's expertise in Building Information Modeling (BIM) and Revit enhances our ability to deliver detailed, precise designs efficiently, ensuring that we meet both budgetary constraints and high standards of quality.

With a strong portfolio in affordable housing, GVSA understands the importance of creating high-performance buildings that meet the needs of underserved communities. Our approach involves close collaboration with stakeholders—developers, community leaders, and residents—to ensure the project fosters a sense of place and opportunity. We also have deep experience in managing phased construction and complex multi-use developments, minimizing disruption while delivering impactful results on time and within budget.

Led by Christopher Goode and Paul Van Slyke, GVSA's leadership team ensures that our core values of design excellence, community engagement, and entrepreneurial spirit drive every project. As a firm, we actively support local communities and align our projects with their vision, making us a strong partner for Alexander Goshen in this transformative development. At GVSA, we believe in the power of architecture to positively impact communities, and we are excited to bring our expertise and passion to the 951 22nd Street South Development. Our past success in similar projects and our commitment to inclusive, sustainable design make us well-positioned to help shape this pivotal community asset.

DEVELOPMENT DETAILS

The location of this site is full of unrealized potential as it is surrounded by a diverse set of revitalized areas and other areas that are about to transform. As developers, designers and planners we live for the day when we can help transform languishing areas to sponsor new life and growth and this can only occur via a strong, public/private teaming. The Merriweather Building was once upon this site and now 951, 22nd Street South is about to blossom into it's new chapter.

If you refer to the site diagrams within this proposal the AG/GVSA team has analyzed access to the site by vehicle or foot, its connectivity to culturally significant surrounding areas via implementation of the Main Street approach. North of the site we have the Woodson Museum, WADA, Manhattan Casino and the Pinellas Trail as well as the Historic Gas Plant District Redevelopment project that GVSA is currently involved with. To the East, West and South there are several churches, schools of various levels, Jordan Park residential community and other grass-roots eateries and retail. The forces on this site from adjacent modernization are very positive and speak to preserving the local lexicon of scale and architecture while supporting the arts, addressing a food-desert and capitalizing on the art culture which is so unique to this area. Ultimately with recent residential projects such as Sankofa on the Deuces site, the maturing of WADA, the successful renovation of the classic Royal Theater, 951, 22nd Street South can help catapult this district into being a walkable, sustainable and vibrant community that serves multiple demographics.

The planning proposal that the AG/GVSA team is proposing is a function of, and in compliance with, the Corridor Commercial Traditional Zoning. This resulted in a three-story solution. The lowest level houses the residential lobby with amenities, urban market and small site amenities such as park benches and lighting to help activate the street. Levels two and three architecturally are a single mass that rests above the more transparent and more community oriented ground floor. The two-story residential mass is a strong block-like expression punctured by set backs to break down the scale. The outer shell is adorned in black and white artwork and the recesses visually emerge with brightly colored art. The overall form is derivative of the historic site conditions and the ultimate architectural expression is very much about the character of the neighborhood today.



The AG solution for 951, 22nd Street is designed to meet the needs of the underserved segment known as the Missing Middle, who encounter difficulties in securing affordable housing. To more precisely define the Missing Middle, this team is focused on providing equitable housing access for veterans and families (earning 80% -120 of the Area Median Income), workforce employees, and the more affordable range of market-rate apartments. In addition, access to affordable fresh food is vital for fostering a healthy community and plays a critical role in addressing chronic, nutrition-related diseases such as obesity and diabetes prevalent in low-income neighborhoods. Individuals with low incomes, especially those living in food deserts, face substantial difficulties in obtaining quality food. Streetcorner Urban Market intends to provide healthy food by opening a grocery store at ground level. This establishment will provide fresh produce in an urban market setting, contributing to the alleviation of the neighborhood's current designation as a food desert. An innovative and efficient vertical hydroponic farm for fresh vegetable production will be developed on the rooftop garden.



Alexander Goshen's interest in collaborating with Street Corner Urban Food Market is to establish a vital grocery store within the community is a strategic move to support the ongoing initiative promoting access to healthy foods. The primary goal of this partnership is to address the issue of food deserts by ensuring that community members can easily access a wide variety of fresh, affordable, and nutritious food options. The grocery store will offer produce sourced from local suppliers, with a significant portion grown through Goshen's innovative Hydronic Container Farming system. This system guarantees a steady supply of healthy options throughout the year. Through this collaboration, Goshen and Street Corner Urban Food Market are dedicated to improving food security, promoting healthier lifestyle choices, and supporting the growth and sustainability of local agriculture.

An excellent example of how coffee, culture, and community can be seamlessly integrated is Sip & Sonder, a brand known for its dynamic approach to creating vibrant gathering spaces that go beyond traditional cafés. Sip & Sonder has established itself as a cultural hub where coffee serves as a catalyst for connection, hosting events, supporting local creatives, and fostering a sense of community. Drawing inspiration from this model, the 951 22nd Street South Development aims to incorporate similar elements of cultural vibrancy and community engagement, reinforcing our commitment to creating inclusive spaces that celebrate the neighborhood's unique artistic and cultural identity.



SIP & SONDER™





Alexander Goshen will launch a pioneering project in partnership with container farmers to improve the availability of nutritious and sustainable food by bringing Hydroponic Container Farming to the community. Through the utilization of cutting-edge hydroponic technology housed within shipping containers, this innovative method enables the effective growth of fresh, nutrient-dense produce in an environment that is meticulously regulated and free of soil. The system is designed to efficiently use and conserve both water and space, making it perfectly suited for urban environments where agricultural land is scarce or restricted. Goshen's initiatives align with the broader healthy food movement, focusing on supplying locally grown vegetables and fruits throughout the entire year, helping to diminish the presence of food deserts and encourage healthier eating habits within the community.

Additionally, the development may offer new affordable commercial spaces for local entrepreneurs in Pinellas County, welcoming opportunities for community-benefiting amenities such as a coffee shop workspace and other services that enhance the neighborhood's vibrancy and support small business growth.



CREATIVE SOLUTIONS THAT INSPIRE GROWTH



The building's design is crafted to seamlessly **integrate public art with architecture**, serving as a tribute to the neighboring Warehouse Arts District and establishing a deliberate connection between the two. The residential units are positioned above the ground-floor public spaces, which include a new grocery store, residential lobby, and various amenity areas.

A clear architectural distinction between the upper residential floors and the lower public areas highlights the project's dual purpose. The residential section is adorned with a large public art mural, symbolizing the **strong relationship between the residents and the art-rich district**.

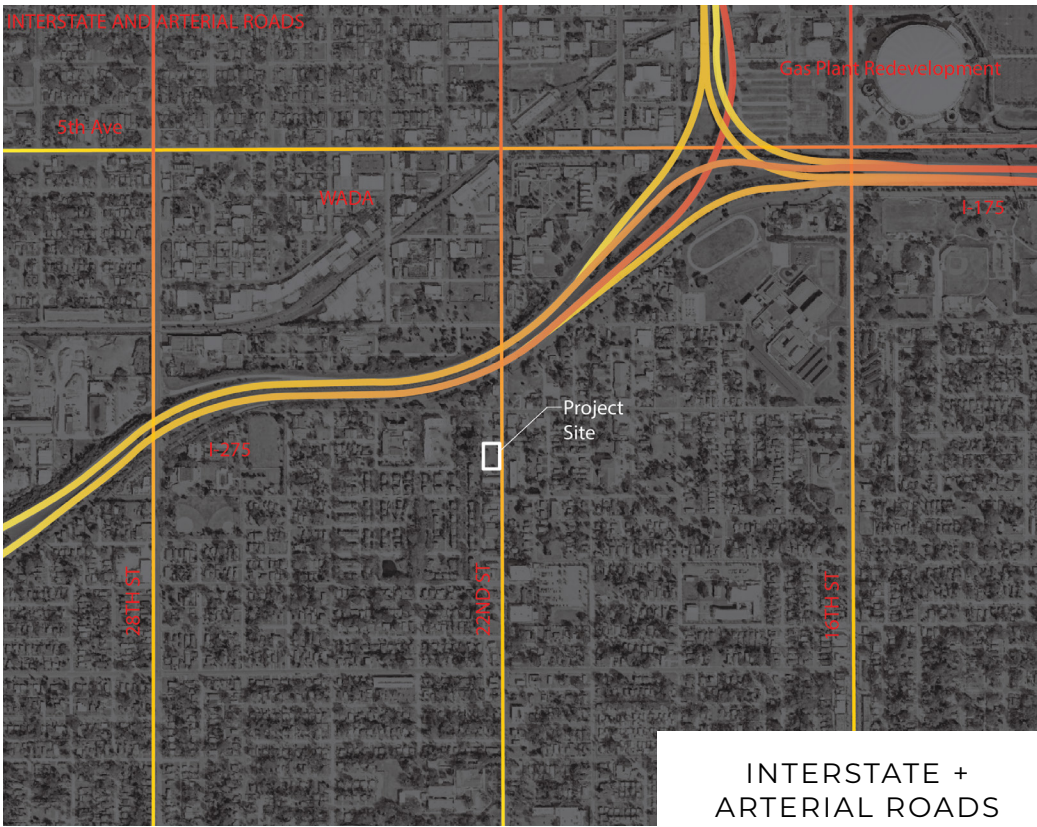




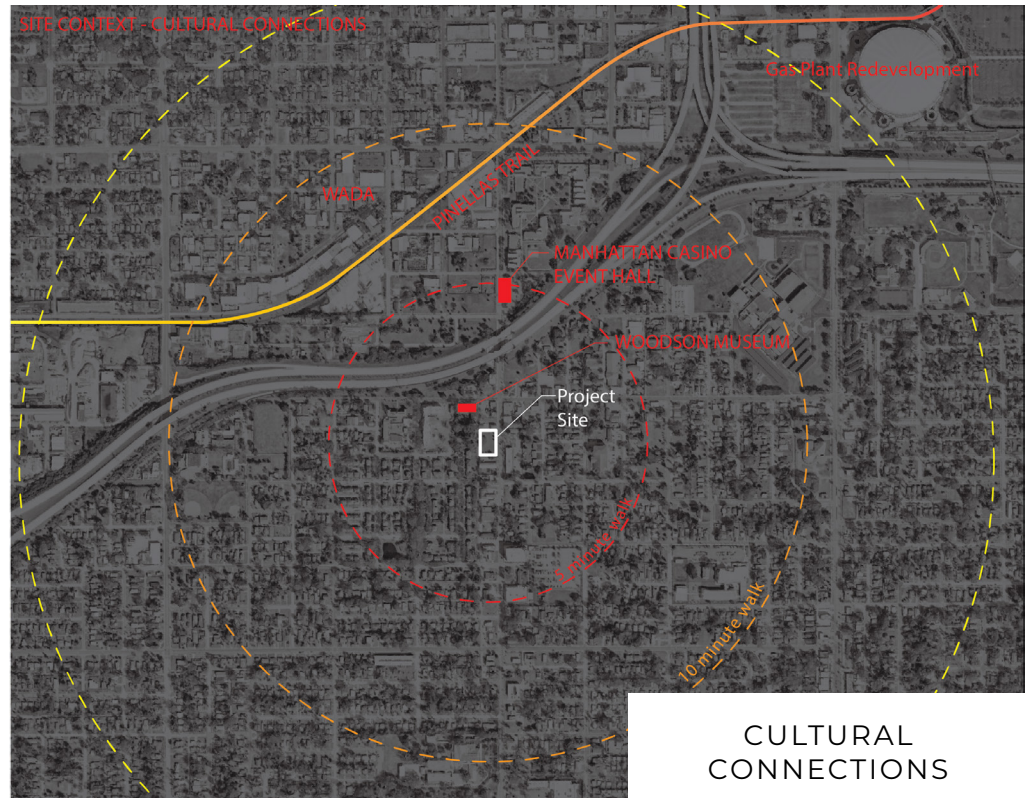
This mural is designed to **compliment the building's architecture**, featuring muted tones on prominent exterior surfaces that gradually shift to bold, vibrant colors as the façade “peels away.” The grocery’s design, in contrast, remains intentionally subdued to enhance the visual impact of the upper residential levels, creating a dynamic contrast between the two.

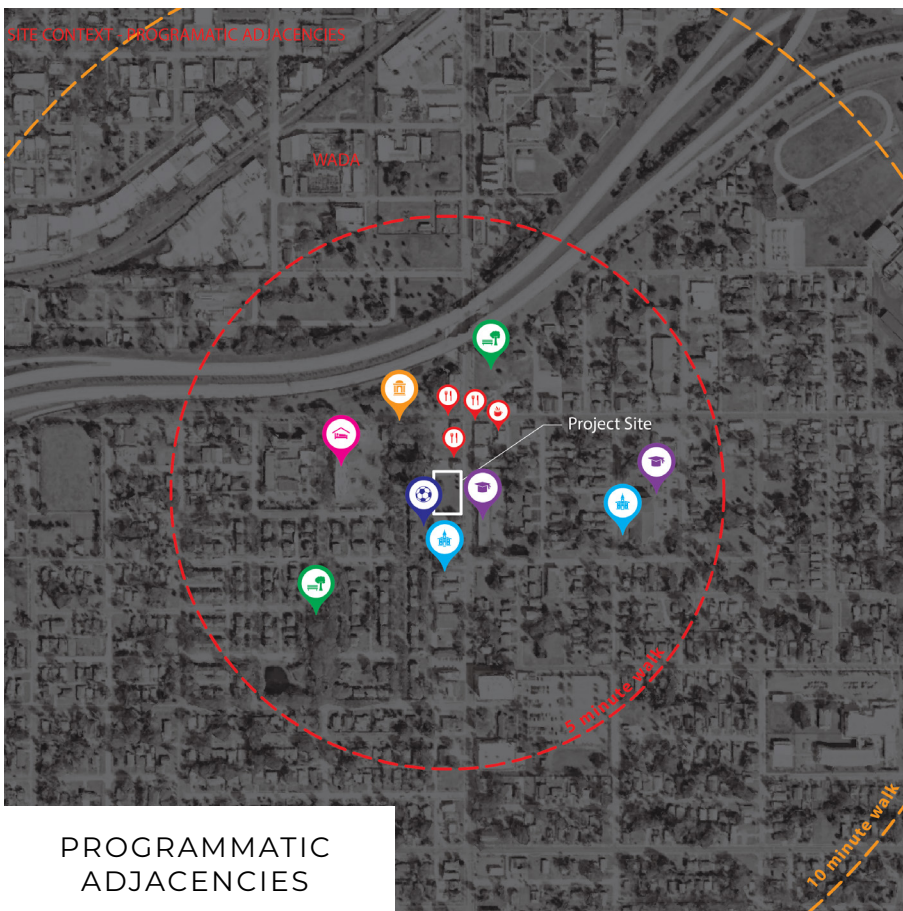


The residential lobby is clad in warm, natural materials, which are subtly echoed on the upper levels, **visually linking the different parts of the building** while adding a sense of cohesion to the overall design.



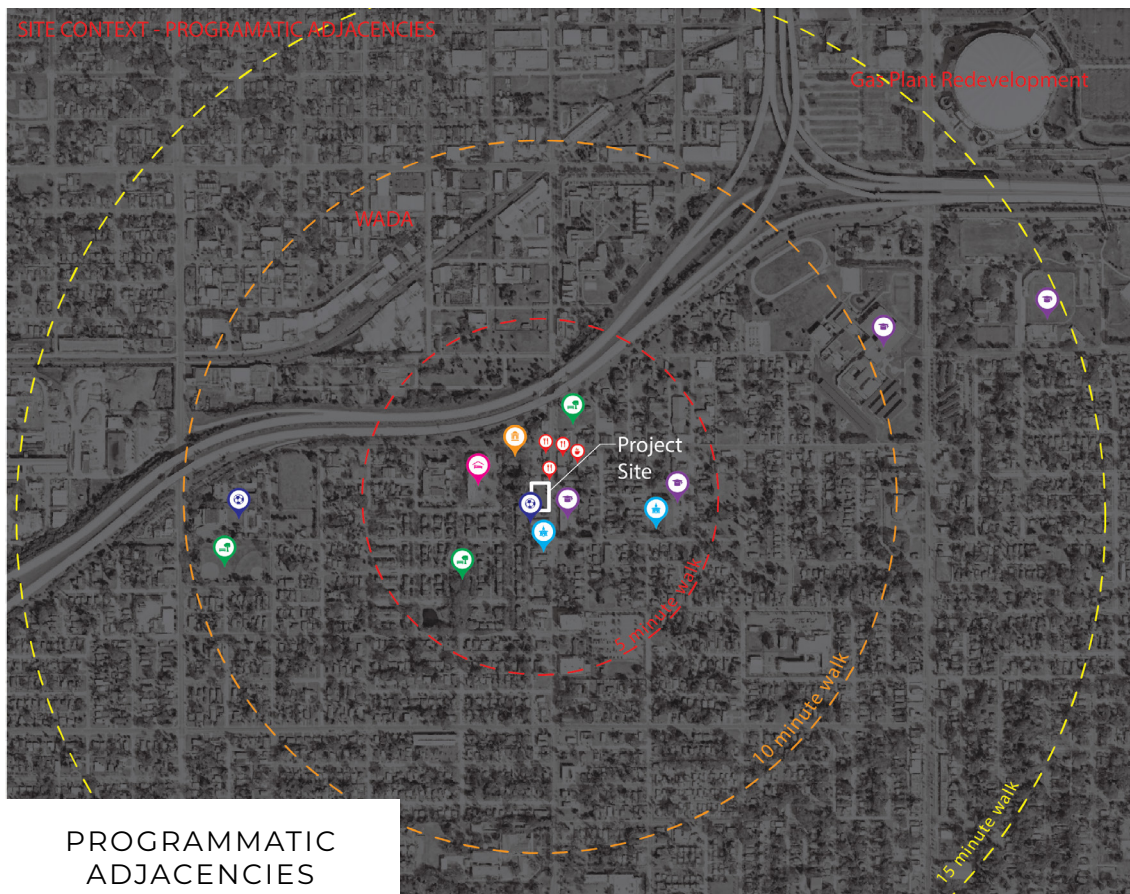
Nestled just south of the I-275 overpass, this prime location lies in the heart of the historic Jordan Park neighborhood, surrounded by rich cultural landmarks. Within a 15-minute walk, you'll find iconic destinations such as the Woodson Museum, the vibrant Manhattan Casino Event Hall, and the eclectic Warehouse Arts District, and the scenic Pinellas Trail.





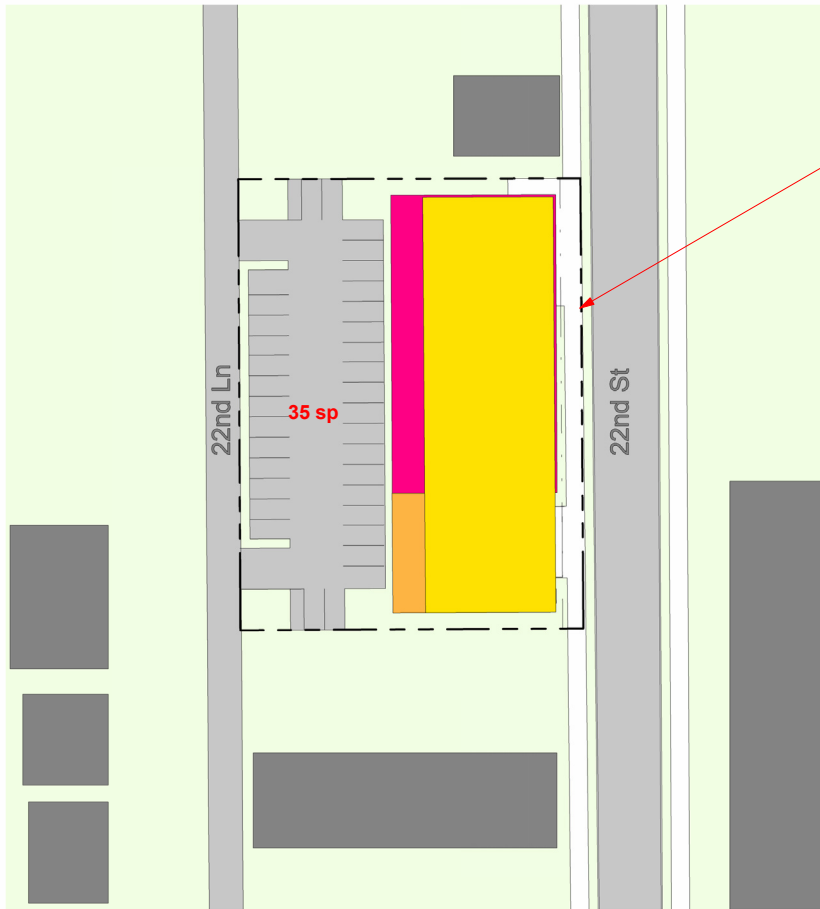
Additionally, the nearby redevelopment of the Gas Plant District promises to bring even more energy and innovation to the surrounding area.

The site offers unbeatable convenience with easy access to schools, public parks, prestigious institutions of higher learning, and a variety of popular restaurants and cozy coffee shops—all just steps away.



Site Plan

1" = 50'-0"

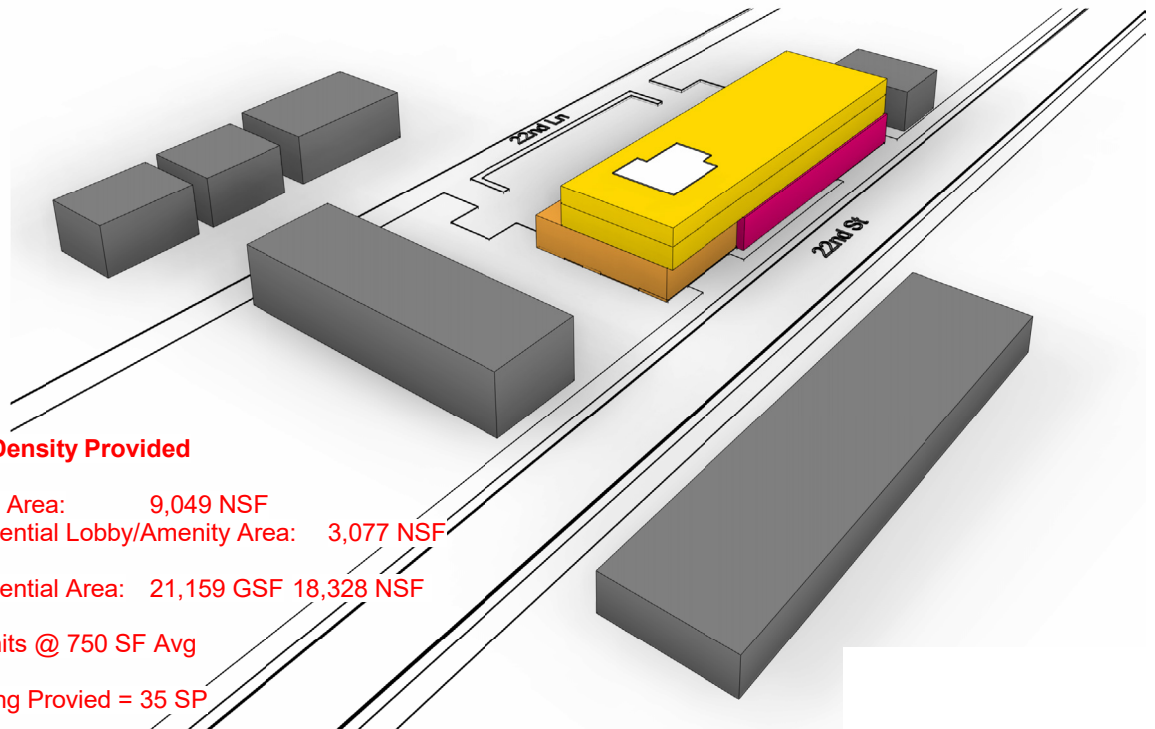


30123.38 SF
.69 AC

Site / Zoning Data

Zoning Designation: CCT-1
Residential Density Allowed: 24 Units/AC
Workforce Housing Bonus: +8 Units/AC
Max Residential Units (w/ Workforce Housing) @ .69 AC = **22 Units**

Max Non-Res Density Allowed: 1.5 FAR
Max Impervious Area: 95%
Max Building Height: 42'-0"
Setbacks Required
Front Yard: 0'-0" or 10'-0" from Curb (>)
Side Yard: 0'-0"
Rear Yard: 0'-0" w/ Alley or 10'-0" w/0 Alley



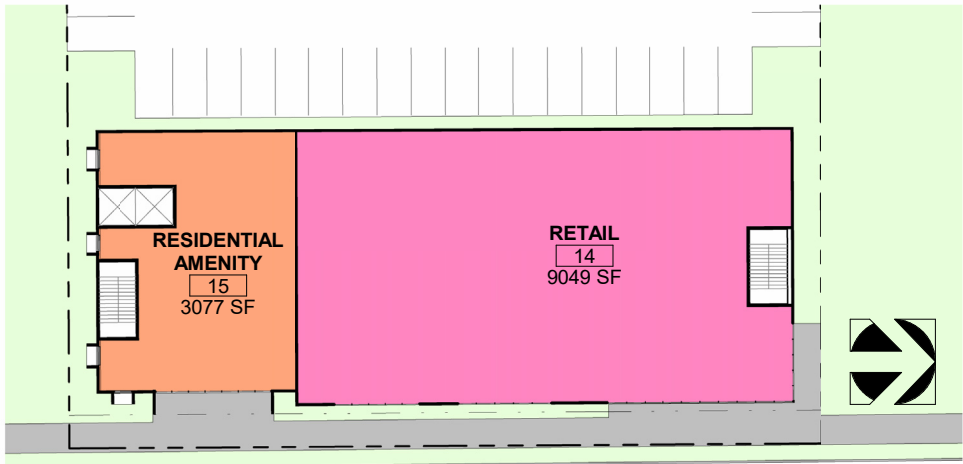
Site Density Provided

Retail Area: 9,049 NSF
Residential Lobby/Amenity Area: 3,077 NSF
Residential Area: 21,159 GSF 18,328 NSF
22 Units @ 750 SF Avg
Parking Provided = 35 SP

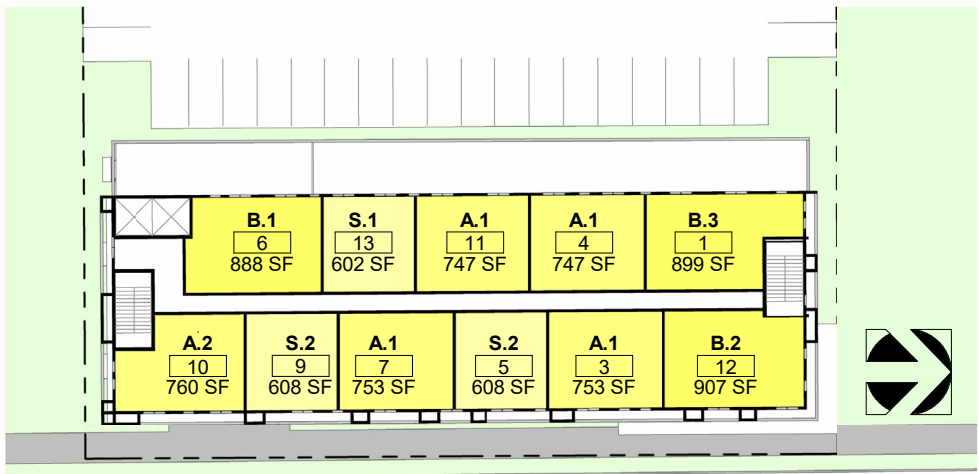


Typical Plans

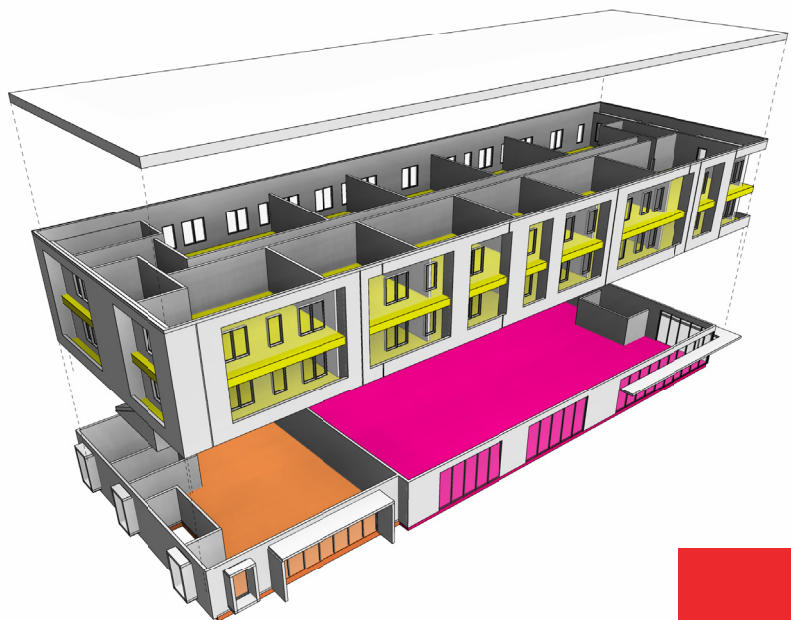
1" = 30'-0"



GROUND LEVEL 01 RETAIL AND AMENITY PLAN



RESIDENTIAL LEVELS 2 AND 3 PLAN



PROGRAM DISTRIBUTION



REAL ESTATE INTEREST

- Lease w/ Purchase Option
- Site Address: 951 – 2nd Street South, St. Petersburg, Florida 33712
- Acreage: 0.62 Acre Site
- Ground Lessor: City of St. Petersburg
- Ground Lessee: with Alexande Goshen or (SPE) or affiliates
- Structure: 99-year ground lease w/Purchase Option
- Rent: \$1 / year for the full term
- Project Description: Single-phase for-rent housing project comprising a minimum of 22 units, 9,400 SF of retail and surface parking + tuck under.
- Rent Parameters: Average rents will be market with a set aside of 20% @ 80% AMI with a 99-year affordability window + mixed income workforce.
- Timing: Developer will make commercially reasonable efforts to commence Project construction from 2025-2027.
- Assignability: Developer may partner in the execution of the project.
- Due Diligence: 180 days.
- Agreement: The parties will work together for a formal agreement and until such time a formal agreement is fully executed this proposal is non binding on either party.



Development Name	22nd St Apartments		
Partnership Name	AlexanderGoshen		
New Construction/Rehab	New Construction		
Development Type	Mixed Use		
Construction Type	Masonry/Wood Frame		
Demographic Commitment	Family		
No. of Units	22		

Address	951 22nd St S	22nd St S	22nd St S
City	St. Petersburg	St. Petersburg	St. Petersburg
County	Pinellas	Pinellas	Pinellas
County Size	Large	Large	Large
MSA	Tampa - St. Petersburg - Clearwater MSA	Tampa - St. Petersburg - Clearwater MSA	Tampa - St. Petersburg - Clearwater MSA
Area Median Income (AMI)	\$92,000	\$92,000	\$92,000
State	Florida	Florida	Florida
Zip Code	33712	33712	33712
Parcel/STRAP Number	26-31-16-72864-000-0180	26-31-16-72864-000-0200	26-31-16-72864-000-0210
DDA	Yes	Yes	Yes
QCT	Yes	Yes	Yes
Site Acreage	0.332	0.1720	0.1720
Site Square Feet	14,460	7,500	7,500

Total Site Acreage	0.6760
Total Site Square Feet	29,460
Bldg GSF Area	30,123

Income Escalator	2.00%
Expense Escalator	3.00%

Transaction Closing	January 1, 2025
Construction Start	February 1, 2025
Lease-Up Period Begins	June 1, 2026
Construction Completion	June 1, 2026
Stabilization	November 1, 2026
Permanent Loan Conversion	February 1, 2027

Exit Cap Rate	5.50%
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Unit Matrix

Bed Rooms	Bath Rooms	Units	Square Feet	AMI 80%	Low Home Rents	High Home Rents	Gross Housing Credit Rent (PUPM)	Utility Allowance (PUPM)	Net Restricted Rents (PUPM)	PBRA Contribution Rents	Appraiser Rents	Underwritten Rents (PUPM)	Annual Rental Income
Studio	1	2	600	80%			\$ 1,338	\$ 82	\$ 1,256			\$ 1,256	\$ 30,144
1	1	2	750	80%			\$ 1,433	\$ 98	\$ 1,335			\$ 1,335	\$ 32,040
2	1	2	900	80%			\$ 1,720	\$ 132	\$ 1,588			\$ 1,588	\$ 38,112
Studio	1	4	600	120%			\$ 2,007	\$ 82	\$ 1,925			\$ 1,925	\$ 92,400
1	1	8	750	120%			\$ 2,149	\$ 98	\$ 2,051			\$ 2,051	\$ 196,896
2	1	4	900	120%			\$ 2,580	\$ 132	\$ 2,448			\$ 2,448	\$ 117,504
		22											\$ 507,096

Commercial Space
 9,094 sqft
 \$24 per sqft per year
 \$218,256 per year



Development Budget

Source of Funds
Financing Sources

	Construction	Percent
GAP	\$4,789,868	51.16%
Mortgage	\$4,118,000	43.98%
Deferred Owners Fees Paid At Closing	\$455,000	4.86%
Total	\$9,362,868	100.00%

Use of Funds

	Total Costs	Cost Per Unit	Price Per GSF
Construction Costs			
Accessory Building	\$0	\$0	\$0
Demolition and Site Work	\$48,917	\$2,223	\$2
Installation of Pre Fab Units	\$0	\$0	\$0
New Rental Units and Commercial Retail Space	\$5,096,115	\$231,642	\$169
Parking	\$0	\$0	\$0
Off-Site Work	\$0	\$0	\$0
Recreational Amenities	\$0	\$0	\$0
Rehab of Existing Common Areas	\$0	\$0	\$0
Rehab of Existing Rental Units	\$0	\$0	\$0
Site Work	\$0	\$0	\$0
Swimming Pool	\$0	\$0	\$0
Furniture, Fixtures & Equipment	\$248,000	\$11,273	\$8
Hard Cost Contingency in Constr. Contr.	\$0	\$0	\$0
Constr. Contr. Costs Subject to GC Fee	\$5,393,032	\$245,138	\$179
General Requirements	1.92% \$103,716	\$4,714	\$3
General Conditions	12.85% \$693,034	\$31,502	\$23
Contingency	0.00% \$0	\$0	\$0
Corporate Overhead	1.15% \$61,898	\$2,814	\$2
Fee	5.80% \$312,584	\$14,208	\$10
General Liability Insurance	\$55,796	\$2,536	\$2
Builder's Risk Insurance	\$0	\$0	\$0
Payment and Performance Bonds	\$0	\$0	\$0
Contract Costs not subject to GC Fee	\$0	\$0	\$0
Total Construction Contract/Costs	\$6,620,060	\$300,912	\$220
PnP Bond Paid outside Constr. Contr.	\$0	\$0	\$0
Fees for LOC used as Constr. Surety	\$0	\$0	\$0
Demolition paid outside Constr. Contr.	\$0	\$0	\$0
FF&E Paid Outside of Constr. Contr.	\$0	\$0	\$0
Other: Security System	\$0	\$0	\$0
Other: Construction	\$0	\$0	\$0
Other: Construction Off-Site Work	\$0	\$0	\$0
Other: Soil Removal and Trash Disposal	\$0	\$0	\$0
Other: Land Prep Contract	\$0	\$0	\$0
Other: Wifi	\$0	\$0	\$0
Other: Above Ground Storage Tank Replacement	\$0	\$0	\$0
Total Construction Costs	\$6,620,060	\$300,912	\$220
General Development Costs			
Architect's Fee - Site/Building Design	\$200,000	\$9,091	\$7
Architect's Fee - Supervision	\$50,000	\$2,273	\$2
Insurance	\$75,000	\$3,409	\$2
Legal Fees - Organizational Costs	\$60,000	\$2,727	\$2
Property Taxes	\$3,686	\$168	\$0
Title Insurance, Recording Fees and Transfer Fees	\$25,000	\$1,136	\$1
Other: Cost Certification	\$12,500	\$568	\$0
Other: Owner Fees Paid at Closing	\$1,300,000	\$59,091	\$43
Total General Development Costs	\$1,726,186	\$78,463	\$57
Financial Costs			
Construction Loan Interest	\$248,751	\$11,307	\$8
HUD / FHA Placement Agent/Underwriter Fee	1.05% \$43,239	\$1,965	\$1
HUD / FHA Financing Fee	2.00% \$82,360	\$3,744	\$3
HUD MIP	0.25% \$0	\$0	\$0
HUD / FHA Application Fee	0.30% \$12,354	\$562	\$0
HUD / FHA Inspection Fee	0.50% \$20,590	\$936	\$1
Other: Third Party Costs	\$45,000	\$2,045	\$1
Total Financial Costs	\$452,294	\$20,559	\$15
Dev. Costs before Acq., Dev. Fee and Reserves	\$8,798,540	\$399,934	\$292
Developer Fee on Non-Acquisition Costs			
Developer Fee - Unapportioned	0.00% \$0	\$0	\$0
Total Other Developer Costs	\$0	\$0	\$0
Land Acquisition Costs			
Land	\$244,149	\$11,098	\$8
Total Acquisition Costs	\$244,149	\$11,098	\$8
Reserve Accounts			
Operating Deficit Reserve (Lender)	\$155,459	\$7,066	\$5
Reserves - Working Capital (4% - New Constr.; 2% - Rehab)	4.00% \$164,720	\$7,487	\$5
Total Reserve Accounts	\$320,179	\$14,554	\$11
Total Development Costs	\$9,362,868	\$425,585	\$311

Operating Proforma

Income		Year 1	Per Unit
Gross Potential Rental Income		\$507,096	\$23,050
Other Income:			
Miscellaneous	2.00%	\$10,142	\$461
Ancillary Income		\$0	\$0
Ancillary Income-Parking		\$0	\$0
Cable/Satellite Income		\$0	\$0
Commercial Space		\$0	\$0
Laundry	\$100	\$2,200	\$100
Washer/Dryer Rentals		\$0	\$0
Gross Potential Rental Income		\$519,438	\$23,611
Less:			
Economic Loss	0.00%	\$0	\$0
Physical Vacancy Loss	4.00%	\$20,778	\$944
Collection Loss	1.00%	\$5,194	\$236
Subtotal Gross Potential Rental Income		\$493,466	\$22,430
Gross Potential Commercial Space Income		\$218,256	
Less:			
Economic Loss	0.00%	\$0	
Physical Vacancy Loss	20.00%	\$43,651	
Collection Loss	0.00%	\$0	
Subtotal Gross Potential Commercial Space Income		\$174,605	
Total Effective Gross Income		\$668,071	
Expenses			
Fixed:			
Ground Lease		\$0	\$0
Real Estate Taxes		\$130,154	\$1,200
Insurance		\$23,100	\$1,050
Other		\$0	\$0
Variable:			
Management Fee	5.00%	\$33,404	\$1,518
General and Administrative		\$7,150	\$325
Payroll Expenses		\$28,600	\$1,300
Utilities		\$38,400	\$1,745
Marketing and Advertising		\$2,500	\$114
Maintenance and Repairs/Pest Control		\$32,500	\$1,477
Grounds Maintenance and Landscaping		\$0	\$0
Resident Programs		\$0	\$0
Contract Services		\$0	\$0
Security		\$0	\$0
Compliance Monitoring		\$0	\$0
Reserves for Replacements		\$6,600	\$300
Total Expenses		\$302,408	\$9,030
Net Operating Income		\$365,663	\$13,401
Debt Service Payments			
First Mortgage		\$310,918	\$14,133
Total Debt Service Payments		\$310,918	\$14,133
Cashflow After Debt Service		\$54,745	-\$732
Debt Service Coverage Ratios			
DSC - First Mortgage Plus Fees		1.18	



October 10, 2024

Mr. Miles Alexander III
 President & CEO
 Alexander Goshen
www.alexandergoshen.com
 305-204-1086 mobile
 Email: miles@alexandergoshen.com

Re: 22nd Street St Apartments
 951 – 22nd St South,
 St. Petersburg, FL, 33712
 22 Units @ 80% of AMI “Live Local Act”

Dear Mr. Alexander,

Your team has made us aware of Alexander Goshen’s recent award of the 22nd Street Apartments. We have taken a preliminary review of your investment proposal and know of Alexander Goshen’s history of conscientious development practices that benefit the community at large. On behalf of M&T Realty Capital Corporation (“MTRCC”), we are pleased to submit this proposal to serve as **Permanent Lender/ Servicer** for 22nd Street Apartments. We feel that our expertise of the national multifamily housing industry; our unparalleled/extensive Fannie Mae, Freddie Mac, and FHA experience; and our history of RAD executions combined with FHA financing uniquely qualifies us to provide the financing for these projects. MTRCC to assisting your financing needs should you be awarded the opportunity to develop the Drew Street Apartments. Additionally, we have the ability to bring in trusted partners with a proven track record in syndication services as well as asset and portfolio management.

You may use this letter to inform the City of St Petersburg, Florida stakeholders of our interest in the project, and willingness to serve as your equity and/or debt partner

Nationally Recognized Expert in Affordable Housing Finance

M&T Realty Capital Corporation® (www.mtrcc.com) is a wholly-owned subsidiary of M&T Bank—one of the 20 largest US-headquartered commercial bank holding companies. As a full-service mortgage banking company, MTRCC specializes in providing competitive financing nationwide for commercial real estate. MTRCC is a fully licensed Fannie Mae DUS® lender, a Freddie Mac Optigo® lender, an approved FHA/HUD MAP and LEAN lender, and also offers life insurance company, CMBS, and debt fund financing through correspondent relationships. MTRCC currently services a ~25 billion portfolio.

We believe truly optimum financing solutions are best delivered by an industry finance specialist. MTRCC specializes in providing comprehensive capital solutions through FHA lending, limited Bond Underwriting, Fannie Mae DUS®, Freddie Mac Optigo®. In addition to the full range of products from Agency, FHA, Life Company, and CMBS. We have a proven track record of success, and strong understanding of the applicable lending requirements. Additionally, as an affiliate of a publicly traded and supervised entity, M&T Bank-stock symbol MTB, MTRCC enjoys a competitive advantage and is a financially strong partner.

2000 PGA BOULEVARD, STE 4400 | NORTH PALM BEACH, FL 33408 | 228-265-2365 | MTRCC.COM

MTRCC and/or the Staff to be assigned to this Project have completed numerous Affordable, mixed finance transactions with Section 8 Rental Assistance, 4% & 9% Low Income Housing tax credit transactions, coupled with tax exempt bonds and other forms of subordinate financing, e.g. Tax Credit Equity, Bridge loans, Seller Notes, Federal Home Loan Bank products, CDBG, City & County loans.

Very often the ownership structures contemplate a lease of the land and improvements or land only. Frequently, there are complicated tax abatements and payment in lieu of tax structures, resulting in the need for multiple tranches of debt. and many support staff in processing, closing, construction management, servicing, and asset management, we truly have a best in class team to cater to your affordable housing needs. We are committed to communicating the true risks and mitigants of a project to decision makers in the Fannie, Freddie, and HUD offices to get fair outcomes. We have been identified as thought leader and actively speak at industry conferences on financing options.

M&T Bank

M&T Bank Corporation is a financial holding company headquartered in Buffalo, New York. Trust-related services are provided by M&T's Wilmington Trust-affiliated companies and by M&T Bank. M&T Bank is a diversified, community-focused banking franchise with approximately \$240 billion in assets. It has been long recognized for its community commitments and longstanding support of civic organizations. Over the past decade, M&T, through The M&T Charitable Foundation, has donated \$263.7 million to over 2,800 nonprofit organizations across eight states and the District of Columbia. M&T Bank has been awarded the highest possible Community Reinvestment Act rating on every examination since 1982 from the Federal Reserve Bank of New York.

Industry Experience with RAD

The MTRCC team is experienced with RAD transactions using an FHA Insured Mortgage and low-income housing tax credits. Since that time MTRCC's bankers, underwriters, and analysts have dedicated themselves to develop greater efficiency and understanding of the RAD program. Although the FHA program has been a preferred debt option for RAD transactions, MTRCC team has executed Fannie and Freddie debt options showcasing our ability to pick and execute the right debt option depending on transaction needs. A list of transactions is available upon request.

The MTRCC team strives to offer the services you would expect from your local bank, with the resources and knowledge of a large national lender. By developing a dedicated team, comprised of our trading desk, senior management and ourselves, we have the ability to provide a consistent and efficient process.

Please do not hesitate to call 228-265-2365 or email Chad P. Musgrove cmusgrove@mtb.com with any questions or comments that may arise. Thank you very much for the opportunity to provide our response. We look forward to speaking with you and developing a long-term relationship.

Sincerely,

Drew Robison

By: Drew Robison, SVP

Chad Musgrove

By: Chad Musgrove, SVP

2000 PGA BOULEVARD, STE 4400 | NORTH PALM BEACH, FL 33408 | 228-265-2365 | MTRCC.COM

M&T Realty Capital Corporation

A Subsidiary of M&T Bank
One Light Street, 12th Floor, Baltimore, MD 21202

Sent Via Email Only

October 10, 2024

Miles Alexander

Alexander Goshen
www.alexandergoshen.com

305-204-1086 mobile

Email: miles@alexandergoshen.com

Re: 22nd Street S. Apartments
22 Rent Restricted Units at 80% (6 Units) & 120% of AMI (16 Units)
St. Petersburg, FL, Pinellas County

Dear Miles:

M&T Realty Capital Corporation (“Mortgagee” or “M&T Realty”) is pleased to issue this Term Letter to Alexander Goshen (“Sponsor”) to process a loan secured by the referenced property. Upon receipt of a Firm Invitation to submit a Firm Application for FHA Mortgage Insurance, M&T Realty will make application to the Federal Housing Administration (“FHA”) of the U. S. Department of Housing and Urban Development (“HUD”) for a Firm Commitment for multifamily mortgage insurance under the Section 221(d)(4) of the National Housing Act chosen below. Applicable definitions, terms and conditions are set forth below:

Mortgagor Entity	A Single Asset Entity TBD
Section 50 Signer(s) & Key Principal(s)	As required by Lender & HUD; FHA Insured loans are non-recourse subject to acts of malfeasance.
Project Name	22 nd Street S. Apartments St. Petersburg, FL, Pinellas County
Number of Units	22 Units Restricted at 80% of AMI “FL Live Local Act”
City/State/Zip	St Petersburg, FL
Target Loan Amount	\$4,648,600MM+/-*
Target Interest Rate	5.8%; Actual interest rate TBD at Rate Lock
Target NOI	\$356,633
Loan Term & Amortization Period	40
LTC Ratio	85%
DSC Ratio	1.18
Construction Period	18 months, plus 2 months for Audit
Select Section of Act:	221d4
Type of Project:	Green
Upfront & Annual MIP	0.25%
Prepayment Penalty Structure	Market & Rate driven; Typically, 10% in Year 1, declining 1% each year thereafter, open to prepayment without penalty in Year 11.
Lender Conceptual Meeting Processing Fee	\$7,500; applied to Lender’s Financing Fee Upon Loan Closing
Lender Financing & Placement Fees	2.0%
Lender Legal Fee	\$65,000 or as may be negotiated by the Lender
GNMA Cost of Issuance	\$TBD By formula
Lender Tax Escrow Prep Fee	Fixed at \$3,300

Projected Third Party Deposits & Reports	\$65,000; as will be presented in the FHA firm application to the US Dept. of HUD & actual costs may be updated and TBD by actual competitive bids. <input checked="" type="checkbox"/> Appraisal report <input checked="" type="checkbox"/> Market Study, not required for 90%+ PBRA <input checked="" type="checkbox"/> Phase 1 ESA report <input type="checkbox"/> Phase 2 ESA report <input checked="" type="checkbox"/> AEC Report <input checked="" type="checkbox"/> Radon report <input type="checkbox"/> ACM report, 1978 or older <input type="checkbox"/> LBP report, 1978 or older <input type="checkbox"/> Seismic <input type="checkbox"/> Invasive Testing (Projects > 30 years old) <input checked="" type="checkbox"/> Specialty Report (Credit/Permits/Flood Cert.)
Good Faith Deposit for Rate Lock	Typically, 0.50%, controlled by Lender Financing Commitment
Working Capital Escrow	4% of Loan Amount
IOD or Debt Service Escrow in Months	Maximum of 4 months Debt Service or 3% of the Insured loan amount or as may be required by the US Dept. of HUD
Borrower Legal	Engaged and paid by Borrower
Special Conditions	Any Ground Lease of Land and/or Improvements shall comply with Map Guide Requirements in Chapter 7.15 Any Tax Exemption shall comply with Map Guide Requirements in Chapter 7.16, which shall be reviewed and approved by HUD in its sole discretion Any Subordinate Debt shall comply with Map Guide Requirements in Chapter 8.7

*Subject to HUD’s final review approval of an NOI and Insured Loan Amount & final locked interest rate.

This Term Sheet is not and shall not be construed as a commitment to lend. Any such commitment to lend shall be the subject of separate documents, which shall be in accord with the Lender’s Processing Agreement, FHA Firm Commitment, and the Request for Financing Commitment. If you have any questions, please contact us directly at jrobison@mtb.com or 678-978-0989 or cmusgrove@mtb.com or 228-265-2365.

Drew Robison

By: Drew Robison, SVP

Chad Musgrove

By: Chad Musgrove, SVP



October 7, 2024

Miles Alexander III - President
 Alexander Goshen.
 515 E Las Olas Blvd
 Suite 120
 Fort Lauderdale, FL 33301

Subject: Letter of interest to provide Construction to Permanent Financing for 22 units of affordable housing in St. Petersburg, Pinellas County, Florida.

Dear Miles:

Neighborhood Lending Partners of Florida, Inc. (“Lender”) is pleased to offer a Letter of Interest to provide first mortgage construction to permanent financing for the new construction of 22 units set aside for tenants earning 80% and 120% of the area medium income, to be located at 951 22nd Street South, St. Petersburg, FL 33712.

This is a term sheet but not a binding commitment letter. The statements and conditions stated herein, however, are reflective of the current rates and terms issued by Neighborhood Lending Partners of Florida, Inc. or its affiliates based on the parameters of the proposed project.

BORROWER: Alexander Goshen

PROJECT: 22 units apartment complex to be located at 951 22nd Street South, St. Petersburg, FL 33712.

LOAN AMOUNT: A maximum construction to permanent loan of \$4,200,000 or an amount not to exceed 80% of the as-completed and stabilized rent-restricted appraised value.

GUARANTEE: The Guarantor(s) will be defined during underwriting. The Guarantor(s)’ financial condition must be acceptable to Lender in all respects. Guarantor(s) will be released upon achievement of conversion requirements. Environmental Indemnity Guarantee will be required for the life of the loan. A Key Principals Rider will be required.

COLLATERAL:	<p>The Loan will be secured by:</p> <ol style="list-style-type: none"> 1) A first mortgage on the Property. 2) A first lien assignment of all leases, rents, and other income or profits of the Property. 3) A UCC filing on all the Borrower's tangible and intangible personal property located upon or in any way related to the Property, including all furniture, fixtures, appliances, and equipment owned by Borrower. 4) Such other collateral assignments as shall be deemed reasonable or necessary by Lender's counsel.
KEY PRINCIPALS:	To be determined at the time of underwriting.
CONSTRUCTION INTEREST RATE:	The interest rate during construction will be floating at Secured Overnight Financial Rate plus 2.50%, with a floor interest rate of 4.50%, through the Conversion Date (as extended).
PERMANENT INTEREST RATE:	<p>The permanent loan interest rate will be fixed at the 10-year Treasury plus 265 basis points with a floor of 6.25%. Borrower may request a commitment to fix the interest rate on a specific date in advance of the Closing Date. If the Borrower chooses this option, the permanent loan interest rate will be fixed at the 10-year Treasury plus 285 basis points with a floor of 6.25%. To secure this rate, Borrower will pay Lender a forward rate lock deposit equal to two percent (2%) of the Maximum Loan Amount that will be refundable at conversion. This and other standard delivery assurance requirements will apply.</p> <p>In addition to the Forward Rate Lock Deposit Fee, Lender shall require a refundable delivery assurance fee in an amount equal to two percent (2%) of the Maximum Loan Amount. The two percent (2%) Delivery Assurance Fee may be payable by Borrower in cash or by delivery to the Lender of a non-recourse, non-interest-bearing note in the amount of the Delivery Assurance Fee.</p>
TERM:	<p>The construction loan term will be up to a maximum of 24 months with one conditional six-month maturity extension in conjunction with a fee equal to 0.50% of the outstanding balance on the construction loan.</p> <p>The permanent loan term will be for 16 years.</p>

REPAYMENT: Borrower will make interest only payments on the construction loan. Borrower will make monthly payments of principal and interest on the permanent loan. The amortization for the permanent loan will be a maximum of 35 years.

LOAN FEES: The Borrower will pay the following Loan fees:

1. Application fee	\$8,000
2. Construction Loan Origination Fee (1.00%)	\$42,000
3. Permanent Loan Origination Fee (1.00%)	\$42,000
4. Loan Processing Fee	\$3,000
Total Fees	<u>\$95,000</u>

Borrower will be required to pay loan application fee prior to Lender preparing a loan approval package. The construction and permanent loan origination fee, and the loan processing fee will be paid at the time of the closing.

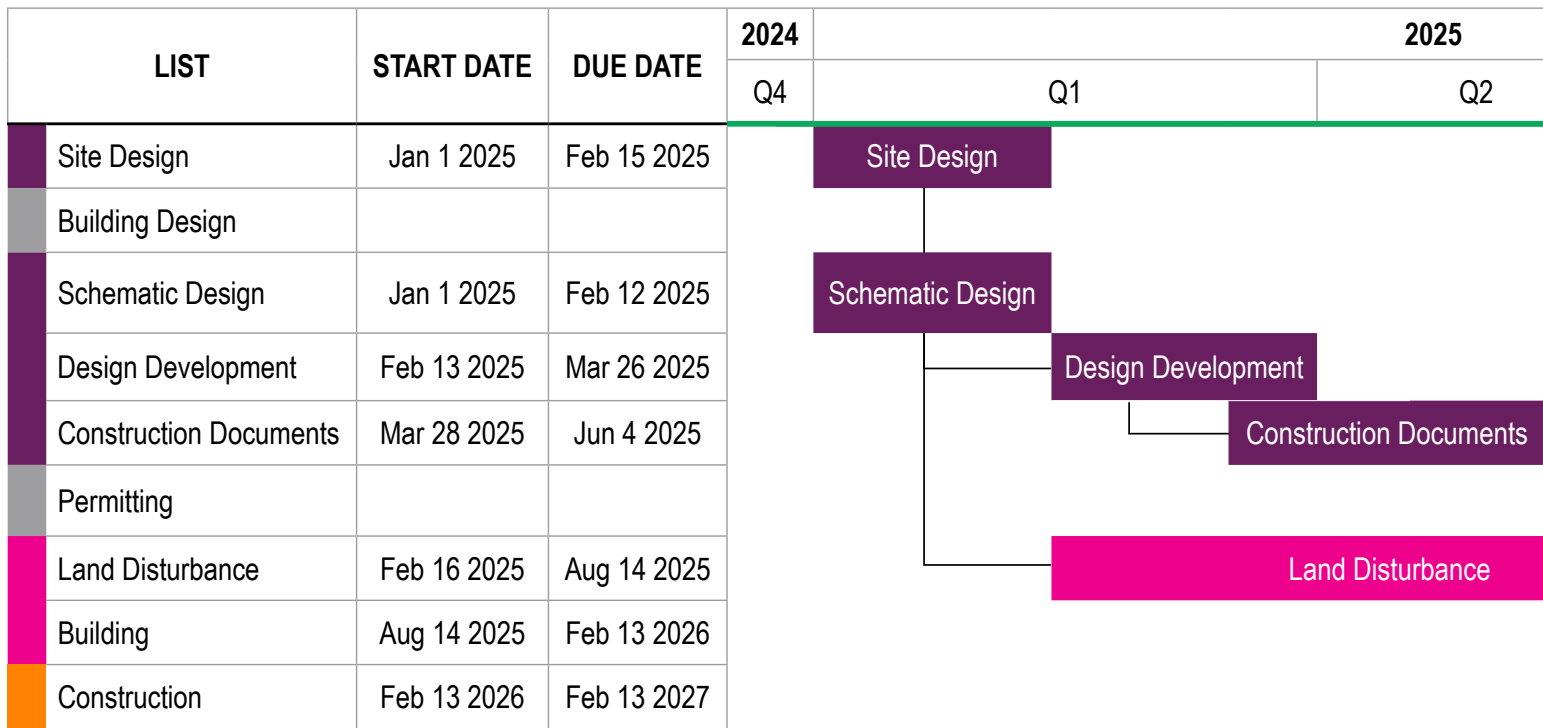
PREPAYMENT: During the Term of the Loan and upon giving Lender sixty (60) days prior written notice, Borrower may prepay the entire unpaid principal balance of the Note (no partial prepayments are permitted) on the business day before a scheduled monthly payment date by paying, in addition to the entire unpaid principal balance, accrued interest and any other sums due to Lender at the time of prepayment. A prepayment premium ("Prepayment Premium") equal to the following shall apply:

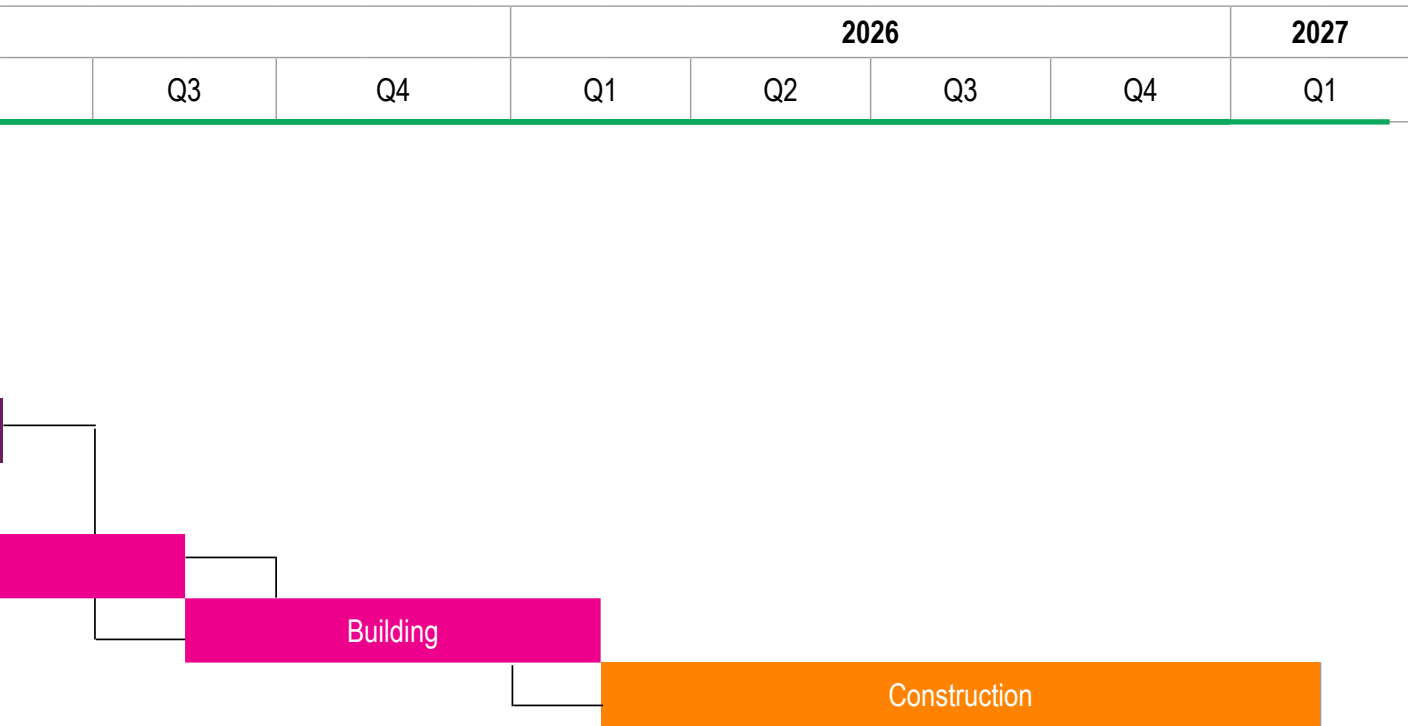
Fannie Mae Yield Maintenance Formula during a 10-year Yield Maintenance Period (or 1% of the outstanding balance, whichever is greater). If the prepayment is made after the expiration of the Yield Maintenance Period, there shall be 1% of the outstanding balance prepayment premium.

LOAN CONVERSION: The Property must meet the following requirements prior to the closing of the permanent loan.

- 1) A minimum occupancy rate of 90% with 75% of the required leased units occupied with lease terms of at least one year and occupancy for a minimum of 90 days.
- 2) The Property's Net Operating Income must provide a minimum Debt Service Coverage Ratio of 1.15X for three months on a stabilized proforma basis, based upon a stabilized occupancy rate not to exceed 93% (subject to NLP loan committee approval) and utilizing the required amortizing debt service of the loan in form and substance acceptable to Lender.

PROPOSED TIMELINE





954.869.2330

Miles@alexandergoshen.com

Ft Lauderdale FL

www.alexandergoshen.com



ALEXANDERGOSHEN

VIA EMAIL

City of St. Petersburg,
Economic & Workforce Development Department, Municipal Services Center,
One 4th Street North-9th Floor, St. Petersburg, Florida 33701
brian.caper@stpete.org

RE: REQUEST FOR PROPOSAL FOR -951 22nd St S - Affirmative Agreement

Dear, Brian Caper and Project Selection Committee:

Pursuant to Section 10.6 of the RFP, Proposer, Alexander Goshen, hereby agrees that upon the City's selection of the submitted proposal, Proposer hereby agrees to enter into a binding agreement to ensure the completion of the development and to ensure the City's objectives for the property are achieved.

Sincerely,

Miles Alexander III
Managing Principal
Alexander Goshen



GOODE VAN SLYKE ARCHITECTURE
Limited Liability Company (LLC)
(Partnership)



ALEXANDER GOSHEN
Limited Liability Company (LLC)

PAUL VAN SLYKE
Principal-in-Charge

CHRISTOPHER GOODE
Managing Partner

JAY LEACH
Project Manager

JASON WRIGHT
Project Architect

MILES ALEXANDER
President, AG

KEN GWINNER
Senior Development Executive

BRAXTON BARKER
Director of Capital Markets

STEVEN BEAL
Senior Analyst

JOHN BELLAVIA
President, Goshen Construction

SK COLLABORATIVE
MAKING BUILDINGS BETTER
SK COLLABORATIVE Sustainability

HAMMOND & ASSOCIATES, INC.
HAMMOND ENGINEERS MEP / FP

ARO ENGINEERING
ARO Engineering Civil Engineering

SHEAR STRUCTURAL
SHEAR STRUCTURAL Structural

Galerie Myrtis Fine Art & Advisory
GALERIE MYRTIS FINE ART & ADVISORY Artwork

Everlast Consulting
EVERLASTING CONSULTING Community Engagement

Viridian studios
LANDSCAPE ARCHITECTURE • PLACEMAKING
VIRIDIAN STUDIOS Landscape Architecture

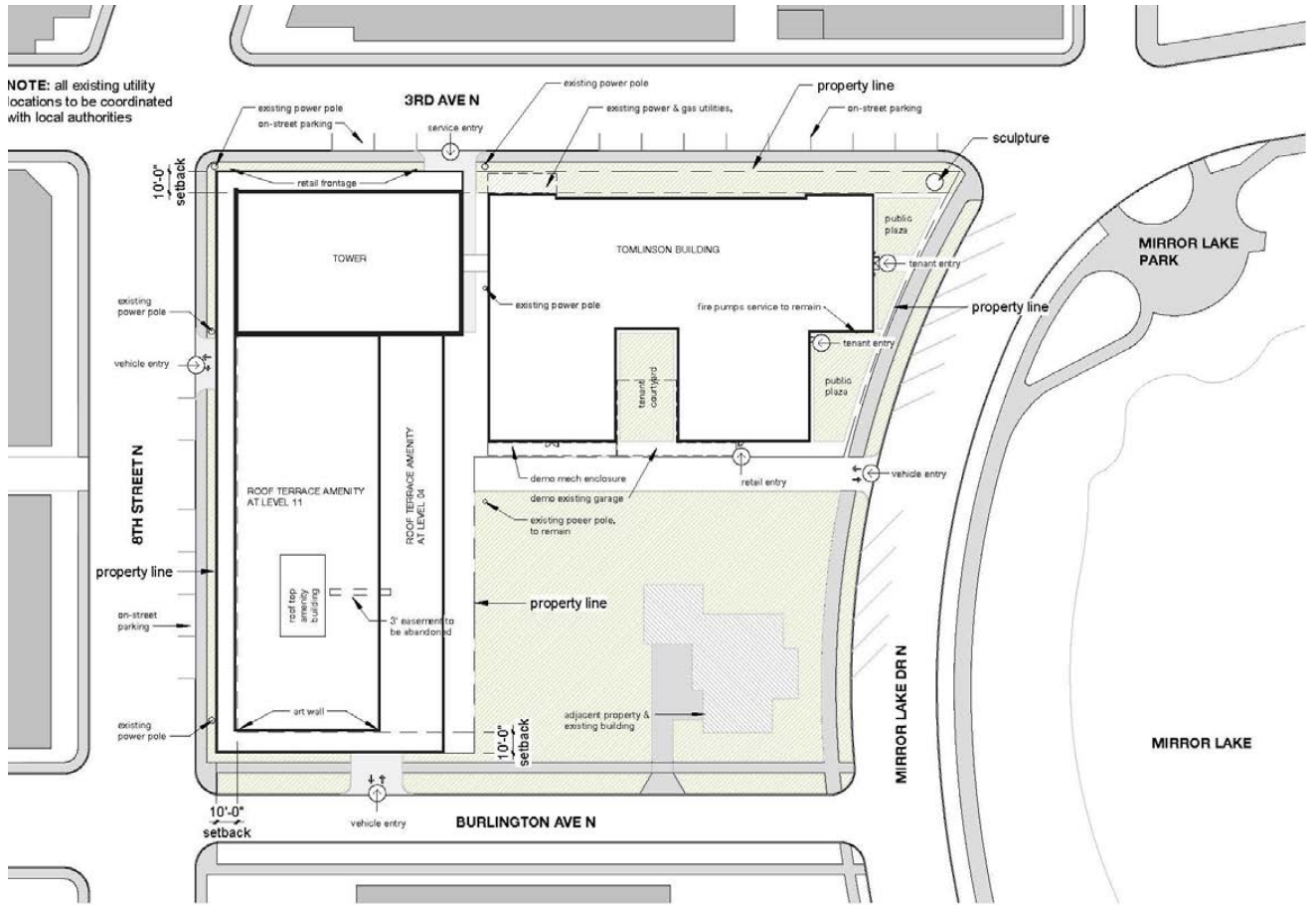
Tomlinson St. Pete

ST. PETERSBURG, FL | 40,942 SF EXISTING / 148,124 NEW

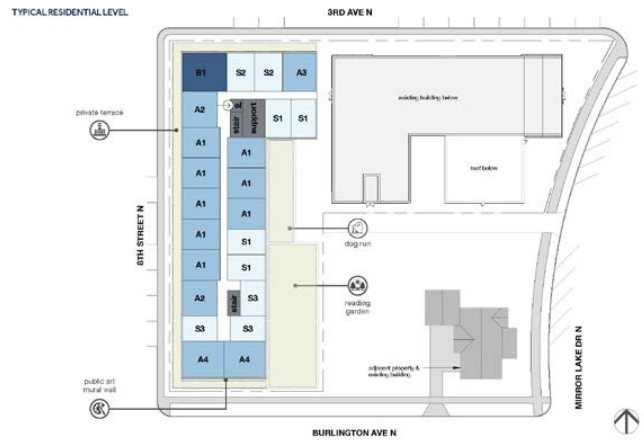
The primary goal of the proposed design is to introduce a significant number of affordable workforce housing units and supporting amenities into the commercial downtown core which is currently experiencing a shortage of these opportunities. This was achieved with a design that includes 225 total residential rental units, 100% of which are to be designated as affordable, to serve the downtown St. Petersburg workforce and particularly that workforce which is employed by the Pinellas County School District. The hierarchy of forms within the proposed design are composed such that the Tomlinson Building is not overshadowed by the new construction, thus remaining an icon on the north-end of Mirror Lake and appealing to the pedestrian scale along Mirror Lake Drive. Furthermore, the mass of the development is stepped-back from the existing development around Mirror Lake in direct response to the prevailing qualities of the historic context and scale of the adjacent buildings at this end of the lake.

The exterior appearance of the proposed design is to respond to the natural climate characteristics of the City of St. Petersburg. Careful attention and analysis was given to the selection of exterior materials and placement of openings to account for the effects of southern coastal exposures. Proposed team members Alexander Goshen and ASD|SKY collaborated on this project.

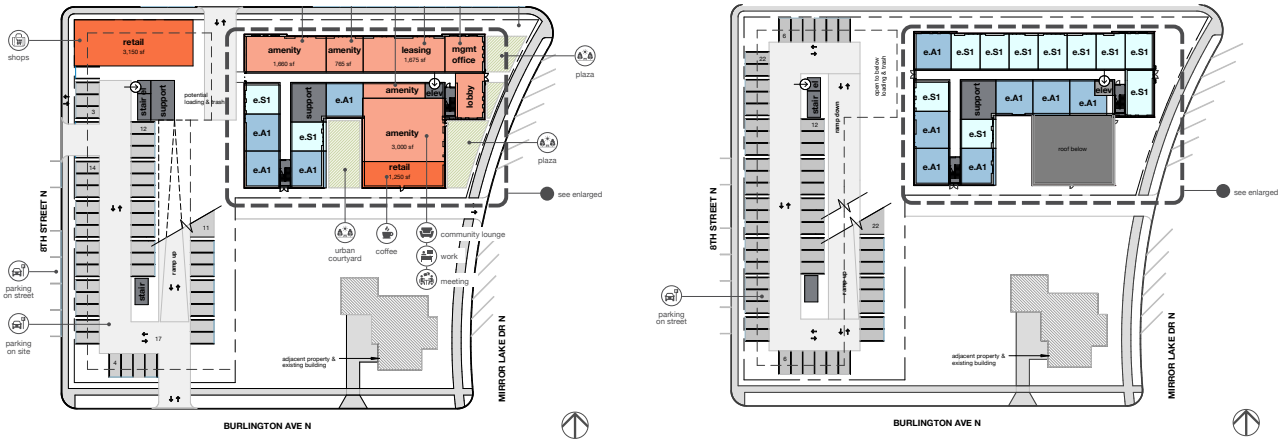




CONCEPTUAL FLOOR PLANS



Tomlinson St. Pete





Novu West

ATLANTA, GA | 1.6 ACRES / 180 UNIT

Alexander Goshen is working with on a 125-unit multi-family project in Atlanta. Situated on a 1.6-acre site, ASD|SKY is providing Feasibility Studies, Master Planning and Architecture services for this residential mid-rise building.

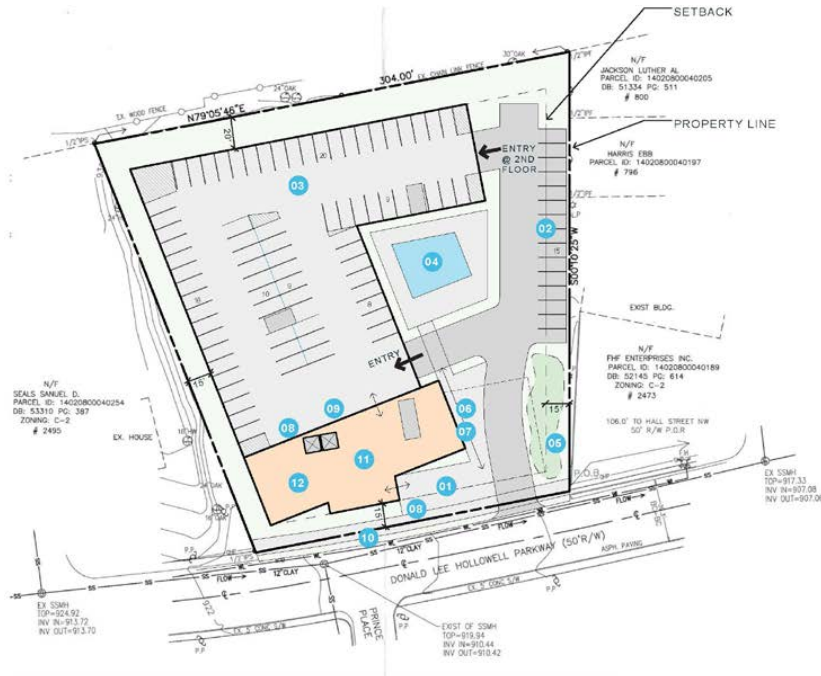
In addition to practical and aesthetically pleasing pedestrian walkways, Novu West's amenities include a pool, a community gathering room, a computer room, a fitness space, and a patio with bocce ball lanes and a grilling pavilion.

A 47,500 SF parking garage situated on the first and second floors features spaces for traditional vehicles and EV parking solutions. The third floor through the ninth floor consists exclusively of residential living spaces including two different layouts for 1-bedroom and 2-bedroom living spaces, as well as studio- and 3-bedroom apartments. Proposed team members Alexander Goshen and ASD|SKY collaborated on this project.





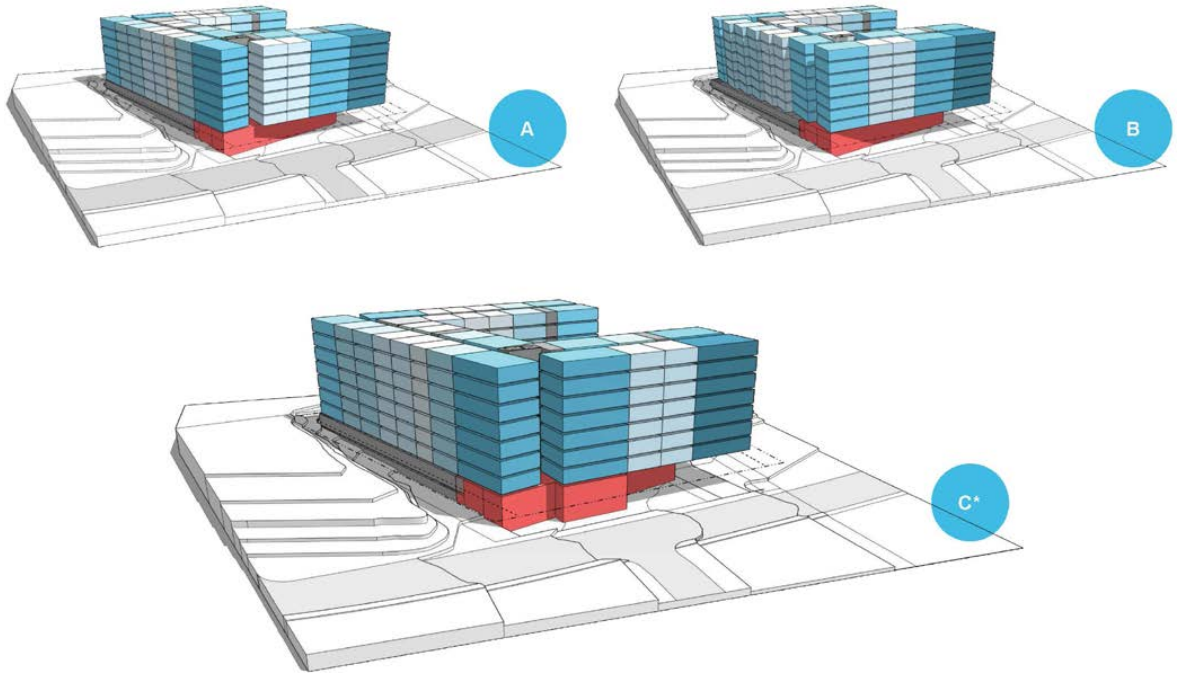
SITE PLAN



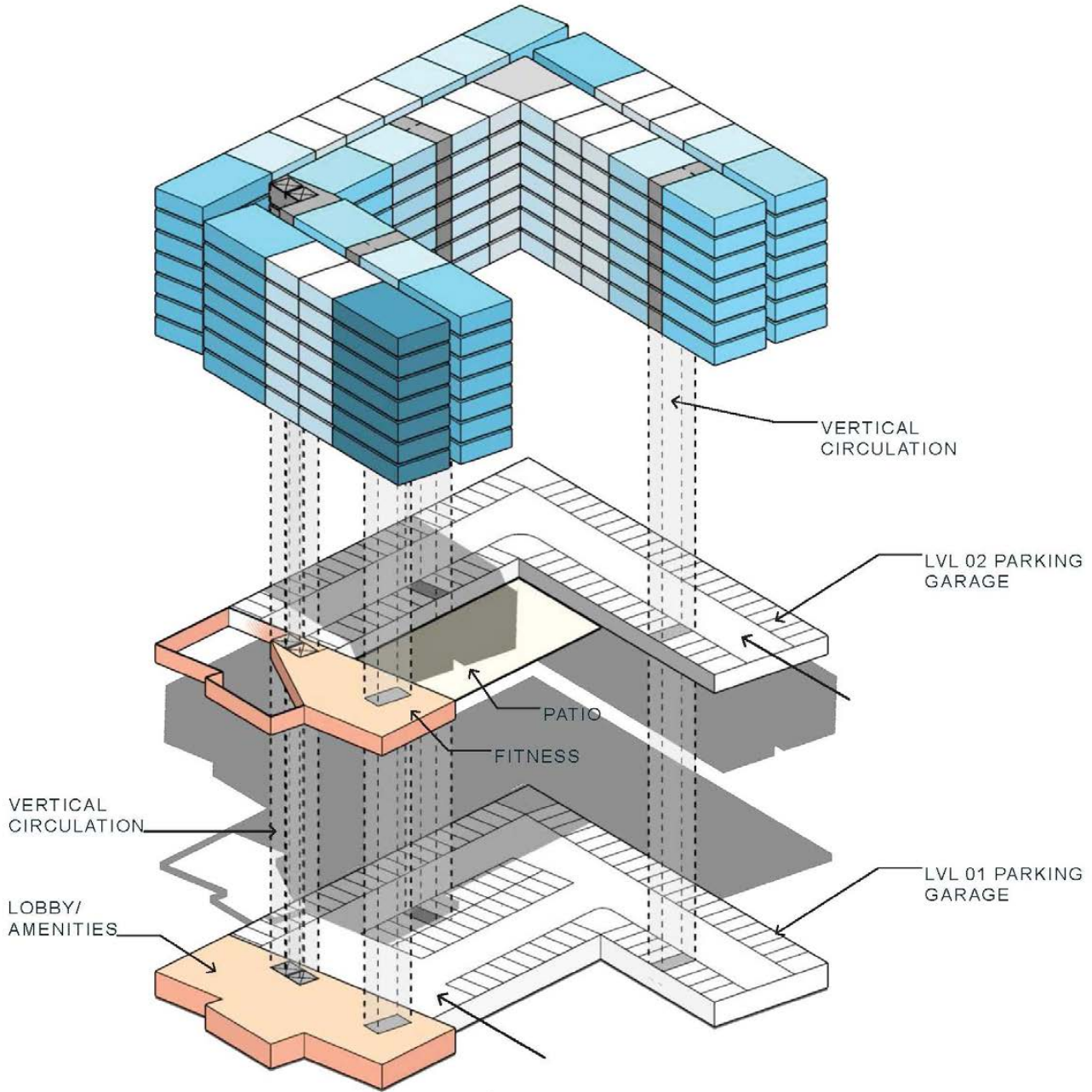
LEGEND

- 01 ENTRY PLAZA
- 02 EV PARKING
- 03 PARKING GARAGE
- 04 POOL - AMENITY
- 05 BIO SWALE
- 06 PEDESTRIAN WALKWAY
- 07 MAIL
- 08 BIKE STORAGE
- 09 LOADING
- 10 5' PLANTING STRIP + 10' SIDEWALK + 9' MIN SUPPLEMENTAL ZONE
- 11 AMENITIES
• COMMUNITY ROOM
• COMPUTER ROOM
- 12 LEASING OFFICE

STACKING/MASSING



Novu West

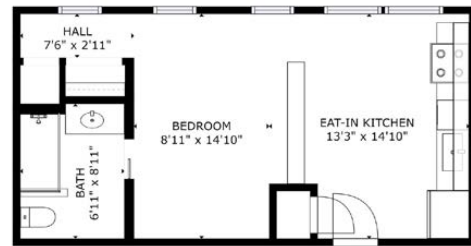




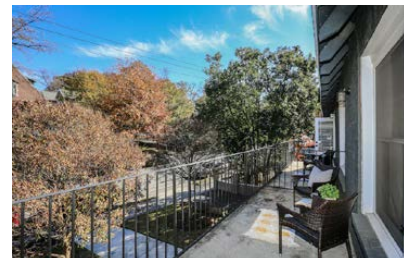
Studio09Forty

940 PIEDMONT AVE NE, ATLANTA, GA 30309

Date & Award of Contract: 04/20/2018
 Construction Start Date: 10/19/2018
 Construction End Date: 4/30/2019
 Program Descriptions: 50% of Units Service 60 AMI
 Square Footage: 15,046 SF
 Unit Counts: 24 Units
 Partners Involved: Alexander Goshen
 Financing Structure: Home/ Invest Atlanta Grant/ LIIF FUNDS
 Project Budget vs. Final Cost: ~\$4,500,000



This project is similar to the Thomasville Heights contract in that it was a residential development delivered to the urban Atlanta market by lead team member Alexander Goshen.

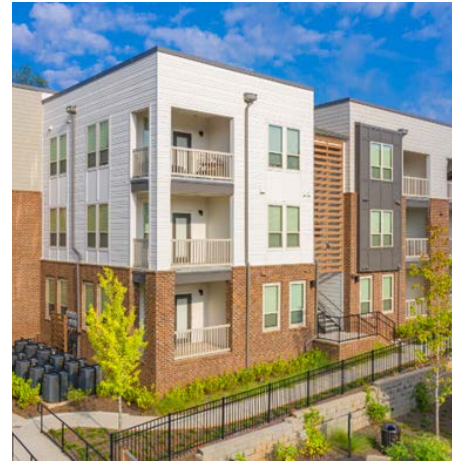




Garden-side Villas at East Lake

711 Fayetteville Road Southeast, Atlanta, GA 30316

Date & Award of Contract: 01/19/2015
 Construction Start Date: 07/19/2015
 Construction End Date: 04/30/2017
 Program Descriptions: 50% of Units Service 60 AMI
 Square Footage: 153,000 SF
 Unit Counts: 108 Units
 Partners Involved: Alexander Goshen / Colombia Residential
 Financing Structure: Invest Atlanta/Home/Freddie/LIHTC
 Project Budget vs. Final Cost: ~\$15,338,000



This cost-conscious residential development, completed by Alexander Goshen, is similar to the Thomasville Heights pursuit in its urban-Atlanta-area location and its overall master plan featuring an outdoor commons amenity.



Camellia at Decatur

212+222 ADAIR STREET, DECATUR, GA 30030

Date & Award of Contract: 05/29/2019
 Construction Start Date: 09/11/2019
 Construction End Date: 06/04/2020
 Program Descriptions: Set-aside 40% Section 8 Voucher Tenants
 Square Footage: 86,728 SF
 Unit Counts: 66 Units
 Partners Involved: Alexander Goshen
 Financing Structure: Freddie/CDBG/Home for Partners
 Project Budget vs. Final Cost: ~\$14,000,000



This project is similar to the Thomasville Heights contract in that it was a residential development meant to serve low-income tenants delivered to the urban Atlanta market by lead team member Alexander Goshen.





1200 Mobile Studios

1200 MOBILE STREET, ATLANTA, GA 30318

Date & Award of Contract: 04/29/2021
 Construction Start Date: 07/21/2021
 Construction End Date: 03/22/2022
 Program Descriptions: 100% Affordable at 60% AMI
 Square Footage: 28,759 SF
 Unit Counts: 40 Units
 Partners Involved: Alexander Goshen
 Financing Structure: AAHF/Invest Atlanta/Home for Partners
 Project Budget vs. Final Cost: \$5,600,000



Lead team member Alexander Goshen led the development of this cost-friendly residential project.



Edison Terraces

655 AND 675 NW 56TH STREET, MIAMI, FL

Construction Start Date: 2018
Construction End Date: 2019
Program Descriptions: Family Housing 50% and 60%
Square Footage: 78,151 SF
Unit Counts: 120 Units
Partners Involved: Alexander Goshen /Tcdc
Financing Structure: Miami-Dade HOME, Miami-Dade Co., Surtax, LIHTC equity + a Chase construction loan.
Project Budget vs. Final Cost: \$22,000,000

This urban family housing project led by Alexander Goshen is similar to the Thomasville Heights pursuit in that the development features a variety of floorplans to meet the needs of a diverse range of tenants.





Edison Place

5900 NW 7TH AVE MIAMI, FL

Construction Start Date: 2019
 Construction End Date: 2022
 Program Descriptions: Senior Living Community 33% and 60% AMI
 Square Footage: 234,197 SF
 Unit Counts: 160 Units
 Partners Involved: Alexander Goshen / Tedc
 Financing Structure: SAIL, ELI an Miami-Dade County Surtax, City of Miami HOME, LIHTC equity, and a construction loan
 Project Budget vs. Final Cost: \$34,000,000

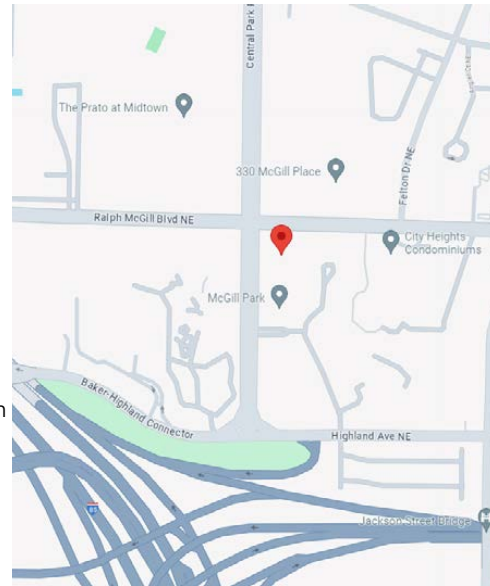
This senior living community, completed by Alexander Goshen, is similar to the Thomasville Heights pursuit in its urban location and its cost efficient redevelopment services to meet the needs of low-income community members.



The Butler

315 RALPH MCGILL BLVD NE, ATLANTA, GA 30312

Date & Award of Contract: 2023
 Construction Start Date: 2025
 Construction End Date: 2027
 Program Descriptions: Family Housing 40% and 60%
 Square Footage: 303,899 SF
 Unit Counts: 254 Units
 Partners Involved: Alexander Goshen
 Financing Structure: LIHTC equity + a US Bank construction loan
 Project Budget vs. Final Cost: \$81,000,000



This family housing solution led by team member Alexander Goshen is similar to the Thomasville Heights development in that it will serve another historic Atlanta community, the Old Fourth Ward.



Garden Walk

21354 SW 112 AVE, CUTLER BAY, FL

Construction Start Date: 2020
 Construction End Date: 2021
 Program Descriptions: Family Housing 40% and 60%
 Square Footage: 216,899 SF
 Unit Counts: 228 Units
 Partners Involved: Alexander Goshen / Tedc
 Financing Structure: Miami-Dade HOME, FHFC SAIL, LIHTC equity, and a Citibank construction loan
 Project Budget vs. Final Cost: \$28,000,000



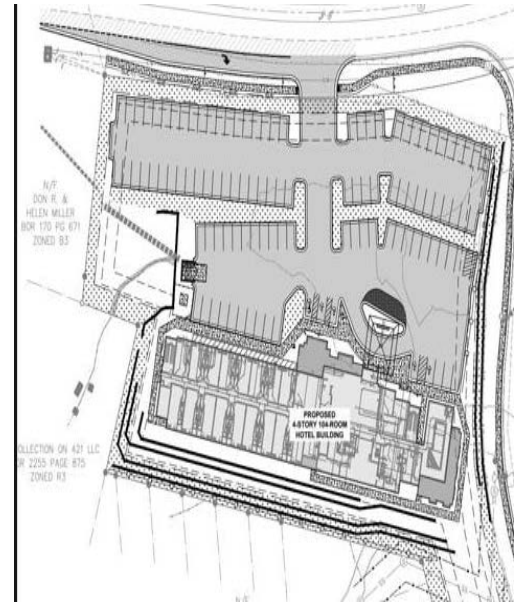
Lead team member Alexander Goshen led the development of this cost-friendly family housing project.



Springhill Suites Miamar

10880 Marks Way, Miramar, FL 33025

Date & Award of Contract: 2017
 Construction Start Date: 2017
 Construction End Date: 2018
 Program Descriptions: new construction
 Square Footage: 70,098 SF
 Partners Involved: Lucky Management; AG/Goshen Construction; JJ Construction, Marriott
 Financing Structure: Private Equity & Debt
 Project Budget vs. Final Cost: \$14,000,000



This new construction development by Alexander Goshen showcases a fruitful partnership between AG and Lucky Management. Situated at 10880 Marks Way, the 124-suite hotel is set to function as a Marriott franchise, under the ownership and management of Lucey's Management based in Fort Lauderdale, Florida.





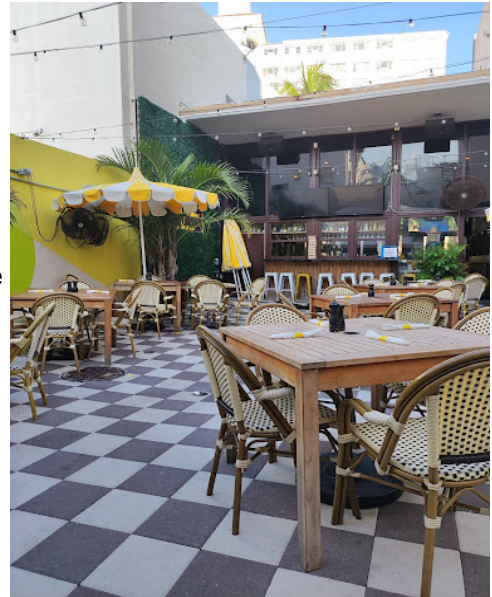


Clinton Hotel

825 Washington Avenue, Miami Beach, FL 33139

Date & Award of Contract: 2016
 Construction Start Date: 2016
 Construction End Date: 2017
 Program Descriptions: renovation & re-use of a historic structure
 Square Footage: 60,000 SF
 Partners Involved: Think Hospitality, Goshen Construction
 Financing Structure: Private Equity & Debt
 Project Budget vs. Final Cost: \$20,000,000

The historic Clinton Hotel in Miami Beach's Washington Ave. district has recently completed a multimillion-dollar renovation, led by Think Hospitality and Goshen Construction. The renovation includes new guestrooms, a restaurant, pool, and beach club, enhancing the hotel's appeal as a prominent anchor in the area.

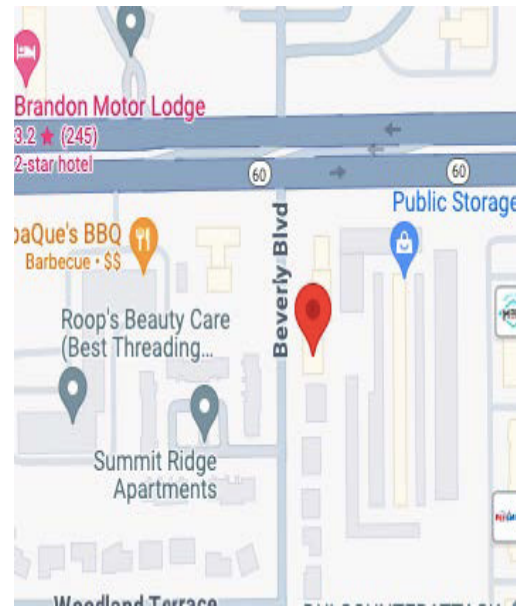




Refuge at Life-house

202 Beverly Blvd Brandon, FL 33511

Date & Award of Contract: 2021
Construction Start Date: 2021
Construction End Date: 2022
Program Descriptions: Memory Care, Assisted Living
Square Footage: 7504 SF
Unit Counts: 22 Beds
Partners Involved: Refuge Senior Living / AG
Financing Structure: SBA
Project Budget vs. Final Cost: \$2,400,000



Lead team member Alexander Goshen led the development of this cost-friendly family housing project.





Heritage Assisted Living

900 E Alfred Street, Tavares, Florida 32778

Construction Start Date: 2023
 Construction End Date: 2024
 Program Descriptions: Memory Care / Assisted Living
 Square Footage: 16,766 SF
 Unit Counts: 36 Beds
 Partners Involved: Refuge Senior Living / AG
 Financing Structure: SBA
 Project Budget vs. Final Cost: \$3,500,000



Lead team member Alexander Goshen led the development of this cost-friendly family housing project.



THRIVE SWEET AUBURN



Atlanta, Georgia

The Thrive Sweet Auburn development brings 117 units of mixed affordable and supportive housing with 16,000 sf of co-working and office space to the historic Sweet Auburn district of Downtown Atlanta. The project was brought to GVSA by Mercy Housing, one of the nation's largest affordable housing developers, who teamed with Project Community Connections, an outreach organization specializing in the permanent rehousing of families experiencing homelessness, to develop a solution to both the lack of cost-effective housing in the downtown area and to help families burdened by homelessness to achieve self-sufficiency. The exterior design brings a distinctive character to the area with a mindfulness of the district's history through its careful use and integration of materials and massing. The interior design and layout of the spaces have been developed to foster a sense of community by physically linking the new home office of PCCI with supportive housing above to form a codified bond between the residents and the supportive office. With additional co-working space on site, the relationship between residence and productivity is further synergized through the creation of a holistic live/work solution.

Owner: Jaren Abedania, Mercy Housing
Jaren.Abedania@mercyhousing.org
 650-722-0524

Services Provided: Full Architectural Services

Size: 135,817 sf

Budget: \$20M

Final Cost: \$20M

Start Date: April 2022

Completion Date: March 2023



HENDERSON PLACE



Atlanta, Georgia

Nestled in Atlanta's King Historic District, Henderson Place emerges as a beacon of community revitalization. With 76 affordable housing units spanning 72,000 square feet, it promises inclusive living spaces, ranging from cozy one-bedroom apartments to spacious three-bedroom homes. Henderson Place pays homage to the district's heritage through its architectural design, seamlessly blending historical elements with modern amenities.

Ground-level spaces bustle with local businesses and community initiatives, fostering a vibrant atmosphere. Sustainability is paramount, with Henderson Place embracing eco-friendly technologies and practices to minimize its environmental impact. As construction unfolds, Henderson Place invites residents and neighbors to join in shaping a brighter future for the district—a future built on unity, opportunity, and the enduring promise of home. Welcome to Henderson Place, where the past meets the future, and community thrives without bounds.

Owner: Jaren Abedania, Mercy Housing
 Jaren.Abedania@mercyhousing.org
 650-722-0524

Services Provided: Full Architectural Services

Size: 72,000 sf

Budget: \$15M

Final Cost: \$16M

Start Date: April 2024

Completion Date: Ongoing



AUBURN POINTE



Atlanta, Georgia

Auburn Pointe is a transformative project poised to breathe new life into Atlanta's historic heart. Nestled within the vibrant Sweet Auburn district, this development blends the charm of the past with the conveniences of modern living. Comprising two residential buildings, the project offers 433 units tailored to diverse needs, including short-term rentals for transient guests. Embracing the district's spirit of community, ground-level retail spaces will host local businesses, cafes, and boutiques, enriching the neighborhood's fabric.

Strategically situated adjacent to the MARTA MLK station, accessibility is prioritized, promoting sustainable transit options and reducing reliance on private vehicles. Residents will enjoy rooftop amenities atop the central parking deck, boasting panoramic city views and recreational spaces. With a focus on architectural integrity and historic preservation, the development respects and celebrates Sweet Auburn's cultural heritage while embracing contemporary design and sustainability practices.

This project aims not just to build structures but to foster a dynamic urban ecosystem that enhances community livability, promotes economic growth, and preserves the essence of Sweet Auburn for generations to come.

Owner: Justin Chapman, Senior Development Executive, Integral
 jchapman@integral-online.com
 404-224-1875

Services Provided: Programming, Design, Documentation, Construction Administration

Size: 500,000 sf

Budget: \$100M

Final Cost: TBD

Start Date: TBD

Completion Date: Ongoing



COSBY SPEAR HIGHRISE



Atlanta, Georgia

Cosby Spear Highrise, located at 355 North Avenue NE, Atlanta, Georgia consists of two ten and eleven-story high-rise apartment buildings. GVSA was selected to renovate the interior and balconies of the coupling of buildings, which features a total of two hundred eighty-two affordable dwelling units. Both buildings were constructed in 1972 and feature a total gross area of 230,963 square feet. The buildings are connected by an enclosed, currently unconditioned breezeway. In the 11-story Building A, there are a total of 148 units, comprising 87 studio units, 60 one-bedroom units, and one (1) two-bedroom unit. Building B is 10 stories and is comprised of 134 total units, including 79 studio units, 54 one-bedroom units and one (1) two-bedroom unit. This property is located upon 7.15 acres in the Old Fourth Ward Historic District, and renovation scope encompasses all 282 units alongside numerous common areas. Required and elective DCA amenities have been defined and/or enhanced. The construction will be divided into two phases, one phase per building. Coordination with and approval from the State Historic Preservation Office (SHPO) was requisite.

Owner: Bett Gomez, Columbia Residential
404-874-5000

Services Provided: Programming, SD, DD, CD, Contract Administration, Historic Preservation Approvals

Size: 231,000 sf

Budget: \$51M

Completion Date: Est. Sept. 2026



TRINITY TOWERS



Atlanta, Georgia

The Trinity Towers Renovation project aims to revitalize and upgrade existing senior housing towers to provide comfortable, safe, and affordable housing options for elderly individuals within our community. The existing structure consists of 241 residential units in a tri-part 11 story residential tower that combines residential accommodations with common amenity space all surrounding a grand open atrium that defines the character of the building. This project recognizes the importance of supporting our senior population and enhancing their quality of life. The project represents our commitment to providing a dignified and comfortable living environment for our elderly citizens. It will serve as a model for preserving and improving affordable senior housing, promoting community well-being, and demonstrating sustainable development practices.

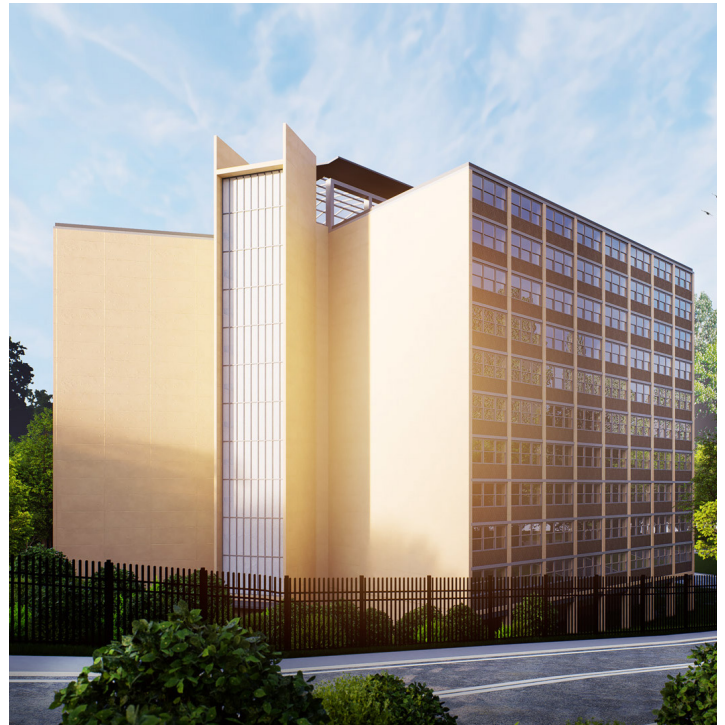
Owner: Kelley Caruso, Pre-Construction & Design Manager, National Church Residences
614.402.8390
kcaruso@nationalchurchresidences.org

Services Provided: Full Service Renovation

Size: 174,000 sf

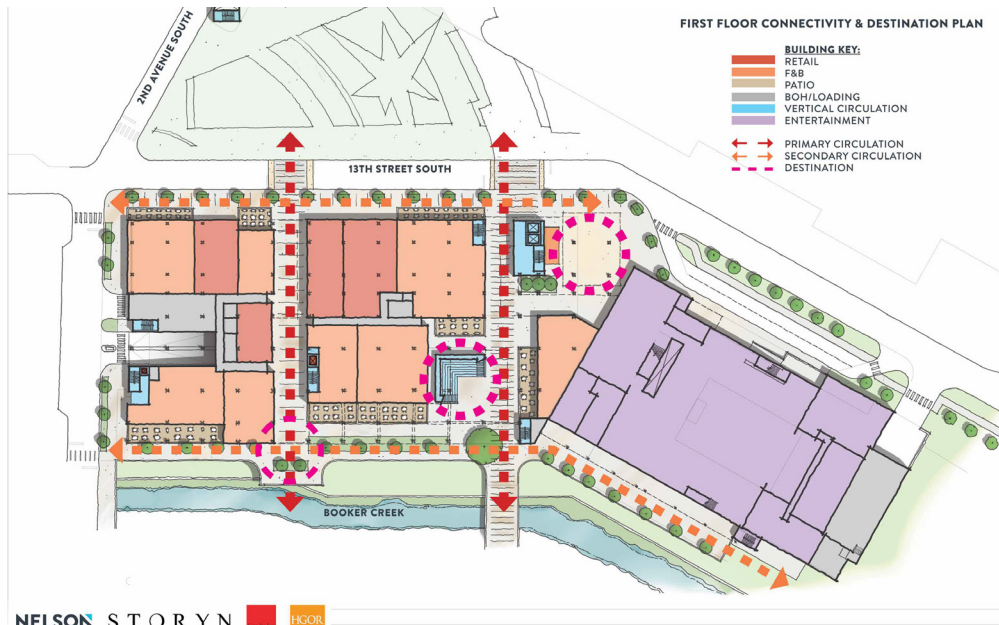
Budget: \$25MM

Completion Date: Ongoing



CURRENT CITY PROJECTS

ALEXANDER GOSHEN | TOMLINSON



GOODE VAN SLYKE
ARCHITECTURE |
HISTORIC GAS PLANT
DISTRICT - BLOCKS I +
K

GOODE VAN SLYKE ARCHITECTURE

409 John Wesley Dobbs Avenue
 Atlanta, GA 30312
 Point of Contact: Paul Van Slyke
 pvanslyke@gvsa.com
 404-523-5525

ALEXANDER GOSHEN
 515 E Las Olas Blvd Suite 120,
 Fort Lauderdale, FL 33301
 Point of Contact: Miles Alexander
 miles@alexandergoshen.com
 954-869-2330



PAUL VAN SLYKE, AIA, LAI
 Principal-in-Charge, GVSA



Paul Van Slyke, Principal-in-Charge: Paul Van Slyke has been practicing architecture for 38 years and is licensed in several states including Florida. Paul guides complicated projects while making sure Stakeholders are a central part of the process. Planning, Programming and the initial design stages is where Paul has a more intense involvement and then he makes sure the team is progressing in a linear fashion via weekly status meetings. Paul has served in many roles over 100's of projects for GVSA in both the Public and Private sectors. He is an active member in the Congress for New Urbanism and is a Founding Member for the Atlanta Chapter of the CNU. Paul has been published numerous times and his designs have won multiple awards. Paul has established the Four Central Tenants for the GVSA practice as being; 1) Design, 2) Community, 3) Entrepreneurship, 4) Culture, and these serve as our guiding principles. Paul has taken a very personal interest in affordable housing, multi-family mixed-use and public sector projects.



CHRISTOPHER GOODE, AIA, NCARB
 Managing Partner, GVSA



Chris has been practicing Architecture for over 30 years and is registered in multiple states throughout the Southeast and has been active in civic affairs in and around metro Atlanta. Chris participates in all major internal decisions of the firm and meets with appropriate client representatives at regular intervals throughout the conceptual design process. He focuses his experience on establishing methodologies, solving client related issues and reviewing and learning from their results. In addition to his duties as Managing Partner of the firm, he focuses his efforts on business development. Chris has directed these activities for such project types as public sector- municipal facilities, corporate and commercial facilities, museums, athletics, educational, and multi-family facilities where project size has ranged from \$100,000 to \$1.6 billion.



JAY LEACH, AIA, NCARB
 Project Manager, GVSA



Jay Leach brings more than 15 years of experience in the design and construction industry. At GVSA, Jay heads up GVSA's multi-family sector and has become a true expert in the design and planning of every type of affordable housing. He is proficient in coordinating teams and ensuring the design intent is carried through every phase of a project. Jay's involvement spans the entire lifecycle of projects, from the conceptual design phase through construction, where he ensures that timelines and project goals are met. He is known for his ability to translate complex architectural ideas into clear, understandable imagery that helps clients and stakeholders visualize the final outcome. His strength in master planning enables him to convert raw land into its fullest potential. Jay's dedication to innovative design and careful project management has made him an invaluable asset to GVSA, where he continues to push the boundaries of architectural excellence.



JASON WRIGHT, RA, LEED AP
Project Architect, GVSA



Jason Wright has over 22 years of architectural experience, working across a broad spectrum of project types, including planning, education, athletic facilities, hospitals, high-rise residential, mixed-use developments, single-family homes, churches, and clubhouses. Jason currently is working on two affordable housing designs and is a true expert in this project type and all the regulations that these projects entail. At GVSA, Jason has been instrumental in developing designs, managing the execution of detailed construction documents, and overseeing the construction administration of numerous high-profile projects, including the iconic Mercedes-Benz Stadium in Atlanta. His ability to coordinate with various stakeholders and ensure that complex projects run smoothly has been a significant asset to the firm. Jason's proficiency in Building Information Modeling (BIM) and advanced construction technology sets him apart as a leader in technical project execution. He is known for his attention to detail, ensuring that every aspect of a project is meticulously planned and executed to meet both client expectations and design standards.



MILES ALEXANDER
President, AG



Miles Alexander III, Principal and Founder of Alexander Goshen, is a distinguished leader known for his expertise in investment management, strategic partnerships, and business growth. With a proven ability to deliver outstanding results, Miles excels in real estate acquisitions, financial management, and business development. His leadership has been instrumental in shaping Alexander Goshen, a company committed to enhancing the real estate landscape. A former Chief Financial Officer and a United States Army Veteran, Miles brings a unique combination of discipline, integrity, and business acumen to every venture. Since founding Alexander Goshen in 2014, he has successfully grown the company's portfolio to over \$340 million in assets, reflecting his passion for real estate and commitment to improving the Atlanta community through transformative projects. Miles' achievements have been widely recognized, including receiving CoStar's National Developer Impact Award in 2022, highlighting his innovative contributions to the industry. His leadership, strategic vision, and project management expertise continue to drive growth and set new standards for success in the real estate sector.



KEN GWINNER
Senior Development
Executive, AG



With over 40 years of experience, Ken Gwinner is a seasoned Senior Development Manager at Alexander Goshen, where he leads all facets of the company's highly successful multifamily and mixed-use development projects. Known for his innovative approach, Ken continually explores new construction techniques and designs features that elevate the rental experience, ensuring that each venture surpasses the last in success. Throughout his career, Ken has demonstrated a strong commitment to excellence, completing more than 1,300 projects with a combined value of over \$1.5 billion. All were delivered on time and under budget. His extensive experience spans construction management and owner representation services for developers across various states. Before joining Alexander Goshen, Ken built his expertise working with prominent corporations, including The Coca-Cola Company and Turner. His recent notable projects include the delivery of two multifamily developments in Atlanta, an adaptive re-use project in Oklahoma City, and the transformation of the historic Glencastle prison in Atlanta into creative office spaces. Ken's leadership extends beyond project management. He served as President of AIA Atlanta in 2008-2009, was a board member of CoreNet Atlanta for 12 years, and previously held the role of President at IFMA Atlanta.



BRAXTON BARKER
Director of Capital
Markets, AG



Braxton Barker currently serves as a Real Estate Financial Analyst at Alexander Goshen, undertaking a pivotal role in the comprehensive underwriting and financial modeling of affordable housing projects. His expertise extends to navigating the complexities of low-income housing tax credit (LIHTC) deals, as well as market rate transactions. Prior to joining Alexander Goshen, Braxton excelled as an analyst at Housing Trust Group, where he played a key role in sourcing and underwriting institutional multifamily investment properties, amassing a portfolio exceeding \$600 million. His focus on providing high-quality affordable housing has been a consistent theme throughout his career. Braxton is well-versed in working on public-private partnerships, leveraging his skills in acquisition rehabs, ground-up development, and realizations. His academic background includes a B.S. in Accounting with honors from the University of Arkansas and a Master's in Real Estate from Texas A&M University. Braxton's multifaceted experience and qualifications position him as a valuable asset in driving the financial success of Alexander Goshen's real estate ventures.



STEVEN BEAL
Senior Analyst, AG



Steven Beal is a seasoned Senior Financial Analyst at Alexander Goshen, bringing over 20 years of specialized experience in the affordable housing industry. His expertise spans across both public and private sectors, with notable roles as an Affordable Housing - Public Finance Banker at RBC Capital Markets and Bank of America. In addition to his professional career, Steven has demonstrated leadership in community development, serving as Board Chair for the Housing Finance Authority of Pinellas County and as a member of the Affordable Housing Advisory Committee for the City of Largo. Steven is also the founder and owner of Housing and Community Development Consulting Firm (HCD), where he provides expert consulting services to governmental agencies. His focus includes debt and subsidy "rightsizing" and evaluating incentives for housing developments and inclusionary zoning policies. He also serves as a consultant for the Florida Housing Coalition, offering strategic guidance on housing policy and advocating for affordable housing solutions statewide. Steven holds a Bachelor of Science in Finance, with a minor in Economics, from the University of South Florida, and a Master of Business Administration, with a minor in International Business, from Florida International University. In addition to his professional work, he remains actively involved in volunteering with various community organizations.



JOHN BELLAVIA
President, Goshen
Construction



John Bellavia, with over 30 years of experience in the construction industry, leads Goshen Construction Group LLC. (Goshen Construction) with a focus on excellent value, quality workmanship, and customer satisfaction. Licensed and fully insured, our company is equipped to handle projects of any size and scope from start to finish. With a client roster including notable names such as Broward County School District, Ritz Carlton, Marriott Hotels, Carvel, and more, we are well-prepared to meet your construction needs throughout Florida. Our commitment to personal attention to detail sets us apart, and our hands-on management approach ensures top-notch service throughout every project. Whether you are looking to remodel an existing structure or embark on a new site development, our team is dedicated to turning your vision into reality.



CARL SEVILLE, LEED AP HOMES
Partner, SK Collaborative



Carl Seville is a green builder, educator, consultant, and widely recognized green building certifier with over 40 years of experience in the construction industry and more than a decade specializing in sustainability. As a Partner at SK Collaborative, Carl leads consulting efforts on multifamily and single-family high-performance projects across the U.S., focusing on green building certification, building enclosure consulting, and improving building performance. His extensive knowledge spans LEED, EarthCraft, ENERGY STAR, National Green Building Standard (NGBS), Green Globes, and Enterprise Green Communities, helping developers and builders create cost-effective, energy-efficient structures. Carl is also a published author, having co-authored *Green Building: Principles and Practices in Residential Construction* and contributed to the LEED for Homes Version 4 Reference Guide. With numerous industry awards, including the NAHB Best in Green, USGBC LEED Home of the Year, and the EarthCraft House Leadership Award, Carl is a trusted voice in sustainable building practices. He frequently speaks at conferences and webinars, educating industry professionals on topics ranging from high-performance building systems to managing subcontractors on green projects. Carl holds professional designations such as LEED AP Homes, HERS Rater, NGBS Master Verifier, Green Globes Professional, and Fitwel Ambassador. Carl's dedication to advancing sustainable building practices continues to influence both the industry and the communities his projects serve.



JOSEPH BAUMANN
Program Manager, Green Building Consultant, SK Collaborative



Joe Baumann is a green building consultant and multifamily program manager with expertise in a range of certification programs, including LEED, EarthCraft, ENERGY STAR, the National Green Building Standard, and Enterprise Green Communities. With over 8 years of experience in sustainability and green building consulting, Joe specializes in managing all aspects of multifamily certification projects. His role includes reviewing construction documents, conducting site inspections, and coordinating final submissions to ensure projects meet rigorous certification standards. At SK Collaborative, Joe manages green building certifications for multifamily and single-family projects nationwide. His in-depth knowledge of energy efficiency, water conservation, and high-performance building practices helps developers and builders achieve cost-effective, sustainable results. Joe is also a HERS Rater, LEED Green Associate, EarthCraft Technical Advisor, and NGBS Accredited Green Verifier, bringing a robust understanding of green building frameworks to every project. In addition to his work in green building, Joe holds a Juris Doctor with a focus on Environmental Law and Land Use Design and Construction Law. His legal background has been instrumental in shaping his approach to sustainable development, particularly in managing compliance and navigating complex regulatory environments. Joe's passion for sustainability and his legal expertise make him a valuable asset in the green building sector.



NATHANIEL HAMMOND, PE
President, Hammond
Engineering



Nathan Hammond is the President of Hammond Engineering and a highly skilled Mechanical Engineer with over 18 years of experience in the engineering industry. Nathan is responsible for overseeing the day-to-day operations of the firm, ensuring that every project meets design criteria protocols, is delivered on time, and stays within budgetary constraints. His leadership and focus on client satisfaction have positioned Hammond Engineering as a trusted partner for a wide range of projects. With a Bachelor of Science in Mechanical Engineering from Florida State University and dual professional engineering licenses in Florida (PE #95448) and Georgia (PE #047450), Nathan combines technical expertise with strong business acumen. His experience spans project management, business operations, and strategic oversight, where he ensures that Hammond Engineering's resources and talent are aligned to meet client needs and exceed expectations. Nathan is deeply committed to maintaining the highest standards of quality in design and project execution. Under his guidance, Hammond Engineering has delivered successful outcomes across a wide range of mechanical, electrical, and plumbing (MEP) engineering projects, earning a reputation for technical excellence and reliable service. He plays an integral role in fostering client relationships, ensuring that every project receives the attention and resources necessary to achieve success. With a strong background in project management and a results-driven approach, Nathan continues to lead Hammond Engineering toward growth and innovation, making him a key figure in the firm's ongoing success.



STEPHEN FARQUHARSON,
LEED AP
Electrical Lead, Hammond
Engineering



Stephen Farquharson is a highly experienced Electrical Engineering Designer with over 17 years of expertise in electrical engineering design and construction administration. As a lead electrical engineer on numerous renovation projects at Hammond Engineering, Stephen has developed a reputation for his proficiency in designing and overseeing complex systems, including uninterruptible power supply (UPS), fire alarm systems, lightning protection, lighting, and power distribution systems. Stephen's extensive portfolio includes providing electrical design and construction management for a range of municipal, government, and county projects, demonstrating his versatility and depth of knowledge in both public and private sector work. His expertise extends to LEED-certified projects, having successfully managed several LEED Silver initiatives that incorporate sustainable design principles and meet stringent environmental standards. A graduate of Florida Atlantic University with a Bachelor of Science in Electrical Engineering, Stephen is also a LEED Accredited Professional (LEED AP), reflecting his commitment to integrating energy-efficient and environmentally responsible solutions into his designs. His ability to manage complex projects requiring specialized design elements has made him an invaluable asset to the Hammond Engineering team. With a meticulous approach to design and a focus on delivering projects that meet both technical requirements and client expectations, Stephen plays a key role in ensuring the success of Hammond Engineering's most challenging projects.



JOHN CUMPER, PE
Project Manager |
Mechanical Engineer,
Hammond Engineering



John Cumper is a Senior Mechanical Engineer at Hammond Engineering, Inc., with over 33 years of experience in project management and mechanical engineering. Throughout his career, John has been responsible for guiding projects from the schematic design phase through construction completion, ensuring seamless communication and collaboration between project stakeholders, including civil and structural engineers, life safety consultants, and other key members of the design team. John's technical expertise spans HVAC and plumbing design, as well as the preparation of design criteria and specifications for a wide range of projects. He takes a hands-on approach to project supervision, managing the design team and coordinating all phases of the project—from inception to construction. His construction administration responsibilities include responding to RFIs, reviewing shop drawings and submittals, and ensuring that all designs meet project requirements and adhere to industry standards. With a Master of Science in Mechanical Engineering from Northeastern University and a Bachelor of Science in Chemical Engineering from the University of Birmingham, England, John is a licensed Professional Engineer in Florida (PE #53273). His depth of experience and attention to detail make him an invaluable asset to Hammond Engineering, where he ensures that projects are delivered on time, within budget, and to the highest standards of quality. John's commitment to technical excellence and his ability to manage complex engineering projects have earned him a reputation for reliability and precision in the industry. His leadership in mechanical design and project coordination continues to drive successful outcomes for Hammond Engineering's most challenging initiatives.



ALEX ROBINSON, PE, PMP
Electrical Engineer,
Hammond Engineering



Alex Robinson is a seasoned Electrical Engineer at Hammond Engineering, bringing over 13 years of experience in the industry. His expertise spans power distribution, lighting design, telecommunications, and fire alarm system design, with a focus on both new construction and existing building upgrades. Alex's technical acumen and problem-solving approach make him a trusted engineer for complex electrical systems. A graduate of the Rochester Institute of Technology with a Bachelor of Science in Telecommunications Engineering, Alex is also a licensed Professional Engineer in Florida (PE #93047) and holds several certifications, including Project Management Professional (PMP) and Cisco Certified Network Associate (CCNA). He is also a Certified Electrical Contractor (Unlimited) #EC13013716, showcasing his ability to lead projects across a wide range of electrical and telecommunications disciplines. With a deep understanding of electrical infrastructure, Alex excels in designing systems that are not only functional and efficient but also adaptable to the evolving needs of modern buildings. His hands-on experience in power systems, lighting, and telecommunication networks ensures that each project meets rigorous standards for safety, reliability, and innovation. Since joining Hammond Engineering, Alex has quickly become a key contributor to the firm's success, leveraging his comprehensive skill set to drive the completion of projects on time and within budget. His strong project management capabilities, combined with his technical expertise, make him an invaluable asset to the team.



DANIEL J. EPPERLY, P.E.
Lead Engineer, ARO
Engineering

Mr. Epperly is a Licensed Professional Engineer with over 14 years of experience working on various projects throughout the State of Florida. He has diverse experience in performing a multitude of tasks in the fields of land development and structural design. These tasks include site design, stormwater design, master planning, roadway design, utility infrastructure planning, channel analysis and design, wetland compensation, flood plain mitigation, lift station design, steel design, concrete design, retaining wall design, strain pole and drilled shaft analysis, dock and boardwalk design, boat ramp design, breakwater design, sheet pile wall design, and construction management.



DUSTIN ROOD, P.E.
Director, ARO Engineering

Mr. Rood has over 22 years of experience working on varied engineering projects throughout the State of Florida. He has experience in master planning, commercial stormwater design, breakwater design, structural steel and concrete design, construction management, boat ramp design, environmental permitting, timber bridge and tower design, large infrastructure foundation design (silos) and pump station designs. Mr. Rood has an extensive knowledge in design and permitting of site development projects, including the stormwater design and environmental permitting. This also includes wetland compensation and flood plain mitigation. Mr. Rood has also designed and permitted multiple projects in the area that required a pollutant load analysis for Southwest Florida Water Management District and Pinellas County.



JOHN B. ADAMS JR., P.E.
Principal, ARO Engineering

Mr. Adams is the Principal Professional Engineer with over 30 years of experience working on both civil and environmental projects throughout Florida. His experience includes land development, stormwater management design, wastewater collection system design, analysis of wastewater treatment facilities and pump stations, water distribution system modeling/design, financial planning/budgeting, bond engineering services, water quality modeling, environmental permitting, surface water hydrologic and hydraulic modeling, stormwater master plans and utility implementation, pollution prevention plans, marine engineering, NPDES permitting, and environmental assessments. Mr. Adams has served as project manager and/or project engineer on several stormwater design and management projects throughout Florida. For the City of Plant City and the Southwest Florida Water Management District, Mr. Adams worked on final design and permitting of the Pistol Range Regional Stormwater Treatment Facility. This wetland treatment facility uses three converted borrow pits totaling nearly 19 acres to enhance stormwater runoff quality of approximately three square miles of drainage area upstream.





**KAREN JENKINS PE, SE, AIA,
LEED AP**

Structural Engineer |
Managing Partner, Shear
Structural

SHEAR
STRUCTURAL

Karen Jenkins has over 30 years of experience in structural engineering and design. Her background in both architecture and structural engineering gives her a unique perspective for solving problems and understanding client needs. Karen's project experience includes the design of mixed use/multi-family structures, healthcare facilities, laboratory and research facilities, educational facilities, faith-based buildings, commercial spaces, and a wide variety of adaptive reuse projects.



HOLLY JEFFREYS SE, PE
Structural Engineer |
Managing Partner, Shear
Structural

SHEAR
STRUCTURAL

Holly Jeffreys has over 25 years of experience in structural engineering. Her expertise lies in structural design, preparation of structural specifications, and construction administration for public and government buildings, higher education facilities, office buildings, recreation facilities, and commercial buildings. Holly has experience working with all types of structural systems including concrete, steel, wood, and masonry and is proficient in AutoCAD, Revit (BIM), and RAM software.



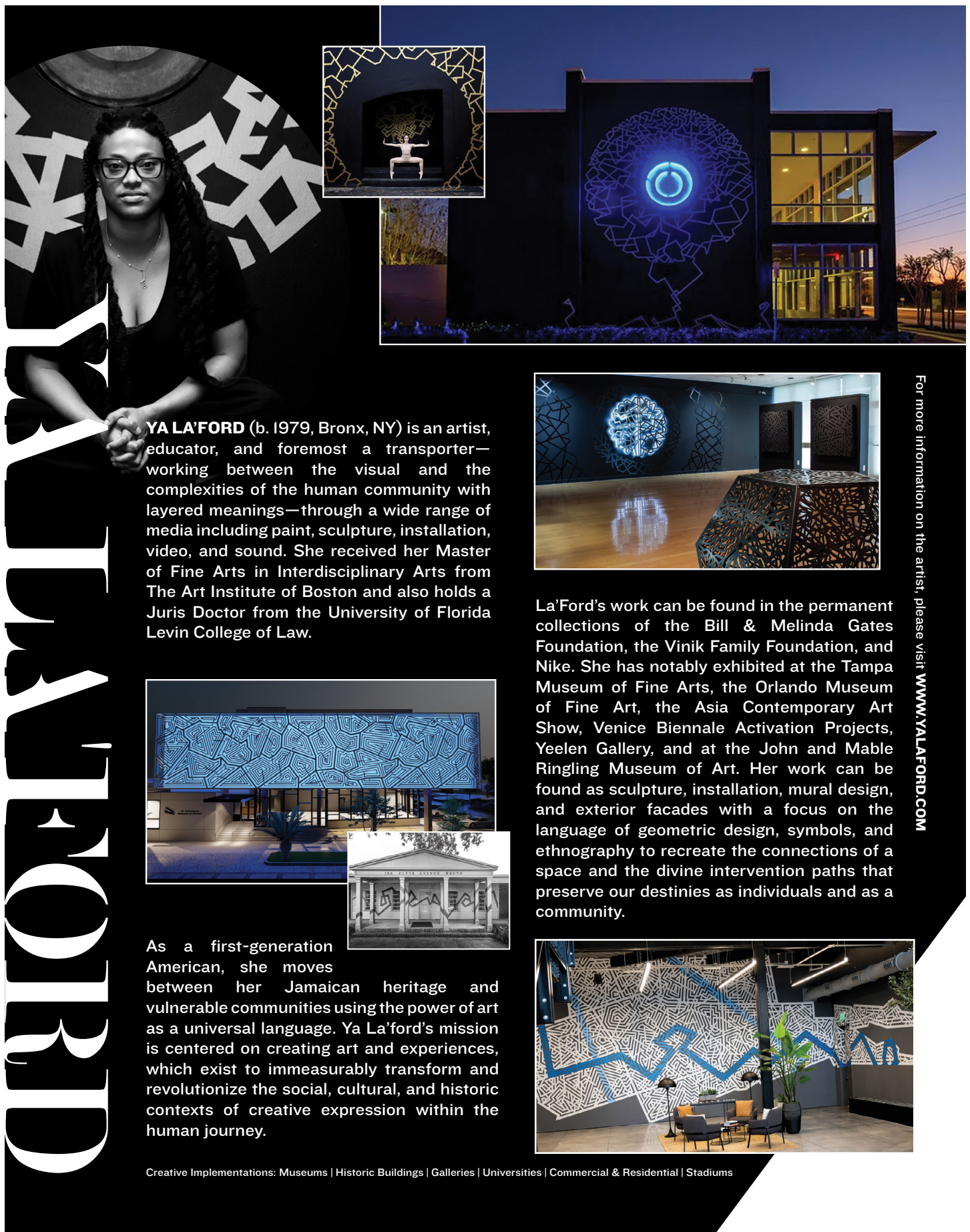
YA LA'FORD
Artist, Galerie Myrtis Fine
Art & Advisory



Galerie Myrtis
Fine Art & Advisory

Ya La'Ford is a dynamic artist, educator, and community advocate whose work bridges the visual arts and the intricate narratives of human experience. Employing a diverse range of media—from paint and sculpture to video and sound—La'Ford explores themes of connection, identity, and transformation. As a first-generation American with Jamaican heritage, she harnesses her cultural background and the universal language of art to engage with marginalized communities and amplify their voices.

La'Ford's artistic practice is rooted in the use of geometric design, symbols, and ethnography, drawing on these elements to create immersive art experiences that reimagine the connections between people and their environments. Her mission is to revolutionize the cultural and historical contexts of creative expression, making a lasting impact through public art, installations, and educational outreach. Her notable projects include public artworks for major events like Super Bowl 55 and permanent installations in prominent collections, demonstrating her commitment to using art as a transformative tool for social engagement and community building.



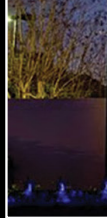
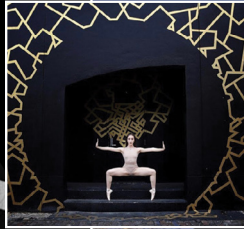
YALAFORD

YA LA'FORD (b. 1979, Bronx, NY) is an artist, educator, and foremost a transporter—working between the visual and the complexities of the human community with layered meanings—through a wide range of media including paint, sculpture, installation, video, and sound. She received her Master of Fine Arts in Interdisciplinary Arts from The Art Institute of Boston and also holds a Juris Doctor from the University of Florida Levin College of Law.



As a first-generation American, she moves between her Jamaican heritage and vulnerable communities using the power of art as a universal language. Ya La'ford's mission is centered on creating art and experiences, which exist to immeasurably transform and revolutionize the social, cultural, and historic contexts of creative expression within the human journey.

Creative Implementations: Museums | Historic Buildings | Galleries | Universities | Commercial & Residential | Stadiums



La'Ford's work can be found in the permanent collections of the Bill & Melinda Gates Foundation, the Vinik Family Foundation, and Nike. She has notably exhibited at the Tampa Museum of Fine Arts, the Orlando Museum of Fine Art, the Asia Contemporary Art Show, Venice Biennale Activation Projects, Yeelen Gallery, and at the John and Mable Ringling Museum of Art. Her work can be found as sculpture, installation, mural design, and exterior facades with a focus on the language of geometric design, symbols, and ethnography to recreate the connections of a space and the divine intervention paths that preserve our destinies as individuals and as a community.

For more information on the artist, please visit WWW.YALAFORD.COM





KAYON HENDERSON
Director, Everlast
Consulting



Kayon Henderson is a highly accomplished leader with over 16 years of experience in providing strategic guidance to nonprofit developers and local governments on organizational development and community operations. As the Director of Housing and Community Development for the City of Tampa, Kayon led transformative initiatives focused on affordable housing and urban revitalization, overseeing a budget exceeding \$100 million to stabilize and uplift communities. Her expertise spans rental housing development, homeownership programs, financing strategies, rehabilitation, preservation, construction, and demolition projects, all aimed at improving access to safe, quality housing for vulnerable populations. Throughout her career, Kayon has demonstrated a profound commitment to advocating for underserved communities, serving on both local and national boards where she has successfully championed programs and secured funding to support housing initiatives. A seasoned professional in the housing sector, she has built a reputation for her ability to deliver impactful solutions that enhance the quality of life for individuals and families. Kayon's background as a social service advocate, coupled with her extensive knowledge of community development, grant management, program delivery, and compliance with federal and state housing regulations, has made her a trusted advisor in the field. Her career reflects a passion for empowering communities through housing assistance, and her leadership continues to drive meaningful change in the lives of disenfranchised individuals and families. With her strategic insight and hands-on approach, Kayon plays a vital role in ensuring the success of development projects, particularly those aimed at fostering affordable housing and creating sustainable communities. Her dedication, experience, and visionary leadership have made her an invaluable asset to the real estate and housing industry.



JILL KELLEHER PLA, LEED AP
Landscape Architect,
Founding Principal, Viridian
Studios

Jill Kelleher is the Founding Principale of Viridian Studios, INC, a landscape architecture fi rm established in 2018 serving the commercial real estate industry and government entities. Jill has a strong passion for helping her clients achieve a measurable ROI through experiential outdoor amenities. She created Viridian Studios for the purpose of providing a ordable design services to her clientele by establishing a low overhead business structure. Jill's passion for Landscape Architecture began at Post Properties in 1996 learning from the premier multi-family development group in the southeast. Her project portfolio from previous fi rms include award-winning streetscapes and historic landscape renovations, multi-family, senior living, roof tops, stormwater parks and mixed-use developments throughout the south.



EXTRAORDINARY TERMS

Our team does not have any extraordinary terms or conditions at this time.

LITIGATION

Goode Van Slyke Architecture (GVSA) and Alexander Goshen affirm that they are not party to, nor affected by, any litigation, administrative actions, investigations, or other governmental or quasi-governmental proceedings that could have an adverse effect upon the property or on their ability to fulfill obligations related to this Request for Proposal (RFP). Furthermore, to the best of their knowledge, there are no lawsuits, administrative actions, governmental investigations, or similar proceedings pending or threatened against or affecting their interests in connection with this proposal.

PRIMARY CONTACT

MILES ALEXANDER, PRESIDENT, ALEXANDER GOSHEN
miles@alexandergoshen.com | 954-869-2330
515 E Las Olas Blvd Suite 120, Fort Lauderdale, FL 33301

