

EXHIBIT "B" – PROPOSAL FORM

REQUEST FOR PROPOSAL
FOR THE PURCHASE & DEVELOPMENT
CITY-OWNED REAL PROPERTY
LOCATED AT
1300 – 1st AVENUE NORTH
ST. PETERSBURG, FLORIDA, 33701

Issue Date

January 7, 2019

The undersigned certifies that the enclosed proposal is being submitted and is subject to the terms and conditions as outlined in the Request for Proposal as issued by the City of St. Petersburg on January 7, 2019.

MILHAUS DEVELOPMENT

Name of Company/Organization

DocuSigned by:

[Signature]

Signature of individual submitting proposal
for above Company/Organization

JOURDAN WOODRUFF

Proposal Contact Person

JOURDAN.WOODRUFF@MILHAUS.COM

Contact Person E-mail address

TADD MILLER, Manager

Printed name of individual

317-701-0216

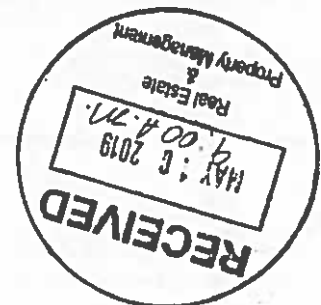
Contact Person Phone

5/7/2019

Date

N/A

Contact Person Fax





MELHANS

POLICE HQ // ST. PETERSBURG, FL
REQUEST FOR REDEVELOPMENT PROPOSALS

EXECUTIVE SUMMARY

Milhaus is extremely excited to provide a comprehensive and holistic proposal to provide a mixed-use project within the heart of the Edge District in response to the Request for Redevelopment Proposals (RFP) issued in January 2019. We understand and share the City of St. Petersburg's goals to further enhance the growth and vibrancy of the Edge District while maximizing the long-term value created through a mixed-use project.

Our team combines big-picture perspective and vision, along with hands-on experience in implementing complex solutions to our urban environments. Specifically, we provide expertise in mixed-use, multi-family and commercial development, as well as design, planning, construction, and property management. We strongly believe our team is the best fit for this project for the following reasons.

1. We have the capacity and experience to execute a complex mixed-use redevelopment including both multi-family and commercial office components
2. Our team balances local expertise and national experience
3. We value partnerships and the collaborative development process
4. Our approach will add long-term value to the overall district
5. We develop innovative and future-focused projects and have experience closing Opportunity Zone projects

Milhaus is a vertically integrated company providing development, construction, and property management services. Since 2010, Milhaus Development has developed more than \$850 million of mixed-use and multi-family projects across the central US, with current projects in Indiana, Ohio, Missouri, Pennsylvania, Wisconsin, Florida and Oklahoma.

Milhaus' corporate mission is to transform neighborhoods and leave them in a better place than we found them. Our Team's approach is to be open and honest and to deliver upon our word. We have a track record of working closely with private and public partners to deliver exciting projects that are financially successful.

By choosing our Team to work on this transformative project, we can ensure that a collaborative vision becomes reality. Milhaus agrees with the vision of the development plan outlined in the RFP and has been assembling a local development team to address all constraints and opportunities in the RFP. We very much look forward to the opportunity to work with you.



Tadd Miller, CEO - Milhaus

Milhaus Contact: Jourdan Woodruff
317-701-8226 Jourdan.Woodruff@Milhaus.com



WHO WE ARE

WE STAND AS ONE TEAM DEDICATED TO TRANSFORMING NEIGHBORHOODS. THROUGH TRANSPARENCY AND COLLABORATION, WE EMPOWER OUR PEOPLE TO BE LEADERS. BIKES ARE OUR ALLIES, LOCAL FOOD IS OUR ADDICTION AND ENTREPRENEURS INSPIRE US. WE BELIEVE THAT FIRST IMPRESSIONS ARE SET BY OUR ENERGY, NOT SUITS AND TIES. THE STRENGTH OF OUR TEAM LIES IN OUR INDIVIDUALITY. WE EMBRACE THE CHANGING IDEAL OF WHAT PEOPLE CALL HOME.



Milhaus is an award-winning, mixed-use development, construction, and property management company that specializes in Class A, urban, multifamily residential buildings. Headquartered in Indianapolis, Milhaus is comprised of inspired and industrious individuals who are passionate about the development of mixed-use and multi-family communities.

We provide exceptional customer experiences and create solutions for neighborhoods that positively impact communities by providing unparalleled expertise in real estate, investment, development, construction and management. We develop high-quality projects that are financially responsible, withstand the passage of time, improve peoples' lives, and transform communities.

Milhaus transforms neighborhoods by redeveloping existing structures, forming partnerships with local business and community leaders, and providing a spark that creates other opportunities for municipalities. We identify neighborhoods that are on the fringe of progress, in areas that need revitalization, and we work toward pulling people back to urban cores. As we become good civic partners, we help stabilize neighborhoods by supporting local businesses, civic, and non-profit charitable organizations.



PROJECT CONCEPT SUMMARY

Milhaus is proposing a holistic solution to the redevelopment of the 1300 Central block in the Edge District, St. Petersburg. We have the capacity, experience, and eagerness to take on the mixed-use project alongside local retail and hospitality groups.

Milhaus is proposing a single, mixed-use building for the 1300 block. The building will consist of multi-family, ground floor retail, co-working, office, and hotel uses in addition to the public and private parking garage. Mixed-use, infill development is the core focus of our company and one that we've successfully scaled and executed on a national platform, which includes both significant commercial and residential experience.

Milhaus values the opportunities presented in the RFP and the ability to provide a significant mixed-use development within the evolving Edge District. We believe our proposal builds off of the recent momentum in the district while enhancing the public experience and incorporating recent city planning efforts.

Vision without experience is just an idea. We're equipped to take The City's vision and make it a reality. Whether it be market knowledge, a robust construction team, a well-versed commercial and residential management team, or institutional financial capacity, Milhaus is qualified to deliver on this promise and we're excited at the opportunity to do so.

DEVELOPMENT SCHEDULE

Start of design:	June 2019
Securing Entitlements:	December 2019
Phase I Start of construction:	April 2020
Phase I Construction completion:	April 2022

ECONOMIC IMPACT

St. Petersburg has an opportunity to add residential, commercial, and hospitality density to this district while building off recent investments in the area and closing an existing gap that exists along Central Avenue. These additional residents and workers will provide the district with additional clientele, while residents can enjoy the convenience of walkable restaurants, shopping and other entertainment destinations. Mixed-use developments inherently create value for the various uses when done well. On a measurable level, this project will create over 550 construction jobs, 140 new retail/office jobs, 17 full-time hospitality jobs and 8 new property management positions.



Hite – Tampa, FL (Developed by Milhaus)

WHY MILHAUS?

Milhaus and its partners create a strong team that is uniquely situated to not only deliver a successful development for the district, but also keep in mind the vision for the entire community. We represent the best possible team for the following reasons:

1. **We have the capacity and experience to execute a complex mixed use redevelopment**
 - Milhaus has a proven track record of completing mixed-use developments nationally for over 9 years. We also have the financial backing to raise equity and debt on this scale of a project and complete the project in a quick and effective manner. We are driven to deliver the project on time and on budget, as well as lease up quickly with our experienced management team that manages over 5,240 units and 225,000 of commercial office and retail. In addition to the experience, we have institutional debt and equity relationships that are unparalleled throughout the Midwest.
2. **Our team balances local expertise and national experience**
 - Milhaus' Tampa office and national footprint create a perfect balance of local expertise and national development capacity. The Milhaus team has the ability to move the development plan through the nuances of the local processes quickly, as well as local and national financial relationships to ensure that a project of this scale remains financially feasible and one that we can complete as proposed. Milhaus has sourced local and national operators to partner with on this project including the Ciccio Restaurant Group, Gianco Companies, and Tricera Capital.
3. **We value partnerships and the collaborative development process**
 - We understand the intricacies of partnerships such as this. Milhaus has completed large scale developments in similar partnerships with both private and public partners. We pride ourselves greatly in our reputation for collaborating with our Partners and completing a successful project that benefits all teams. Our team has experience working with national REITs on similar mixed-use projects and know what it takes to make that partnership effective long-term.
4. **Our approach to our project will add long-term value to the overall development**
 - Milhaus has experience in the business of creating communities. We understand that great communities are created through mutually beneficial uses that feed off of the prosperity of the other. We envision this proposal as a community-enhancing project, including an ongoing partnership of programming and marketing, to create a neighborhood of vibrancy well into the future. We take a holistic approach to the development to provide long-term value.
5. **We develop innovative and future-focused projects and have experience closing Opportunity Zone projects**
 - Milhaus brings a constant focus on integrating proven innovations into our communities. To our team, our focus on constantly innovating and adapting applies to many facets of our developments, from the latest residential amenities to new concepts of mixed-use communities. We have experience pioneering floorplan designs and household systems features. Milhaus has closed an Opportunity Zone project in Indianapolis and is working on its second in Cincinnati.

WHERE ARE WE?

OUR OFFICES

1

Indianapolis

Corporate Headquarters
460 Virginia Avenue
Indianapolis, IN 46203
(317) 226-9500

2

Kansas City

2800 McGee Trafficway
Kansas City, MO 64108
(816) 564-3768

3

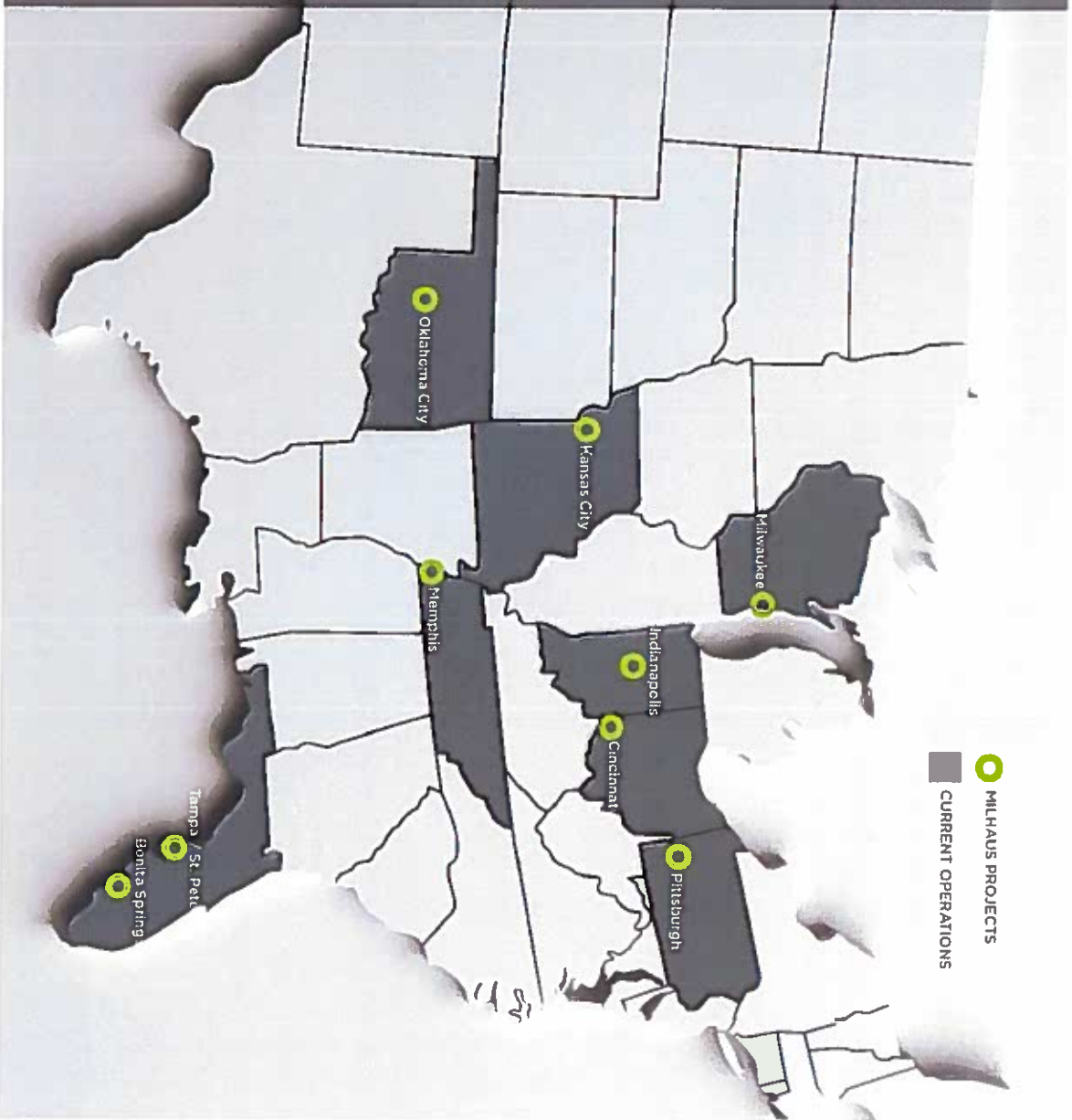
Pittsburgh

125 39th Street
Pittsburgh, PA 15201
(412) 478-3378

4

Tampa

1919 E. 6th Avenue
Tampa, FL 33605
(813) 361-8492



THE MILHAUS DIFFERENCE

IN HOUSE CONSTRUCTION

At Milhaus Construction, we know our stuff. We find creative solutions to solve complex issues that may arise when constructing mixed-use projects in tight urban environments. Primarily, we act as a general contractor, but we also provide construction management and consulting services as needed. Milhaus may use a third-party General Contractor for the project, but will rely heavily on the Milhaus Pre-Construction team during the design and development phases.

Our construction team specializes in Multifamily Residential (wood, concrete, and steel), Urban-infill and/or High-Density Projects, and Ancillary Commercial Construction. We get involved in every aspect of the construction process, from interviewing and selecting subcontractors to scoping and providing oversight of third-party contractors. We succeed when we build incredible spaces and lasting relationships...with our team members, our subcontractors, and the communities we are proud to call our own.

IN HOUSE PROPERTY MANAGEMENT

Milhaus Management provides an impressive suite of services for multifamily owners and investors. We manage lease-up communities, conventional market-rate apartments, mid-rise and high-rise buildings, stand-alone commercial office and mixed-use developments for Milhaus and other third-party clients. Milhaus currently manages 5,246 units and 225,000 SF of commercial space in 9 markets.

Milhaus Management provides many services other than basic property operations. A subsidiary, Ancillary Services, provides renters with best-in-class internet connectivity, renters insurance, a loyalty program call "Haus Rewards," and operates furnished corporate apartments in select projects under the "Haus Suites" brand.

CUTTING EDGE INFORMATION TECHNOLOGY

Milhaus' Technology division, dubbed "HausTech," provides cutting edge technology and world-class in-house service back to Milhaus Corporate and all Milhaus-managed properties. HausTech is led by Director of Technology, Steve Werner, who has over 20 years IT experience and seven years as a corporate and real estate attorney prior to joining Milhaus.

HausTech provides and supports all the SaaS, on-premise, and cloud hybrid hardware and software to run Milhaus' various business lines, including Entrata Property Management, Vista Construction Management, Office 365, and uses the latest available methods and technologies to secure the data flowing between these platforms and provide for high-availability and business continuity to all sites across the US. HausTech has also developed an industry-leading Fiber-optic based system to deliver Internet, Building and Unit Access, and Home Automation for Milhaus and third-party projects.

Milhaus employs industry leading security measures and has fully redundant instate off-site data back-up, allowing for full off-site data and IT functionality in the case of a disaster.

DEVELOPMENT TEAM



TADD MILLER
PRINCIPAL
CHIEF EXECUTIVE OFFICER
TADD.MILLER@MILHAUS.COM
317.236.7161

Tadd Miller is a cofounder and CEO of Milhaus. He has led the development, finance and construction of \$1.5 billion of urban multi-family and mixed-use properties throughout the Midwest and Southeast. At Milhaus, Tadd leads the development team, corporate strategy and business development and serves on the Milhaus, LLC Board of Directors. Tadd received his Bachelor's degree in Urban Planning and Development from Ball State University, he attended Harvard Business School for the Executive Education Series, received his Master of Business Administration from Indiana Wesleyan University, and earned his Juris Doctorate degree from Indiana University.



JOURDAN WOODRUFF
DEVELOPMENT MANAGER
JOURDAN.WOODRUFF@MILHAUS.COM
317.701.7228

Jourdan has developed over \$225M of mixed-use projects in her 6 years at Milhaus in Pennsylvania and Florida. Jourdan graduated from Ball State University, Magna Cum Laude, with her Bachelor of Urban Planning and Development, and she received her Master's Degree in Urban Design. She is an active member of the Urban Land Institute. Jourdan will help lead development efforts for this project.



MICHAEL MINCBORG
VICE PRESIDENT OF DEVELOPMENT
MIKE.MINCBORG@MILHAUS.COM
317.602.7906

Michael has been a Tampa Bay resident since 2002 when he moved to the area to attend the University of South Florida, where he graduated with a Bachelor Degree in Business Management and a minor in Leadership Studies. In 2013, Mike founded Sight Real Estate, a development firm specializing in urban infill ranging from boutique historic projects to institutional grade mixed-use developments. Michael brings institutional level execution with a community focus to the project team.

Tadd Miller
CEO

Jourdan Woodruff
Development Manager

Mike Mincborg
VP of Development

PROPERTY OPERATIONS TEAM [MULTI-FAMILY + OFFICE]



CHRIS YEAKY

SENIOR VICE PRESIDENT OF REAL ESTATE OPERATIONS
CHRIS YEAKY@MILHAUS.COM
317 672-7991

Chris is responsible for the operations of the real estate portfolio including Property Management, Marketing, IT, Ancillary Services and Asset Management. Chris's past experiences include serving as Managing Principal at Cushman Wakefield and over 19 years with Duke Realty where he led asset and property management for a 42 million square foot mixed use commercial portfolio. He received his Bachelor of Science from Indiana State University.



GREG MARTIN

PRINCIPAL, SENIOR VICE PRESIDENT OF DEVELOPMENT AND CONSTRUCTION OPERATIONS
GREG.MARTIN@MILHAUS.COM
(317) 602-2143

Greg is responsible for maximizing value in the Milhaus portfolio of properties, as well as coordinating all commercial leasing activity. Greg's varied experience has included development, brokerage, construction, asset management, appraisal and market analysis of investment grade properties. Greg is an original Milhaus partner and has worked with Tadd Miller for nearly 20 years. Greg earned his Bachelor's degree from Indiana University with majors in Finance and Real Estate.



SUSAN WRIGHT

REGIONAL DIRECTOR OF PROPERTY MANAGEMENT
SUSAN.WRIGHT@MILHAUS.COM
317 710 0377

During the course of a 28-year career, Susan has managed a diverse portfolio of properties including urban mid-rise, suburban garden, and affordable housing. She is directly responsible for daily operations and financial success of her portfolio. Susan is skilled in financial management, marketing, maintenance and training. Susan currently specializes in the operations for new construction lease-ups.



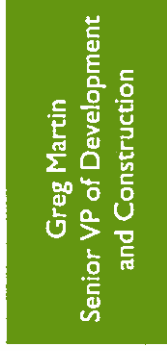
Jason Sturman
CIO



Chris Yeakey
Senior VP of Real Estate Operations



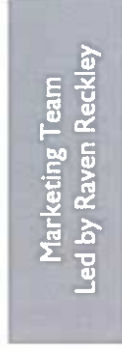
Susan Wright
South
Regional Director



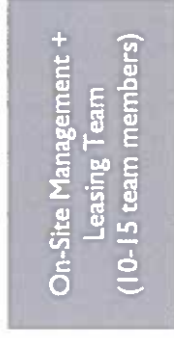
Greg Martin
Senior VP of Development
and Construction



Jordan Hovanec
Florida
Area Manager



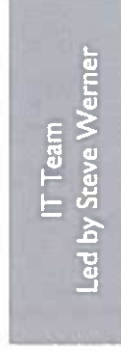
Marketing Team
Led by Raven Reckley



On-Site Management +
Leasing Team
(10-15 team members)



Legal Team



IT Team
Led by Steve Werner

MILHAUS OUTSIDE BOARD OF DIRECTORS



SCOTT SELLERS
LEAD INDEPENDENT DIRECTOR

Scott, the first external partner to serve on the company's board, brings to Milhaus the expertise of a 37-year career in real estate. He served as CEO of Archstone, a market-leading REIT with a market capitalization of more than \$22 billion and former chairman of the National Association of Real Estate Investment Trusts. Over his storied career, he was responsible for the development, acquisition and operation of apartment buildings in 50+ cities valued at more than \$40 billion.

Scott is also a board member for Howard Hughes Corporation, Inspirato, Habitat For Humanity International and Scholar Leaders International. Sellers is based out of Las Vegas, Nevada.



DAVID ROBERTSON
FRONT RANGE CAPITAL PARTNERS
CEO & CHIEF INVESTMENT OFFICER

David is cofounder of FrontRange and brings Milhaus more than 20 years of investment and operational experience through completing more than \$15 billion of investments, transactions, and financings. Prior to founding FrontRange, Robertson served as the Vice President in Investment Banking Group at Smith Barney where he completed more than \$3 billion of equity and debt financings. He then joined AIMCO (NYSE: AIV) as Executive Vice President and Head of Affordable Housing to eventually become Co-President and Chief Investment Officer.

David currently serves on the Board of Directors of Cottonwood Residential, Statebridge Company, SevenBar Aviation, Classic Brands, Turbo Tenant, Boulder Creek Neighborhoods, Milhaus, and Robeks Corporation. Mr. Robertson earned a MBA from Harvard Business School and a BA in Economics from the University of California, San Diego.



ROBERT GIFFORD
INDEPENDENT DIRECTOR

Rob has over 35 years of experience in the commercial and retail real estate investment business, serving as principal, executive and director at global companies including AEW Capital Management, ALG Global Real Estate investment and Lehman Brothers Holdings. He has decades of experience in creating and protecting value, building and leading teams and creating trusted relationships with stakeholders at all levels.

Rob also serves on the boards of Liberty Property Trust (NYSE: LBY), Retail Properties of America, Inc. (NYSE:RPAI) and Lehman Brothers Holdings, Inc., and is also on the advisory boards of Aspen Heights Partners and Collier Enterprises.



LANCE GRABER
FRONT RANGE CAPITAL PARTNERS
MANAGING PRINCIPAL,
REAL ESTATE INVESTMENTS

Lance is a cofounder of FrontRange and brings over 25 years of real estate experience to Milhaus after completing more than \$18 billion of acquisitions, dispositions, redevelopments, joint ventures, and debt financings. Before founding FrontRange, Graber was Executive Vice President and Co-Head of Transactions and Asset Management at AIMCO (NYSE: AIV) where he completed approximately \$8 billion of multifamily transactions. Prior to that, he held several positions at Credit Suisse First Boston where he completed more than \$10 billion of real estate transactions.

Lance currently serves of the Board of Directors of Cottonwood Residential and Boulder Creek Neighborhoods. He earned his Bachelor of Science in Economics followed by his MBA from University of Pennsylvania's Wharton School.

ARCHITECTURE TEAM: DWELL DESIGN STUDIO

Dwell Design Studio is an Architecture, Planning, Interiors and Environmental design firm based in in Atlanta, GA with another office in Washington, DC. Their focus is on residential, mixed-use, retail and commercial office projects, including garden, mid-rise, and high-rise apartments.

Dwell has done a number of infill residential projects in the Bay Area including Hite, Crescent Westshore, Novel Riverwalk, 2Bayshore, and Artistry. They bring years of residential and mixed-use design experience to the team and a strong understanding of the market. See the appendix for a full bio and portfolio.

Name	Title	Role/Tasks	Involvement
Jay Silverman	Principal-in-Charge	Lead Principal in charge of multifamily development	20%
Jason Shepard	CEO, Advisory Principal	Overall project and design guidance and advisory	5%
Ryan Miller	Principal - Retail	Lead on retail uses and integration	10%
Rob Snyder	Senior Design Principal	Mixed-use design	5%
Venky Babu	Master Planning/ Design/LEED	Site and master planning, programming and visioning	10%
Dean Davis	Design Director	In charge of design and design development	10%
Noel Mariano	Project Manager	Responsible for project management, client, consultants and project team	50%
Jay Joyner	Senior Designer	Design and production of 3D renderings, elevations, vignettes and other design materials	20%
Budhiana Abraham	Project Architect	Project details, coordination and Revit modeling	25%
Meredith Bowen	Project Manager	Responsible for project management, client, consultants and project team - Retail	10%
Gregg Venable	Project Architect	Responsible for project details, coordination and production of CDs and Revit/BIM modeling - Retail	15%
Mary Ellen	Job Captain	Project details, coordination and Revit modeling - Retail	20%



RETAIL, OFFICE & HOSPITALITY TEAM

GIANCO COMPANIES CO-WORK & HOSPITALITY PARTNER

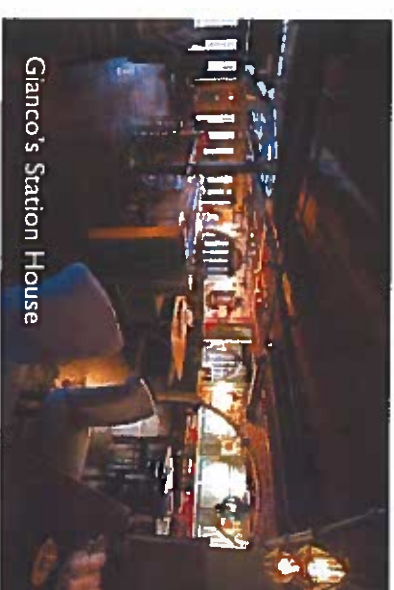
Gianco Companies is a multi-faceted brand with its main investments in hotels, residential developments, mixed-use assets, technology, finance, and energy. With an Investment Banking background, but Private-Equity based approach, Gianco Companies seeks opportunities in existing niche products or boutique brands as well as new or existing real estate assets. Gianco Companies has been an investor, co-developer, and managing partner to numerous transactions totaling over \$200 million in value. Notable Gianco projects include: Station House, Hyde House, Public Studio, The Mason, and Hotel Cabana.

CICCIO RESTAURANT GROUP RESTAURANT PARTNER

Ciccio Restaurant Group (CRG) is based in the Tampa Bay area and is known for their forward-thinking, healthy food and lifestyle options. With over 10 concepts throughout the Bay area, CRG is one of the most well-known restaurants in the area. Notable CRG Destinations: Fresh Kitchen, Daily Eats, Ciccio Cali, Green Lemon, Camp, Sweet Soul

TRICERA CAPITAL RETAIL PARTNER

Based in South Florida, Tricera Capital is a real estate investment firm focused on value-add urban retail investments in Tennessee and Florida. Tricera appreciates the authenticity of a local operator, which has drawn them to St. Petersburg, where they currently own a number of properties.



Gianco's Station House



FINANCIAL CAPACITY

Milhaus has the financial capacity to complete significant projects similar to this scale. Backed by institutional and high-net worth equity partners, which include \$245M of capital infusion from equity partners StepStone and Front Range in November 2017, Milhaus has been able to focus on large urban mixed-use projects such as this one. Milhaus has closed financing on 25 projects in the last four years totaling \$826 Million in investment. Each project was financed conventionally through a two - three year construction loan of 65 - 75% loan-to-cost at rates of 2.5 - 3.5% with a two year mini- perm amortized on a 30 year schedule, the balance being filled solely by actual cash for the equity source. Roughly 1/3 of our equity is raised through our network of high net worth investors and 2/3 through institutional equity partners highlighted later in our response. Milhaus will typically co-invest between 5-25% of the total equity stack. In 2018, Milhaus closed approximately \$240 million in total equity and debt.

Recent Milhaus lending partners include the following:

- Regions Bank
- BMO Harris
- First Merchant's
- First Financial
- Fifth-Third
- Lake City Bank
- Key Bank
- Great Southern Bank

We greatly value our relationship with our lending partners and would be happy to provide specific references upon request.





CAPITAL PARTNERS



StepStone Group LP ("StepStone"), a global private markets firm that oversees approximately \$120 billion of private capital allocations, including \$32 billion of assets under management. StepStone is one of the most active primary, secondary and co-investors in the global private markets and a market leader in sponsoring recapitalization on investments in private real estate ventures.



CrossHarbor Capital Partners LLC is a Boston-based alternative investment management firm that invests in core-plus, value-add, and opportunistic commercial real estate transactions. CrossHarbor emphasizes investment strategies rooted in property-level operational enhancements as well as those with pricing advantages that arise from distressed, complex, and dislocated scenarios. CrossHarbor was founded in 1993 by Samuel T. Byrne and William H. Kremer and has invested in more than \$13 billion of commercial real estate on behalf of a diversified and highly regarded group of endowments, foundations, public and corporate pension plans, financial institutions, family offices, and sovereign entities.



FrontRange is a real estate private equity firm focused on providing growth capital to real estate operating companies. FrontRange is led by David Robertson and Lance Graber, who formed the firm in 2010 in partnership with the Pritzker Group.

The Davis Companies

Founded in 1976, The Davis Companies has over a 40-year history of successfully investing, managing and developing real estate for its own account and on behalf of investors. The Davis Companies has invested in over 165 real estate-related investments representing over 20 million square feet of commercial space, over 6,000 residential units and approximately \$3.7 billion in gross asset value. They have acquired over \$550 million (face value) of mortgage debt in both the private and public markets since the early 1990s.



Stitchweld – Milwaukee, Wisconsin

PARTNER REFERENCES

HIGHLAND ROW – Memphis, TN

Development Partner: Josh Poag – CEO, Poag Shopping Centers

Lender : K'lay Schmeisser – SVP, National CRE Group Head
Fifth Third Bank

GALLERIE – Kansas City, MO

Public Partner: Dave Macoubrie – Executive Director at PIEA of
KCMO

Private Partner: Stacey Paine – President, Crown Center
Redevelopment Corporation and Executive VP
Real Estate, Hallmark Cards

Capital Partner: John Waters – Partner, The StepStone Group

ARTISTRY – Indianapolis, IN

Public Partner: Adam Collins – Deputy Director for Economic
Development, City of Indianapolis

Capital Partner: Jonathan Moy – Principal, Institutional Hedge
Fund

Lender : Joseph Gessner – Managing Director, BMO Harris
Bank



PROPOSED PROJECT DETAILS

DEVELOPMENT APPROACH

Once selected as the master developer, our Team will immediately begin design development coordination with the architect, Dwell Design Studio, and start the entitlement process with local counsel. The current design fits within the existing zoning, therefore a rezone is not necessary. Based on the scale and location of this development, we expect the entitlements to take 4-6 months for all necessary approvals. Milhaus and Dwell Design Studio have designed, entitled, and constructed a project in St. Pete (Artistry) just a few blocks away, therefore we are familiar with the local process.

Jourdan Woodruff, Development Manager at Milhaus, will act as the development liaison and will coordinate the team's local development efforts with Milhaus' large corporate team of Finance, Construction, Development & Property Management professionals. Milhaus will oversee the residential, retail and office development, construction and property management activities and will also provide its experience and financial resources to position the development for rapid execution and success. Milhaus will partner with GianCo who will act as the hospitality developer.

Milhaus is best-positioned for this project because of the national and local development and retail team they have assembled. With GianCo, Tricera Capital and Ciccio Restaurant Group on the team, it is a recipe for a successful project.



MIXED-USE COMMUNITIES DON'T JUST HAPPEN. THEY ARE MADE.

DEVELOPMENT PLAN + PROGRAM

Total SF of Buildings:

534,029 GSF

Uses:

200 apartments

85 hotel rooms

60,000 SF office/co-work*

27,000 SF retail/gallery

Residential Unit Mix:

Studio: 27.5%

1 Bedroom: 50%

2 Bedroom: 20%

3 Bedroom: 2.5%

(523 SF avg.)

(712 SF avg.)

(1,046 SF avg.)

(1,300 SF avg.)

Number of Parking Spaces:

625 total spaces (300 public). Milhaus to deploy shared parking strategy for retail and office uses

Share Parking Strategy:

Use	Total	# Public
Residential:	225	0
Co-Work/Office:	95	25
Retail:	75	75
Hotel:	50	25
Other:	175	175
Total:	625	300



*Optionality to add two additional levels of office (17,000 per level)

DEVELOPMENT PLAN – LEVEL 1



- C CORNWORING
- D DROP OFF
- H HOTEL
- O OFFICE
- P PARKING DECK
- R RESIDENTIAL
- RETAIL
- 1 COURTYARD
- 2 PATIO
- 3 PLAZA
- 4 ROOF TOP AMENITY

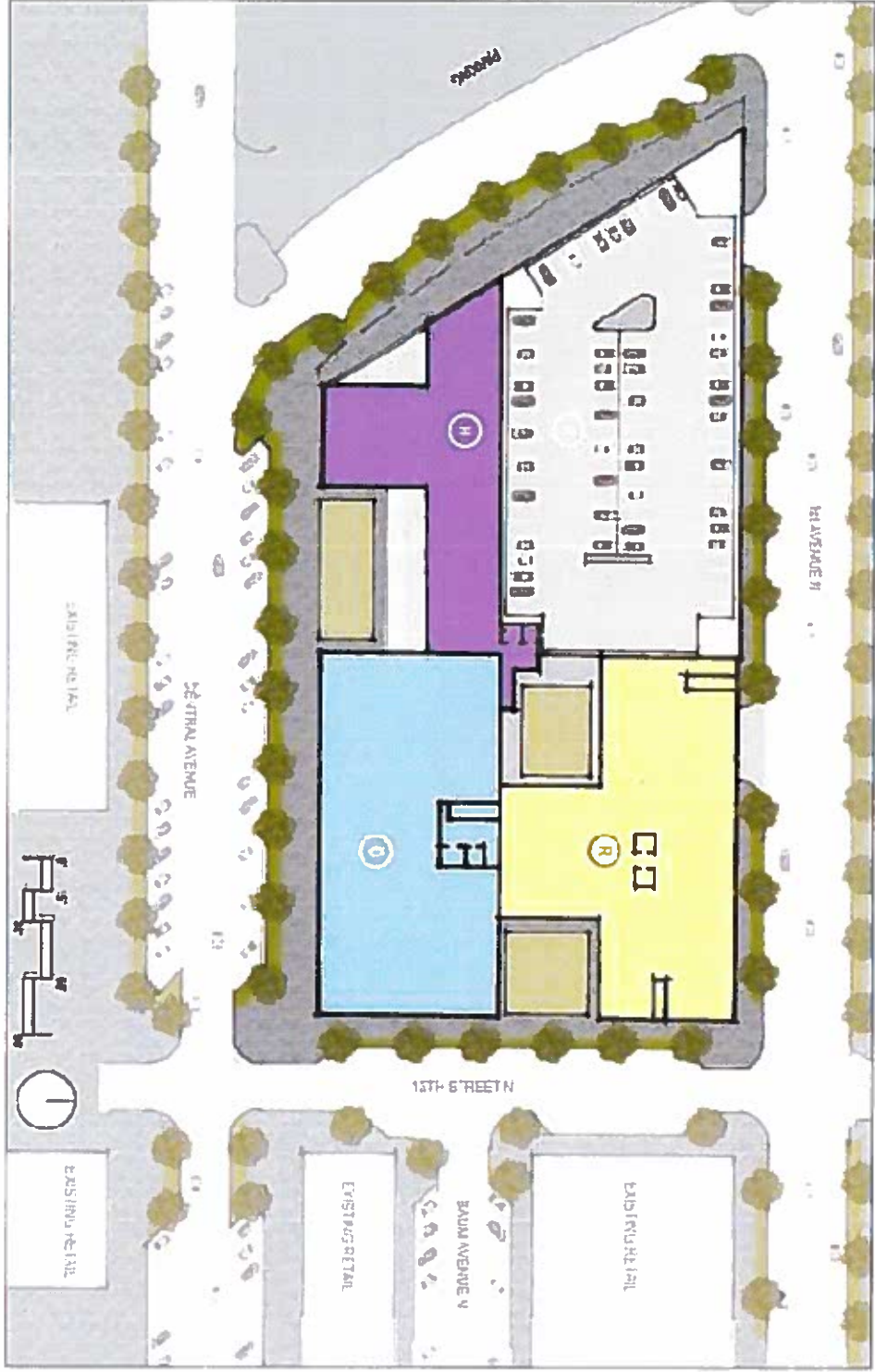
Level 1

DEVELOPMENT PLAN – LEVEL 2



Level 2

DEVELOPMENT PLAN – LEVEL 3-7



- 1 CORRIDOR
- 2 DROP OFF
- 3 HOTEL
- 4 OFFICE
- 5 PARKING DECK
- 6 RESIDENTIAL
- 7 RETAIL
- 8 COURTYARD
- 9 PATIO
- 10 PLAZA
- 11 ROOF TERRACE

Level 3-7

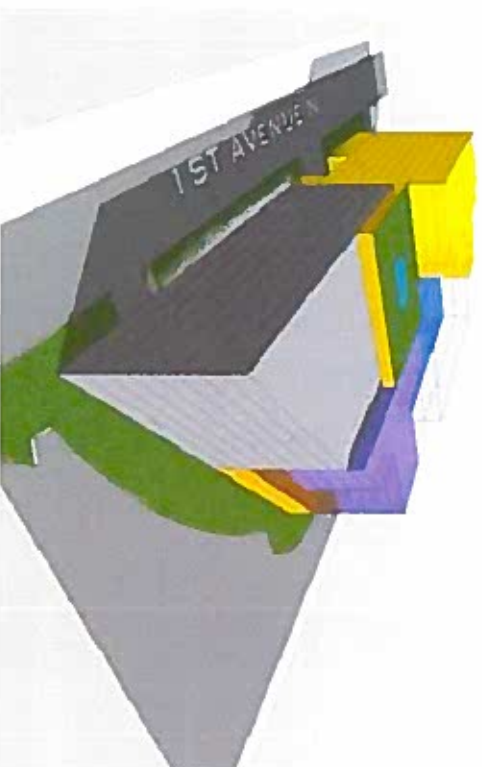
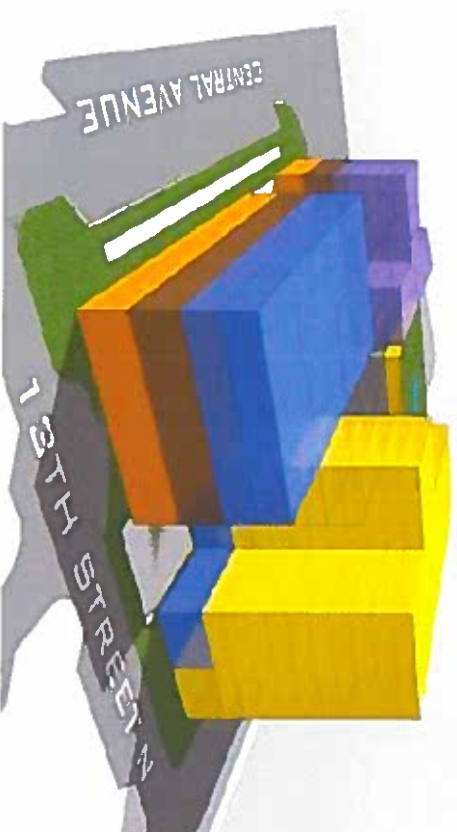
DEVELOPMENT PLAN – LEVEL 8-10



Level 8 - 10

- C CORP WORKING
- D DROP OFF
- H HOTEL
- O OFFICE
- P PARKING DECK
- R RESIDENTIAL
- P RETAIL
- 1 COURTYARD
- 2 PATIO
- 3 PLAZA
- 4 ROOF TOP AMENITY

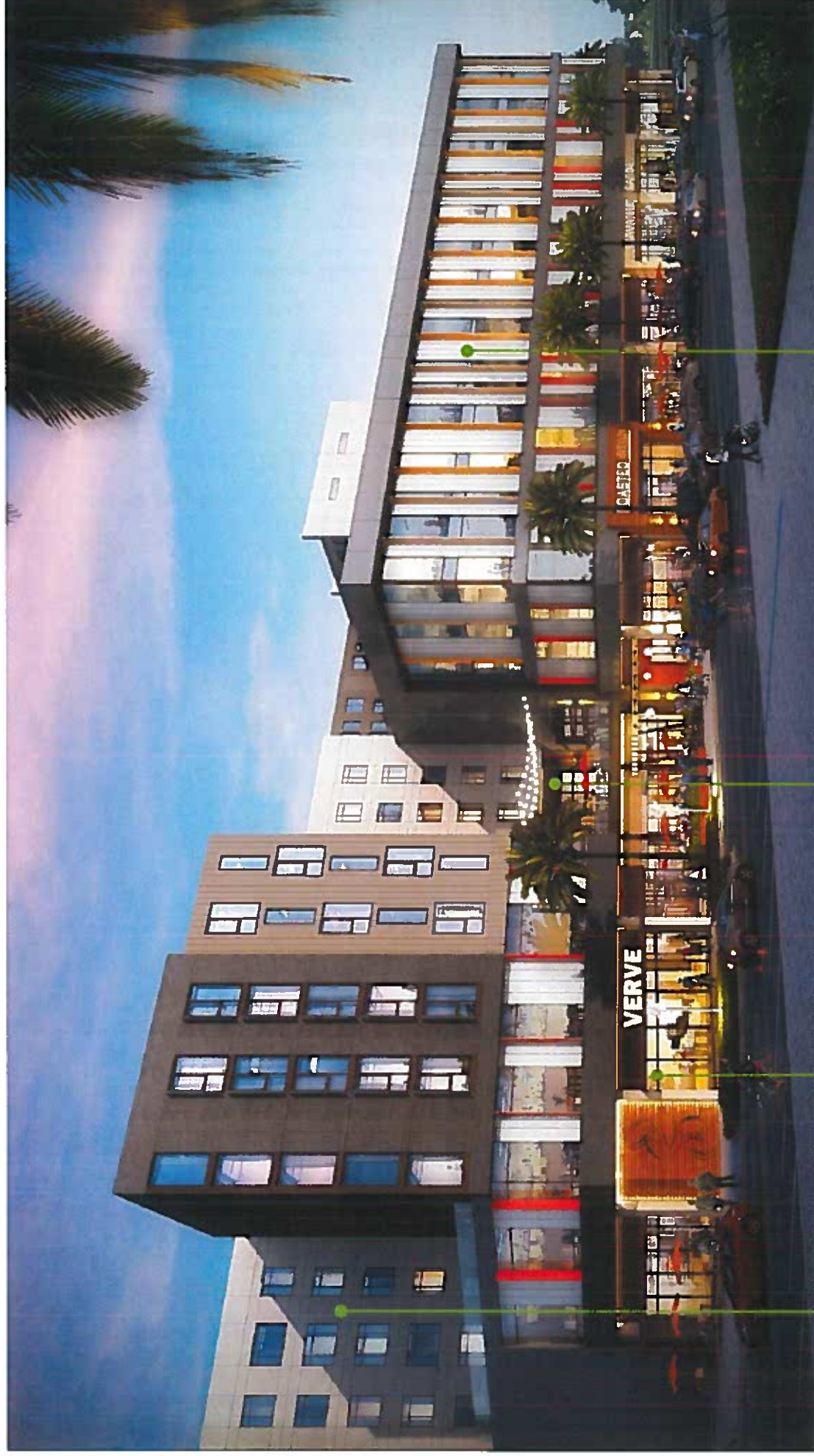
DEVELOPMENT PLAN – BUILDING MASSING



- RETAIL
- RESIDENTIAL
- CO-WORK
- HOTEL
- OFFICE
- PARKING
- ADDITIONAL OFFICE

*Optionality to add two additional levels of office shown (17,000 per level)

PROJECT RENDERING



85-ROOM
BOUTIQUE HOTEL

RESTAURANTS, RETAIL &
GALLERY SPACE ALONG
CENTRAL AVENUE

CO-WORK/OFFICE
TERRACE

60,000 SF CO-WORK/
OFFICE SPACE

PROJECT RENDERING



STREET PRESENCE OF LOCAL
RESTAURANTS AND RETAIL
ALONG CENTRAL AVENUE TO
ALIGN WITH THE EDGE PLAN

COMPLETE STREET DESIGN
ALONG CENTRAL AND 13TH

MAIN HOTEL AND OFFICE
ENTRANCE COURTYARD TO
TERMINATE BAUM FESTIVAL
STREET

200 APARTMENTS WITH
DOWNTOWN SKYLINE VIEWS

CONCEPT IMAGERY



- HIGH-TECH OFFICE SPACE
- MULTI-FUNCTIONAL LOBBY
- HIGH-END RESIDENCES
- LOCAL RESTAURANT SPACE
- TRENDY CO-WORK SPACE
- DESTINATION RETAIL
- INVITING PUBLIC SPACES
- PUBLIC PARKING
- COMPLETE STREETS DESIGN
- HIGH QUALITY BUILDING DESIGN



CLASS A LIVING



ARSENAL 201 – PITTSBURGH, PA



LIFT – OKLAHOMA CITY, OK

Residential Amenities (5,000-8,000 sf)

- Pool & Entertainment Deck
- Resident lounge and Community Kitchen
- 24 Hour Commercial Grade Fitness center
- Pet Park and Pet Wash
- Indoor Bike storage and Bike Repair
- Community Vegetable Garden
- Coffee bar + Coworking Space
- Outdoor Kitchen and Grilling Stations
- Maker's Room
- Valet Trash & Recycling Pickup
- Private Storage Rooms
- Dry Cleaning Drop-Off
- Private Conference Room
- Amazon Package Lockers



PINNEX – INDIANAPOLIS, IN



ANTHEM – OKLAHOMA CITY, OK



MM – INDIANAPOLIS, IN

- Interior Features
- Energy Efficient Washer & Dryer
 - Designer Plumbing Fixtures
 - Designer Light Fixtures
 - Energy Efficient Appliances
 - Quartz Countertops
 - Wood Style Floors
 - Open Concept Floorplans
 - Programmable Thermostat
 - 10-12' Ceilings
 - Large Windows
 - Walk-out Patio/Balconies
 - Walk-in Closets
 - Fiber Internet Ready Apartments
 - In-Wall USB Ports



VIM + VIGOR – MILWAUKEE, WI



MENTOR + MUSE – INDIANAPOLIS, IN



LIFT – OKLAHOMA

FINANCIALS



FINANCIAL ANALYSIS

Hard Costs		Stabilized Revenue and Expenses				
	SF	Revenue	Apartment	Commercial	Total	
Apartment	148,905	Revenue	\$5,178,968	\$4,333,872	\$9,512,840	
Commercial	87,500	Vacancy	(\$301,902)	(\$433,387)	(\$735,289)	
Hotel	55,250	Total Revenue	\$4,877,066	\$3,900,405	\$8,777,551	
Total	291,655	Expenses				
Land Purchase Price	\$6,600,000	Expenses	\$1,768,800	\$1,139,997	\$2,908,797	
Construction Costs		Net Operating Income	\$3,108,267	\$2,760,488	\$5,868,755	
Sitework	\$3,043,500	Unit Mix				
Residential	\$37,853,223	Unit Type	Units	Ratio	Avg. SF	
Retail	\$3,025,000	Studio	55	28%	533	
Tenant Improvements	\$3,775,000	1 BR	100	50%	712	
Hotel	\$8,287,500	2 BR	40	20%	1,046	
Office/Co-Work	\$7,800,000	3 BR	5	3%	1,300	
Parking	\$11,993,750	Total/Avg	200	100%	745	
Total Construction Costs	\$75,777,973					
Total Land & Hard Costs	\$82,377,973					
Soft Costs		Total Project Cost Summary				
Construction Management	\$990,812	Land Costs			\$6,600,000	
Furniture, Fixtures, & Equipment	\$450,000	Hard Costs			\$75,777,973	
Due Diligence	\$53,500	Soft Costs			\$16,150,812	
Applications & Permits	\$1,150,000	Financing Costs			\$770,362	
Legal	\$220,500					
Engineering	\$223,500	TOTAL PROJECT COSTS			\$99,299,146	
Architectural	\$2,699,619	Sources				
Accounting	\$5,000	Other Sources				
Finance	\$809,734	Parking Garage TIF			\$6,000,000	
Tax, Insurance & Utilities	\$946,271					
Marketing	\$147,450					
Commercial Marketing	\$1,024,800					
Other Development Costs	\$35,500	Debt Financing			\$64,544,445	
Warranty & Reserves	\$0	Equity			\$34,754,701	
General Overhead	\$3,543,250	Equity Reserves			\$50,000	
Contingency - Hard Costs	\$3,374,524	Total Sources			\$99,349,146	
Contingency - Soft Costs	\$476,352					
Total Soft Costs	\$16,150,812					

PROJECT DETAILS & TERMS

LAND PURCHASE

Milhaus will lease the land from the city for \$1 per year during development and construction, which is planned to be a 34-month period. Immediately after construction, estimated to be April of 2022, Milhaus will purchase the land for the land value at \$6.6M. The project has been designed to be successful with or without the adjacent CSX land, based on the difficulty of negotiations with CSX.

FINANCIAL UNDERWRITING

The site is located within an Opportunity Zone (OZ). Milhaus recently closed its first OZ project in Q1 2019 and is currently working on it's second, slated to close later this year. Milhaus is familiar with the deal structuring and requirements related to Opportunity Zone projects.

PLAN DETAILS

Milhaus believes the proposed plan integrates into the existing fabric of St. Petersburg, while filling a gap that currently exists along Central Avenue at the 1300 block. It also aligns with the plans and strategies set forth by the city. This includes the Edge Plan which has been reviewed and is specifically addressed with the two outdoor plazas created along Central Ave and 13th St. The Grow Smarter Strategy has been addressed by providing jobs, housing, office space for entrepreneurial growth, and gallery space which provides a destination for culture and community.

The financial underwriting for this project includes 15 workforce (80%-120% AMI) and affordable (80% or less AMI) housing units. Milhaus is also aware that the city has \$6M available for a public parking garage, which is included in the underwriting of this project. There are 300 public parking spaces included in the plan, which are available at market rate 24/7.

Milhaus also plans to address the Executive Orders 2017-01 and 2018-04 through sustainable initiatives like shared parking, encouragement of multi-modal transportation, and the utilization of high quality, energy efficient materials and fixtures throughout the project.

Construction Costs

Use	Gsf	\$/sf	Total
Stework	90,211	\$33.74	\$3,043,500
Residential	179,404	\$210.99	\$37,853,223
Retail	2,500	\$110.00	\$3,025,000
Hotel	55,250	\$150.00	\$8,287,500
Office/CoWork	60,000	\$130.00	\$7,800,000
Parking	211,875	\$56.61	\$11,993,750
Total	534,029	\$134.83	\$72,002,973

ECONOMIC IMPACT

The proposed project is currently estimated at almost \$100M, which will provide a significant impact on the tax base. Not only will it provide St. Pete residents with housing, retail, and office, but it will also provide jobs, both temporary and permanent. During construction, the project is estimated to provide approximately 550 construction-related jobs. Once the project is constructed and stabilized, it is projected to provide 167 full-time jobs. Milhaus will work with the City's Workforce Development Team to hire individuals for construction and permanent jobs related to the completion of the project. We will also encourage the inclusion of businesses participating in the city's Small Business Enterprise Program during the design, development and construction of the project.

AFFIRMATIVE STATEMENT

Milhaus is not party to or affected by any litigation, administrative action, investigation or other governmental or quasi-governmental proceeding which would or could have an adverse effect upon the Property or upon the ability of Milhaus to fulfill its obligations under any agreement relating to this RFP, and there are no lawsuits, administrative actions, governmental investigations or similar proceedings pending or, to Milhaus' knowledge, threatened against or affecting Milhaus' interest herein.

THANK YOU.

HELLO

EXHIBIT A: MILHAUS PORTFOLIO

BUILT PHASE 1
451 EAST MARKET STREET

ARTISTRY

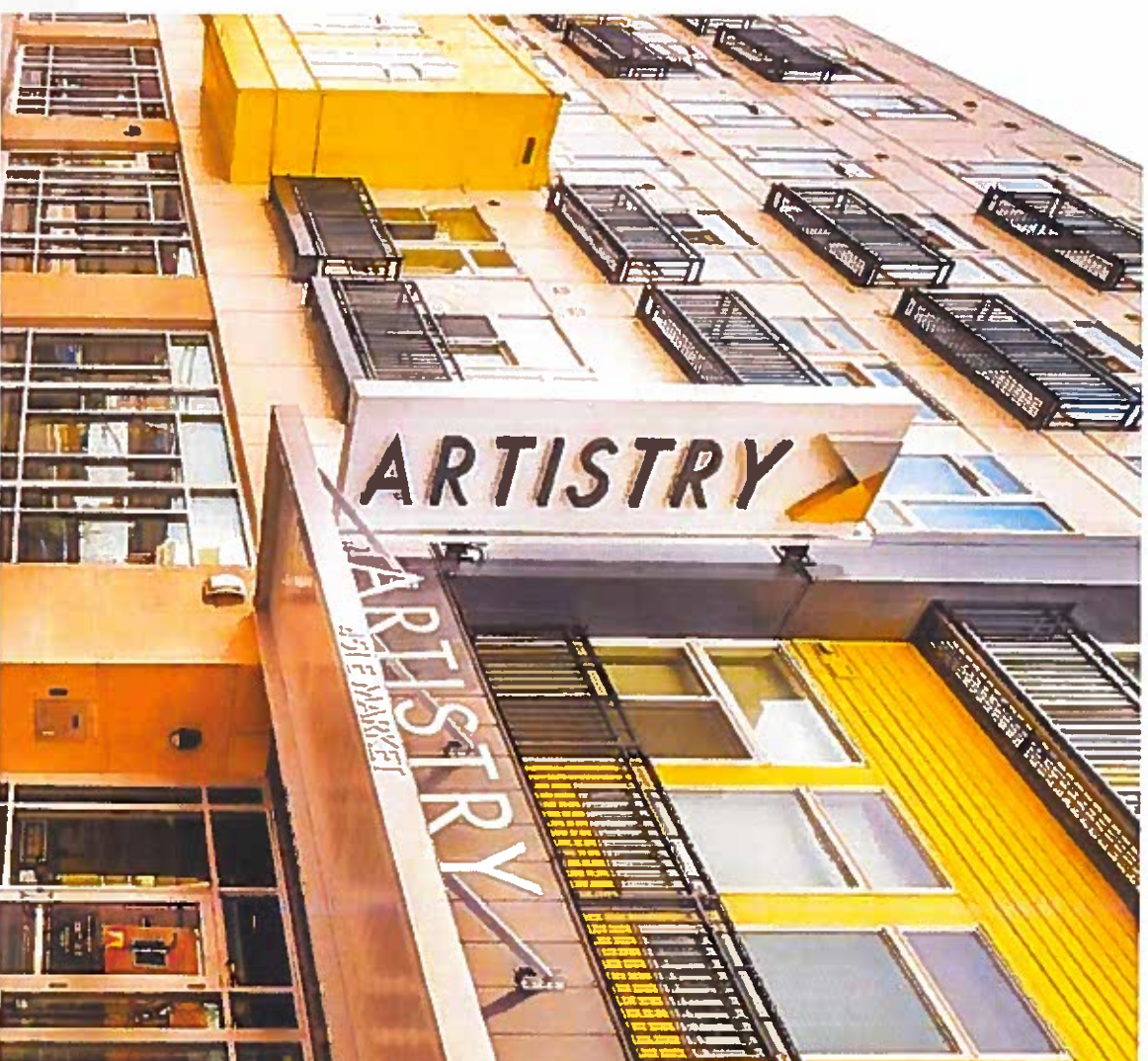
STABILIZED

RESIDENTIAL: 258 APARTMENTS

COMMERCIAL: 40,800 SF

The first of three phases on six acres in downtown Indianapolis, the Bank One Operations Center redevelopment began with the transformation of the existing two-story structure into a five-story icon of mixed-use development.

Parking is provided within the building and in a parking garage across Market Street to the north. Three stories of apartments were added to the heavily reinforced structure. The strength of the existing building supports the rooftop deck area and swimming pool, all overlooking the downtown skyline.



ARTISTRY





BUILT PHASE 2 & 3
451 EAST MARKET STREET

ARTISTRY- INDIANAPOLIS

STABILIZED

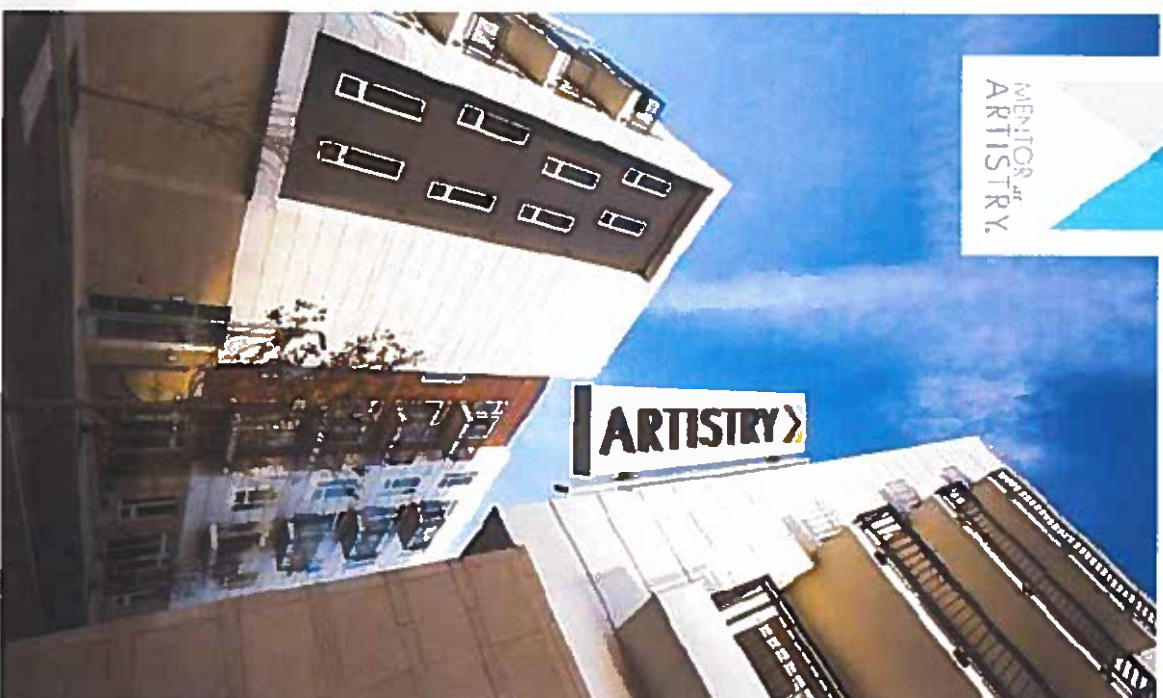
RESIDENTIAL: 296 APARTMENTS

COMMERCIAL: 19,900 SF

The second phase of Milhaus' Artistry project in downtown Indianapolis features two contemporary five-story mixed-use buildings. Constructed as LEED-certified, this project was developed with a focus on sustainable building practices and eco-conscious design. Space is planned for multiple types of commercial users. West facing residential units overlook the city's skyline.

Mosaic, the third phase of the Artistry campus, was built upon a narrow strip of ground between Market Street and an existing parking garage adding 54 units to the Market East District.

Mosaic represents Milhaus' creative approach to land use by creating an active use on a site otherwise considered useless. The project is LEED-certified and features progressive design from unit layouts to exterior materials.



ARTISTRY







2705 MCGEE TRAFFICWAY

GALLERIE

LEASE-UP

RESIDENTIAL: 361 APARTMENTS

COMMERCIAL: 7,100 SF

Located at the convergence of two well-established urban neighborhoods, Union Hill & Longfellow, and only blocks away from Halmark's Crown Center, Gallerie is a 5.3 acre mixed-use development is an urban oasis that appeals to a wide array of users.

Defined by a series of public and private outdoor spaces and timeless contemporary architecture, this is truly a mixed-use development with rental apartment homes, neighborhood retail, a 400+ space parking garage and a second phase of for-sale townhomes and larger condo-style apartments.

Gallerie has the first 'Blue Roof' in Kansas City, designed to store up to 1.5" of stormwater on the roof and reduce stormwater runoff. The project added new sidewalks, bike lanes, 160+ public trees, new LED Streetlights and a public pocket park and amphitheater to this great urban neighborhood.



GALLERIE







3922 FOSTER STREET

ARSENAL 201

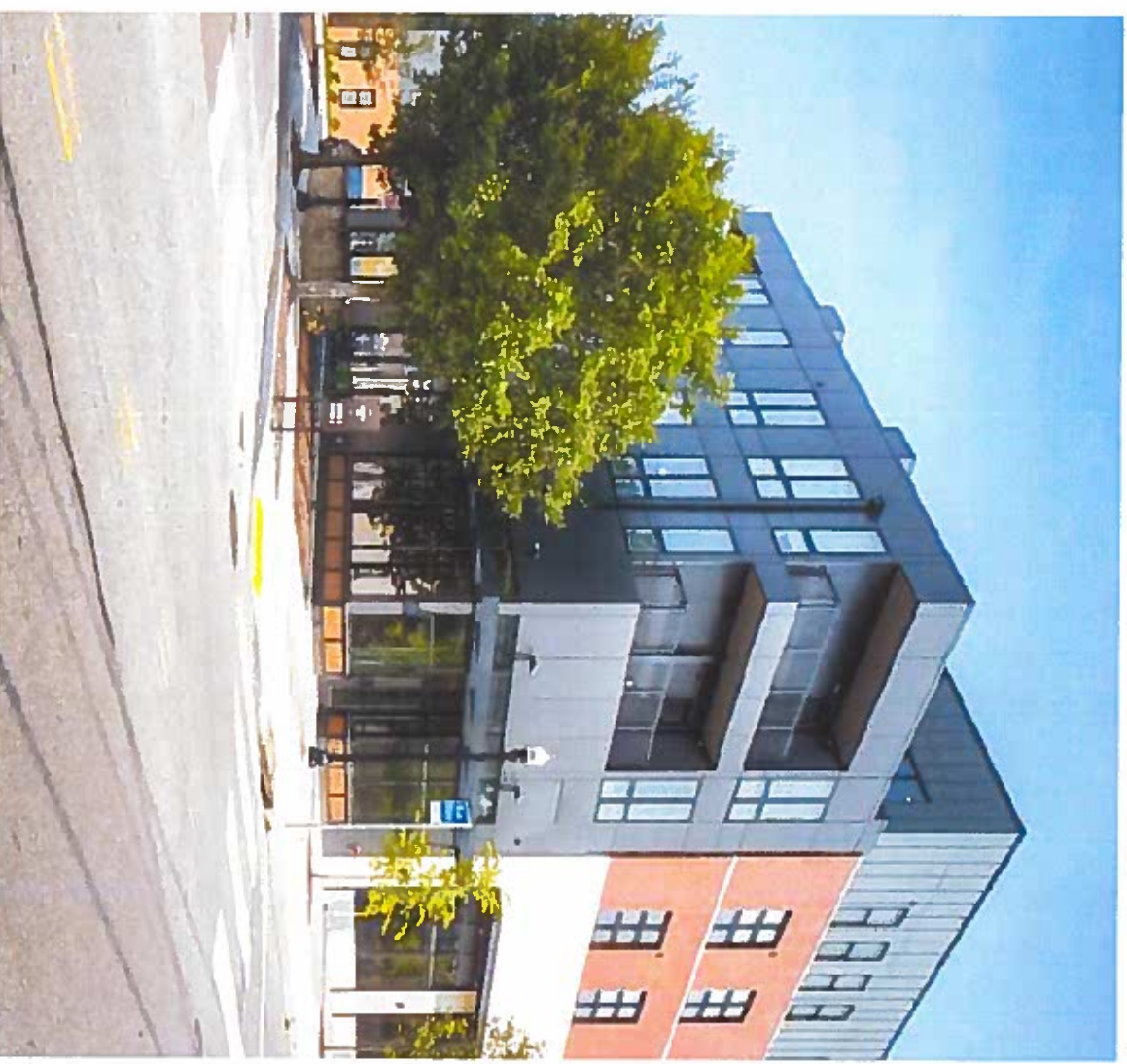
LEASE-UP

RESIDENTIAL: 243 APARTMENTS

COMMERCIAL: 19,000 SF

Located in Lawrenceville along Butler Street – a thriving retail corridor with creative restaurants, bars, and boutiques. This project bridges the gap between Lower and Central Lawrenceville with 19,000 SF of new street retail. Just 2.5 miles from Pittsburgh's CBD, Arsenal residents have skyline views from their apartments and common spaces.

Centered along a new pedestrian path that stretches from Butler Street to the railroad tracks, residents will enjoy numerous amenities including a fitness center, pool and more. Milhaus is also under development on an adjacent second phase project, which will add up to an additional 350 units to this urban enclave.



LAURENCEVILLE

ARSENAL —201—

Fall 2018







6006 FLORIDA AVENUE

HITE

LEASE UP

RESIDENTIAL: 81 APARTMENTS

COMMERCIAL: 7,200 SF

CAPITAL PROVIDERS: HUMPHREY'S FUND

LENDER: GREAT SOUTHERN BANK

Located in Seminole Heights, arguably one of the hottest restaurant neighborhoods in Tampa, the 81-unit project consists primarily of studios and one-bedroom units.

HITE is the first market-rate new construction project in the neighborhood and is just steps away from some of the top restaurants in the city.

There is a mix of parking for residents: both covered and surface vehicular parking, motorcycle parking spaces, and bike parking spaces. The first floor of the building consists of structured parking, retail space and the lease office, with four floors of residential above.





1601 CENTRAL AVENUE

ARTISTRY - ST. PETE

CONSTRUCTION

RESIDENTIAL: 246 APARTMENTS

COMMERCIAL: 11,000 SF

CAPITAL PROVIDERS: FRONTRANGE CAPITAL PARTNERS
LENDER: REGIONS BANK

Located in the Grand Central District just 10 blocks from downtown St. Petersburg, Artistry St. Pete is a 6-story mixed-use project with 246 apartment units and approximately 11,000 SF of retail space along Central Avenue.

The property includes a pool courtyard, resident lounge, makers' space, co-working space, fitness center, leasing office, dog park, and rooftop terrace. The site is situated on Central Avenue, the main corridor that runs from downtown St. Pete to the beaches and is home to some of the best restaurants, bars, and shops in the city.



ARTISTRY.

ARTISTRYSTPETE.COM

EXHIBIT B: DWELL DESIGN STUDIO PORTFOLIO



Firm Profile

Dwell Design Studio is an Architecture, Planning, Interiors and Environmental design firm practicing nationally from our offices in Atlanta, GA and Washington, DC. Our firm's primary project types are Residential, Mixed-Use, Retail and Commercial Office. Our Residential studio handles all types of projects ranging from custom Single Family to Multi-Family low-rise, mid-rise, high-rise, urban-infill, mixed-use, and market rate senior, student and affordable housing communities.

Our focus is to provide exceptional client service by understanding your target market, providing quality design documents, and designing an environmentally friendly project within established budgets and aggressive schedules that can and will be achieved on time. Dwell Design Studio has an established approach that is cost conscious and focuses on open communication between all disciplines in an effort to deliver your projects both on schedule and within budget. This approach provides you with the assurance that all phases of the project, from the pre-development phases through post-construction evaluation phases of your project will be of great success.

Owner: Jason Shepard, AIA, CEO
Number of Principals: 13
Number of Associate Principals: 3
Number of Employees: 120

AWARDS

US Design and Development
Gold Award Winner: Avalon

Georgia ACI
Mixed Use First Place: Avalon

Association of Builders and Contractors
Award of Excellence 2016: The View at Coolray Field

Wood Works
Wood Design Award 2016

Hardie Design
The Brooklyn

AIA
Residential Award 2015 | 2016

Similar Projects

MONROE & 10TH

Atlanta, GA

Type of Service Rendered: Architecture

Structure:

5-Story, Type IIIA over basement, wood frame with podium and cast in place concrete parking deck and Type I Concrete High-rise.

Occupancy Type:

Residential, Hospitality, Retail and Storage

Client/Developer:

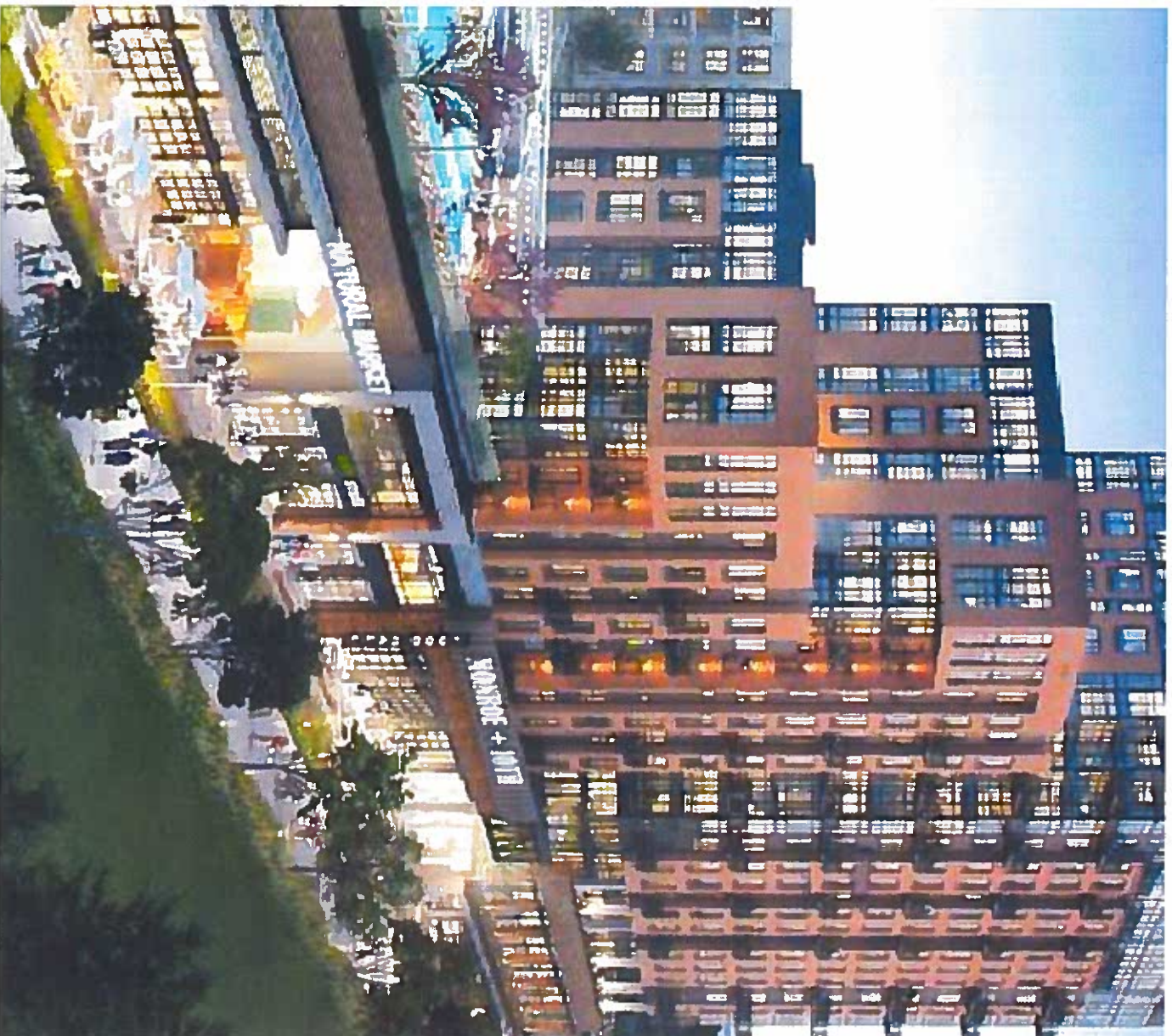
Fuqua Development & Greystar

Program:

300 Mixed-Income Residential Apartment Units, 2,000sf Leasing Office, 10,000sf Amenity Area, 20,000sf Retail, Food Hall and 25,000sf Grocery, Rooftop Amenity and courtyards and 200 Bed Hotel.

Date of Completion:

TBD



Similar Projects

1781 PEACHTREE

Atlanta, GA

Type of Service Rendered: Architecture

Structure:

Nine story steel and concrete "Epicore-like" structured high-rise residential project and 4 level parking deck.

Occupancy Type:

Residential and Storage

Client/Developer:

Perennial Properties

Program:

254 Market Rate Apartment Units, 10,000 s.f. Commercial Office, 8,000 s.f. Retail Shell and a 4 level poured in place concrete parking deck. Unit designs will include a total of 8 base unit types with required variations based on skin conditions. Amenity spaces will consist of 7,500 s.f. Clubroom/Fitness, Leasing office and exterior pool courtyard set over the elevated concrete podium slab.

Date of Completion:

2020



Similar Projects

TAMPA BAY ONE

Tampa, FL

Type of Service Rendered: Architecture

Structure:

5-Story, Type IIIA wood frame over two level, Type IA, concrete podium and wrapped around Precast Concrete Parking Deck. Retail includes large scale Grocery, Commercial Retail and Restaurants, Stand alone Jewel Box Retail, 250,000sf Commercial Office and Separate 1,100 space Parking Deck and Type I Concrete Hinse.

Occupancy Type:

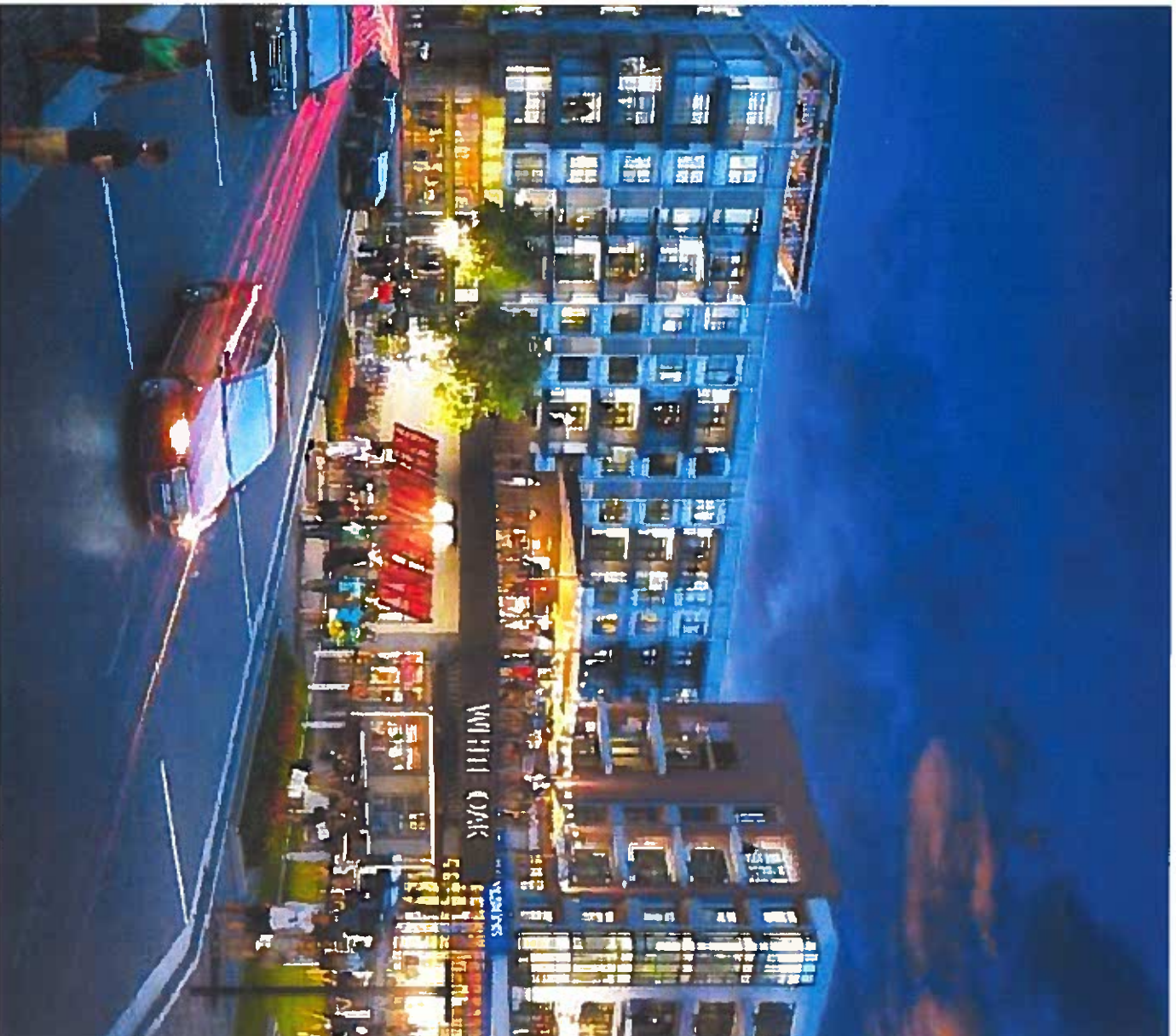
Residential, Commercial Office, Retail and Storage

Program:

390 Residential Apartment Units, 585 Parking Spaces, 25,000sf Grocery, 20,000sf Retail, Leasing Office, 12,000sf Amenity Spaces; Gym, Club Room, Spa, Pool Courtyard and others.

Date of Completion:

TBD



Similar Projects

KANSAS CITY - MIXED USE Kansas City

Type of Service Rendered: Architecture

Structure:

Residential: 5-Story, Type IIIA wood frame over concrete podium and wrapped around Poured in Place 2 level Concrete Podium Parking Deck with 1 level Basement Parking

Occupancy Type:

Residential, Retail and Storage

Client/Developer:

Milhaus Development

Program:

200 Residential Apartment Units, 300 Parking Spaces, 10,000sf Grocery Store, 5,000sf Restaurant, Leasing Office, Amenity Spaces and 150 Key Hotel

Date of Completion:

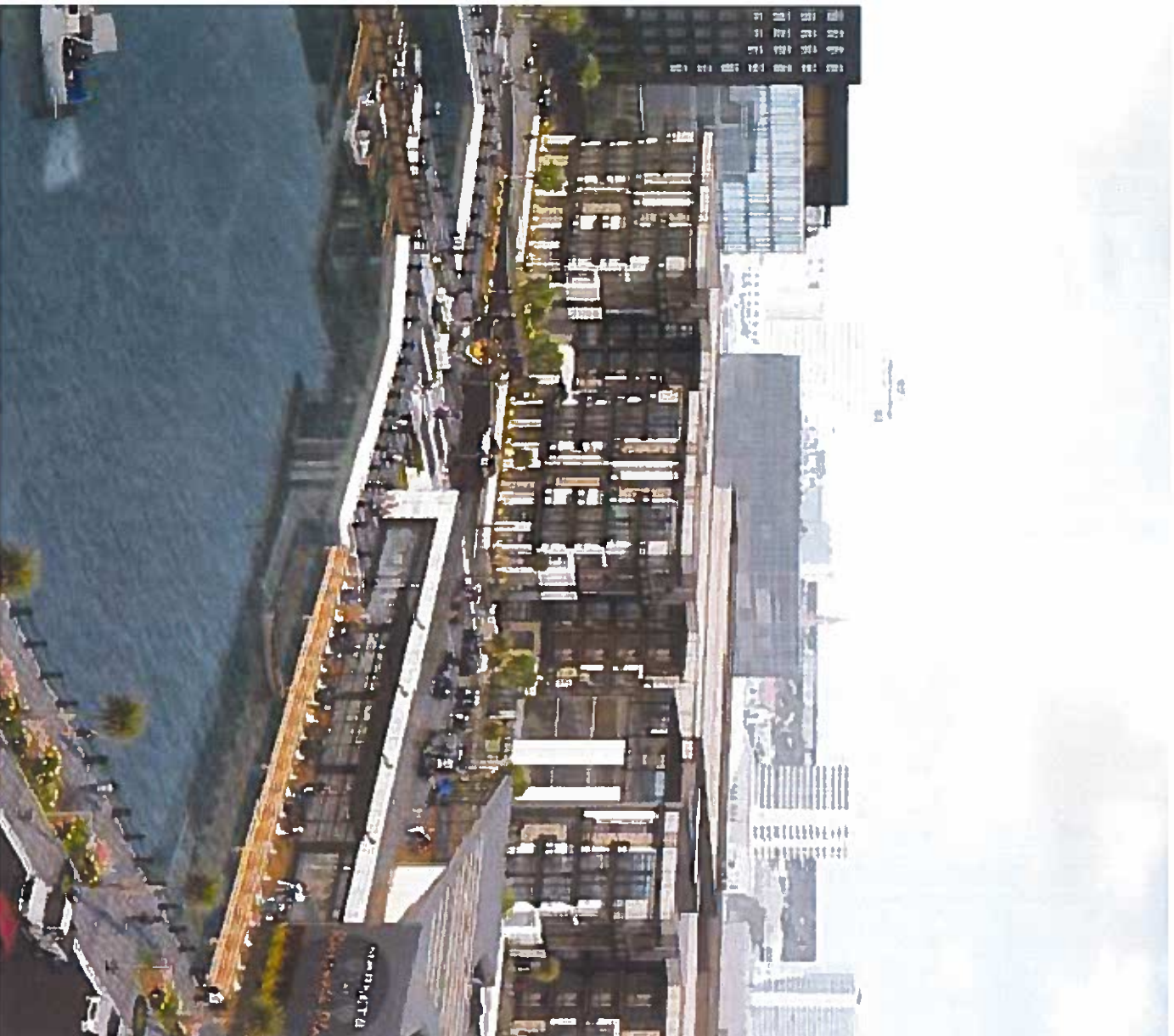
TBD



Similar Projects

JAX SHIPYARDS

Jacksonville, FL



Type of Service Rendered: Architecture

Structure:

5-Story Residential, Type IIIA wrapping a precast concrete parking deck, Type 1A Hotel Construction and Type IIA Food Hall

Occupancy Type:

Residential, Retail, Hotel and Storage

Client/Developer:

DeBartolo Development

Program:

347 Residential Apartment Units, 15,000sf Food Hall, 12,000sf Amenity Spaces, Pool Courtyards and Landscaped Plazas, Hotel 150 Keys

Date of Completion:

TBD

Similar Projects



HOWELL MILL & 14TH Atlanta, GA

Type of Service Rendered: Architecture

Structure:

Residential: 5-Story, Type IIIA wood frame over concrete podium and wrapped around Precast Concrete Parking Deck.

Hotel: Type I Concrete Hirise.

Occupancy Type:

Residential, Retail, Hospitality and Storage

Program:

330 Residential Apartment Units, 650 Parking Spaces, 28,000sf Retail, Leasing Office, Amenity Spaces and 150 Key Hotel

Date of Completion:

TBD

Similar Projects

STAR METALS

Atlanta, GA

Type of Service Rendered: Architecture

Structure:

Type 1A with podium and precast concrete parking deck

Client/Developer:

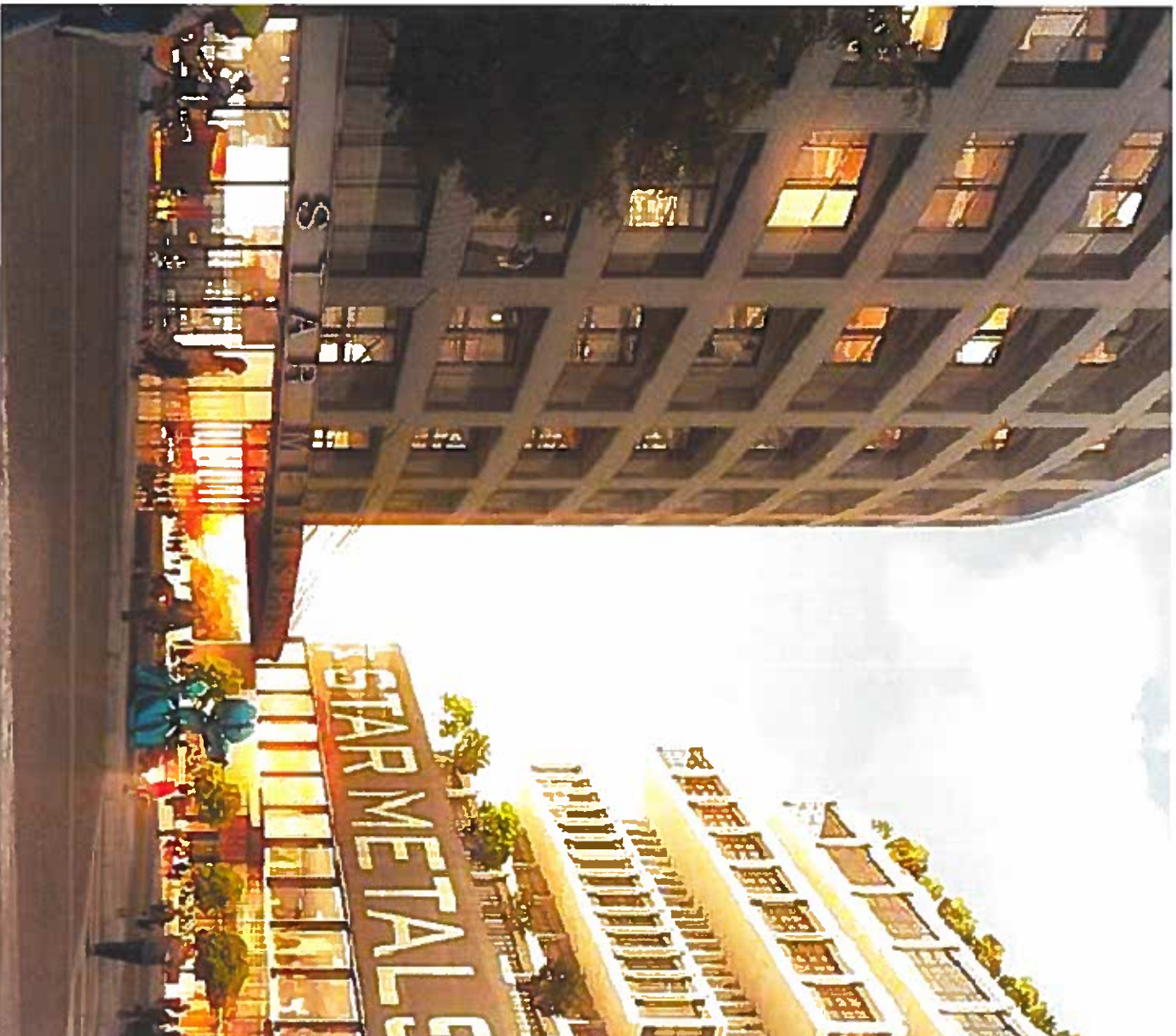
Allen Morris

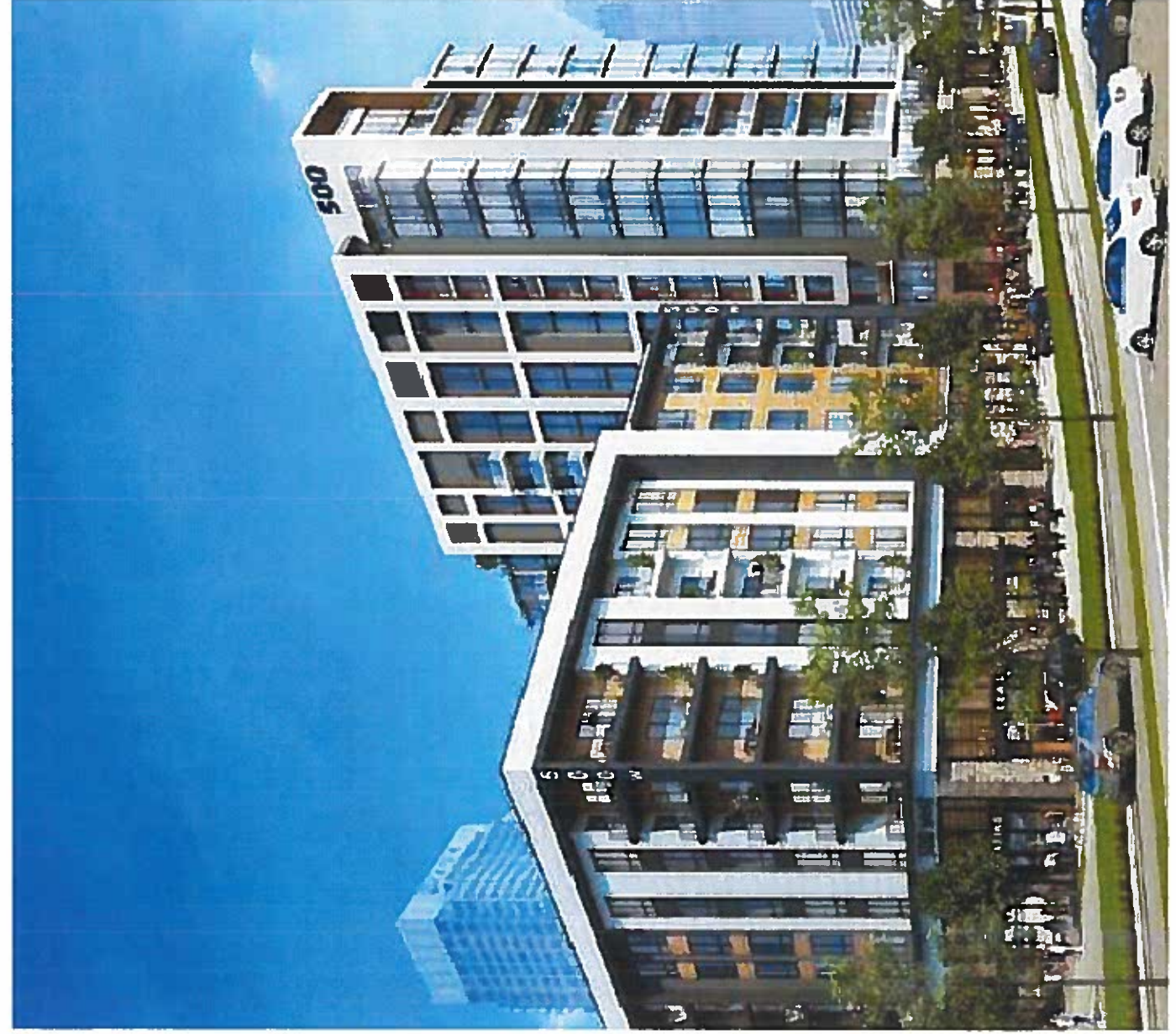
Program:

409 Residential Apartment Units, 15,000sf Retail, 15,000sf Amenity Spaces, Pool Courtyards and Landscaped Plazas.

Date of Completion:

Summer 2020





Similar Projects

500 WEST TRADE

Charlotte, NC

Type of Service Rendered: Architecture

Structure:

5-Story Type 3A over basement, wood frame with podium and precast concrete parking deck and Type 1A Concrete Hinise.

Occupancy Type:

Residential, Retail and Storage

Client/Developer:

Northwood Ravin

Program:

354 Residential Apartment Units, 404 Parking Spaces, 2,500 s.f. Leasing Office, 10,000 s.f. Amenity area with pool, 3,000 s.f. Retail and 4,000 s.f. Restaurants.

Date of Completion:

Spring 2020

JASON SHEPARD, AIA CEO

Jason R. Shepard received his Bachelors in Architecture from Kansas State University. Mr. Shepard is a registered architect in the State of Georgia, Texas, North Carolina, South Carolina, Florida and Tennessee. He is a member of the American Institute of Architects, National Multi-Housing Council, International Code Council, and is a LEED certified professional. Mr. Shepard has spent the last 16 years establishing himself as an expert and leader in the Multi-family industry. He has been involved with low, mid and high-density residential, multifamily projects throughout the United States. His experience ranges from Student Housing, Garden Apartments, Affordable Housing, Mid-density Urban Infill, High-density Highrise and Mixed-Use projects. In addition to his residential experience, Mr. Shepard has been involved with Office, Hospitality, and Retail projects. Mr. Shepard is the Chief Executive Officer and Director of Multi-Family Housing for our firm.

AFFILIATIONS

American Institute of Architects, (AIA)
National Council of Architectural Registration Boards, (NCARB)
National Multi-family Housing Council, (NMFHC)
Urban Land Institute, (ULI)

EXPERIENCE

Multi-Family/Mixed Use:

Crescent Westshore - 340 Residential Units, 51 million
Crescent Perimeter - 320 Residential Units, 50 million
Crescent Riverwalk - 394 Residential Units, 52 million
The Haven at Avalon - 250 Residential Units over 140K Retail, 90 million
Avalon (Phase II) - 279 Residential Units over 65K Retail, 80 million
The Brady - 290 Residential Units over 10,000 SF Retail, 36 million

Decatur Avondale T.O.D. - 264 Residential Units, 23K Retail & MARTA transfer station

Apollo Ascend - 786 Residential Units, 124 million
Westside Parkway - 111 Residential Units, 18 million
Crescent Westshore - 340 Residential Units, 51 million
Crescent Perimeter - 320 Residential Units, 50 million
Pearl Washington - 322 Residential Units, 48 million
Uptown at St. Johns - 244 Residential Units, 24 million
The Point on Scott (Phase I) - 250 Residential Units, 30 million
The Views at Coolray Field - 210 Residential Units, 22 million
Broadstone Hyde Park - 265 Residential Units, 32 million
Broadstone Seaside - 294 Residential Units, 21 million
Broadstone Springs - 230 Residential Units, 30 million
TCR Glenwood - 216 Residential Units, 30 million
Accent Waterworks - 181 Residential Units, 18 million
Accent North Druid Hills - 310 Residential Units, 35 million
290 MLK - 325 Residential Units, 36 million
120 Dartmouth - 190 Residential Units, 26 million
The Brooklyn - 310 Residential Units, 28 million
1781 Peachtree Rd, Atlanta, GA – 12 Stores, 256 Residential Units, 7 K Retail, 11 K Office
Howell Mill & Brady, Atlanta, GA – 9 Stores, 411 Residential Units, 15K Retail

Student Housing Apartments

University of Louisiana at Monroe - 1200 Residential Units, 146 million*
Virginia State University - 334 Residential Units, 32 million*
University South Carolina Upstate - 160 Residential Units, 20 million

* Designated projects represent professional experience gained while with another firm.

JAY SILVERMAN

Managing Principal

Jay Silverman received his Bachelor of Architecture degree from The University of Tennessee. He is a dynamic team-oriented Architect with strong leadership skills, a commitment to design excellence, sustainability and urbanism combined with experience in all aspects of a project, from client development and marketing through completion. Jay has over 20 years of experience in master planning, design, construction documents, project management, and construction administration for a variety of project types. He has worked with City of Atlanta and several Housing Authorities including Atlanta Housing Authority and the Beltline on several projects.

AFFILIATIONS

National Multi-family Housing Council, (NMHC) - President 2014,
President Elect 2013
Urban Land Institute, (ULI) - Technical Assistance Committee, mTAP
Program Director 2012

DESIGN AWARDS

Décor Modern Design Competition - Finalist professional category
2011 Design Excellence Award, Georgia Chapter of the ASID
Silver Award - Corporate Under 10,000 Square Feet - Solace on
Peachtree

EXPERIENCE

Master Planning:

Lindbergh District Master Plan - Mixed-use master plan for mid-rise & high-rise*
University of North Carolina at Greensboro - Mixed-Use Housing
Village 420,000sf**
Chosewood Park Neighborhood Master Plan - 40-acre mixed-use master plan*

Multi-Family/Mixed Use:

Avalon (Phase II) - 279 Residential Units over 65K Retail, 80 million
Dacatur Avondale I.O.D. - 264 Residential Units, 23K Retail & MARTA
transfer station
1781 Peachtree Rd, Atlanta, GA - 12 Stories, 256 Residential Units, 7
K Retail, 11 K Office
Howell Mill & Brady, Atlanta, GA - 9 Stories, 411 Residential Units,
15K Retail
Crescent Perimeter - 320 Residential Units, 50 million
Seventh on Peachtree - 9 level, 22 unit luxury for-sale boutique hirise*
Crescent Music Row - 310,000 SF \$37 million, 276-unit luxury apts*
Crescent Central Station - 324,000 SF \$38 million luxury apartment*
AML West Town - 418,000 SF, \$35 million, 349 units and 25,500 SF
commercial*
Skyline at Lindbergh - 410,000 SF, \$60 million highrise, 215 units &
13,600 SF retail*
LaFayette Sustainable Housing, LaFayette Housing Authority, GA
-Thirty units of sustainably designed, affordable rental apartments.
\$5.5m Targeting LEED-H Silver Certification
Village Green Sustainable Housing for the Northwest Georgia Housing
Authority, Rome, GA. - 10 units Enterprise Green Communities Certifi-
cation. 14,100 s.f. \$1.5 million
Senior Apartments Common Area Improvements Atlanta, GA - Exte-
rior improvements, renovations and common area design of senior
apartment communities for the Atlanta Housing Authority - Project
Manager, Lead Designer
Barge Road High-rise - \$978,003, Marietta High-rise - \$976,030,
Marian Road High-rise - \$1 million, Hightower Manor High-rise -
\$941,499, Juniper and 10th High-rise - \$633,693,
Westminster Apartments - \$509,898

*Designated projects represent professional experience gained
while with another firm.

VENKY BABU, AICP, LEED AP

Principal, Planning and Design

Venky Babu received his Bachelors Degree in Architecture from Bangalore University and Masters Degree in Planning from University of Cincinnati. Venky has over 20 + years of international experience in master planning and design of mixed use, multifamily, green communities and urban design projects. He has significant experience in leading multi-disciplinary teams and projects to address complex development and design issues in realizing projects successfully. His experience includes: Garden Apartments, Mid & Hi-Rise Apartments/Condos, Mixed Use Projects, Hotel, TODs, Planned Communities, Office, Retail/Malls, Institutional/Civic Buildings.

He has successfully created sustainable, vibrant and hi-energy environments. He brings strong design skills, innovative ideas / approach and ability to bring synergy to integrate buildings with its infrastructure and cultural and surrounding context.

EXPERIENCE

Master Planning

Johns Creek Mixed Use- 55 acres master plan

McGinnis Ferry Mixed Use - 50 acres master plan

Northhills Mixed Use - 20 acres

Brar Patch - Dahleonega - 1800 acre green community*

Riverdale Town Center, Riverdale - 300 residential units, 40 town-

homes, 35,000 Retail, City Hall, Community Center, 80 bed Hotel and public plaza*

Lindberg Mixed Use, Atlanta - 25 acre site with 1400 residential units,

40,000 retail, 60 townhomes*

Montgomery Mixed Use, Montgomery - 90 Senior housing units,

50,000 retail, 15,000 office, 115 town homes, 700 residential units

Johnson Ferry Mixed Use - 200 Senior Housing units, 100 town

homes, 100,000 SF retail, 600 residential units.*

Multi-Family/Mixed Use:

The Commonwealth, Raleigh - 386 units

Stadium Walk, Atlanta - 335 units

Glenwood, Atlanta - 25,000 Retail, 280 units

Lindberg Mixed Use, Atlanta - 25 acre site with 1400 residential units,

40,000 retail, 60 townhomes*

MAA Towers - Hi-Rise Condos & 150,000 SF Office and 200 bed

Hotel*

Ramky Towers - 1800 units (4 towers) and 30,000 SF club house*

Commercial/Retail:

DMZ Mall - 1,000,000 SF Mall*

KSTC Office and Convention Facility - 35,000 SF office, 500 seat

Auditorium and 100 seat Seminar Hall*

Student Housing

Speelman Dorms, Atlanta - 370 bed student dorms*

Clark Atlanta, Dorms - 3 buildings - Renovation*

**Designated projects represent professional experience gained while with another firm.*

RYAN MILLER

Principal, Retail Mixed Use

Ryan Miller received his Masters of Architecture from Clemson University, and is a registered Architect in Georgia, Virginia, North Carolina, and South Carolina. The Managing Principal in charge of our Retail Studio, he has 20 years of experience in various project types with an emphasis on the design of retail projects, both renovation and new construction, from single tenant upfits to large shopping centers. Ryan also has significant experience in multifamily housing and restaurant design, making him an important asset to the mixed use experience of our firm. He is particularly well versed in all aspects of design, planning and building coordination issues, and focuses on helping clients envision possible projects, as well as exploring alternative solutions for them

AFFILIATIONS

American Institute of Architects (AIA)
National Council of Architectural Registration Boards (NCARB)
National Multi-Family Housing Council (NMFHC)

EXPERIENCE

Retail :

Holcomb Connexion - 100,000sf Retail Facade Renovation/Reposition
Brennan Station - 137,000 s.f. Retail Facade Renovation / Reposition
Hope Valley Square - 42,000 s.f. Facade Renovation and Tenant Infill
The Promenade at Northwoods - 250,000 s.f. Retail Facade Renovation / Reposition
Pinecrest Plaza - 280,000 s.f. Retail Facade Renovation / Reposition
University Marketplace - 180,000 s.f. Retail Renovation
The Avenue Forsyth - 500,000 s.f. Lifestyle Center*
North Logan Commons - 545,000 s.f. Power Center*
Barrow Crossing - 475,000 s.f. Power Center*
The Avenue Webb Gin - 600,000 s.f. Lifestyle Center*

Cameron Village - 480,000 s.f. Lifestyle Renovation*
Hanover Square South - 350,000 s.f. Power Center*
Design Review / Tenant Coordination - Cousins Retail Portfolio*
Design Review / Tenant Coordination - Lennar Retail Portfolio*

Multi-Family/Mixed Use:

The Haven at Avalon - 250 Residential Units, 32 million
Avalon (Phase II) - 279 Residential Units, 65K Retail, 80 million
120 Dartmouth - 190 Residential Units, 26 million
Decatur Avondale T.O.D. - 264 Residential Units, 23K Retail & MARTA transfer station
Broadstone Folly Beach - 294 Residential Units, 21 million
Broadstone Sandy Springs - 230 Residential Units, 30 million
TCR Glenwood - 216 Residential Units, 30 million
West Village - 450 Residential Units over 65,000 s.f. Retail*
CityHouse Denver - 420 Residential Units over 26 story high-rise condo*
North Hills East - 800 unit over 120,000 s.f. Retail*

* Designated projects represent professional experience gained while with another firm.

ROB SNYDER

Senior Design Principal

Rob Snyder received his Bachelor of Architecture and Design from Kansas State University and is a registered architect in the State of Georgia. Rob interned with Disney Imagineering in college and upon graduation worked master planning the Olympic Village and several Venues for the Centennial Olympic games in Atlanta. He has over 25 years of design and planning experience in projects ranging from large mixed-use projects that incorporate residential, retail and office uses, to college and university campuses. Creating places that attract people, allowing them to thrive in their work or giving them an enjoyable experience to shop and live, those are some of Rob's goals. He easily transitions from the macro to the micro. From drawing circulation through a town center, to the proportions of a campus quadrangle, to the curve of the balcony at the Georgia Theatre, Rob applies sound design techniques across all platforms of his work.

AFFILIATIONS

American Institute of Architects, (AIA)
National Multifamily Housing Council, (NIMHC)
International Council of Shopping Centers, (ICSC)
Society for College and University Planning (SCUP)

EXPERIENCE

Master Planning:

Initial planning of Animal Kingdom Theme Park, Orlando FL*
Disney Resort hotel planning: Disney Boardwalk Hotel & Disney Golf Courses*
The City of Ruwais, United Arab Emirates*
1996 Centennial Olympic Games – 12 sporting venues & the Olympic Village*

Retail and Mixed-Use Centers

Shadow Lake Town Center, Papillion, NE – 800K Lifestyle Center w/ 40K office*

The Promenade at Chenal, Little Rock, AR – 300K Retail Lifestyle Center*

Legends at Sparks Marina, Sparks, NV – 1M SF Retail Lifestyle Center*

Summit Fair, Lee's Summit, MO – 250,000 SF Retail Lifestyle Center*

Eagle Summit, Eagle, CO – 500,000 SF Retail w/ Apts. above*

Pinnacle Hills, Rogers, AR – 1.1 million SF Retail & 80K Office above*

Gulf Coast Town Center, Fort Myers, FL – 1.6 million SF Retail Lifestyle Center*

Deslin Commons, Deslin, FL – 500K Retail Lifestyle Center & 70K Office above*

Promenade Shops at Centerra, Loveland, CO – 675K Retail Lifestyle Center*

Office:

Department of Human Resources, Albany, GA - 5 story Office Building*

Preston Ridge IV, Alpharetta, GA – 5 story Office for Childress Klein Properties*

Royal Ridge, Alpharetta, GA – 5 story Office for Childress Klein Properties*

Multi-Family / Mixed-Use:

Note 16 - Nashville, TN - 84 Residential Units*

CityWalk - Charlottesville, VA - 301 Residential Units*

The Haven at Mt. Pleasant - Mt. Pleasant, SC - 302 Apt. Units*

Residential

Flag Residence - New Custom Lake Front Residence*

Davis Residence - 3,400 s.f. New Custom Residence*

Kyma - 5,800 s.f. New Custom Beach Front Vacation Residence*

LINKS Green House - 4,800 s.f. Model Home for Reynold's Plantation*

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DEAN DAVIS

Principal, Director of Design

Dean A. Davis received his degree in Architecture from Georgia Institute of Technology, completing his studies at the Ecole d'Architecture, Paris Tolbiac in Paris, France. Mr. Davis has 24 years of experience in a wide range of building types including high end custom residential, multifamily, commercial, hospitality, and master planned retail developments. He brings an unsurpassed attention to detail in both design and documentation and extends that attention to detail into all phases of the construction process to insure his clients receive the best possible product. Mr. Davis is recognized as a leader in the residential design field and was awarded the 2007 Gold Professionalism Award by the Greater Atlanta Home Builders Association for his residential design work.

EXPERIENCE

Multi-Family/Mixed Use:

Crescent Westshore - 340 Residential Units, 51 million
Crescent Perimeter - 320 Residential Units, 50 million
Crescent Riverwalk - 394 Residential Units, 52 million
The Haven at Avalon - 250 Residential Units over 140K Retail, 90 million
Avalon (Phase II) - 279 Residential Units over 65K Retail, 80 million
Avondale Estates - 400 Residential Apartment Units, 45K Grocery, 12K Retail
Apollo Ascend - 786 Residential Units, 124 million
Uptown at St. Johns - 244 Residential Units, 24 million
Pearl Washington - 322 Residential Units, 48 million
The Point on Scott (Phase I) - 250 Residential Units, 30 million
Decatur Avondale T.O.D. - 264 Residential Units, 23K Retail & MARTA transfer station
The Brady - 290 Residential Units over 10,000 SF Retail, 36 million
Crescent Westshore - 340 Residential Units, 51 million
Broadstone Seaside - 294 Residential Units, 21 million
Broadstone Hyde Park - 265 Residential Units, 32 million

Broadstone Springs - 230 Residential Units, 30 million
Westside Parkway - 111 Residential Units, 18 million
The Views at Coolray Field - 210 Residential Units, 22 million
TCR Glenwood - 216 Residential Units, 30 million
1781 Peachtree Rd, Atlanta, GA - 12 Stories, 256 Residential Units, 7 K Retail, 11 K Office
Howell Mill & Brady, Atlanta, GA - 9 Stories, 411 Residential Units, 15K Retail

Commercial/Retail:

Togwahee Village - 112,000 s.f. Mixed Use Office/Retail*
The Village at Harmony Crossing - 93,000 s.f. Mixed Use Office/Retail*
Royal Forest 200 - 27,000 s.f., 2-story Commercial Office Bldg*
Parkway Forest - 55,500 s.f., 3-story Commercial Office Bldg*
Morningside Forest - 24,000 s.f. 2-story Commercial Office Bldg*
Affairs to Remember - 24,000 s.f. Corporate Office Building*

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