

800

FIRST AVENUE SOUTH

INTENT TO DISPOSE OF CITY-OWNED REAL ESTATE



RELATED

Mr. Dennis Weber
Mr. Alan Delisle
Real Estate & Property Management
City of St. Petersburg

September 15, 2021

RE: Notice of Intent to Dispose of City-Owned Real Estate located at 800 1st Avenue South.

Dear Mr. Weber, Mr. Delisle:

This letter is in response to the City of St. Petersburg Notice of Intent to Dispose of 4.59 acres of city-owned real estate located at 800 1st Avenue South, St. Petersburg, Florida 33701 (“Property”). Related Development, LLC (“Related”) is interested in a fee simple purchase of the Property and intends to develop the site in two phases.

One phase will be a residential tower with 15 stories comprising no fewer than 360 multifamily units with a workforce housing component of 12.5%, amenities, ground floor retail, and a surrounding parking garage with 100 spaces available for City and public use, abundant bicycle and EV stations, while also giving residents and guests ample and sufficient parking. Related most recently completed one of the most recognizable and luxurious rental towers in Downtown St. Petersburg, known as ICON Central, which included the construction of new retail and renovation of the historic bank building. The local experience that this project has brought us, both in terms of pertaining to a distinct resident profile and working with local city officials puts us in the best position to create a new project that can add to St. Petersburg’s vibrant and lively atmosphere. At ICON Central, we witnessed a multi-generational renter profile spanning from young professionals to retired Baby Boomers, with an average household income of over \$225,000; proof of how attractive the asset is to residents who are renters-by-choice. For this project, we envision a tower that is a perfect continuation of this level of luxury, while reaching to an even more diverse demographic, including workforce-housing units of 12.5% of the total unit count. At Related Group, we believe luxury and exclusivity should be accessible by everyone.

The other phase, Related envisions an iconic tower with 100,000 square-feet of Class-A office space and a boutique hotel, over a podium garage. We believe that to continue Downtown St. Petersburg’s transformation to one of the top lifestyle locales in Florida, it will be our responsibility to utilize this city-owned real estate to attract employment and further job growth. The City of St. Petersburg is defined by its eclectic ambiance, with the area’s top breweries and restaurants, a variety of cultural attractions, museums, parks, trails, nightlife, and its crown jewel, the St. Pete Pier. With a critical mass of residents and visitors, there is an important need for quality new office space. Our proposed building will be designed with flexible and efficient floor plates which are highly desired by today’s large fortune 100 companies. By providing large format plates in a modern, energy-efficient tower, we will target large fintech, hedge funds, and technology companies. Moreover, in our commitment to work with the City and our neighbors, we understand the desire of the adjacent insurance company to possibly expand its corporate office building in the future; we will be happy to consider accommodating them in our plans and to work with them and their parking needs for the immediate future.

Our firm places an enormous emphasis on efficiency, sustainability, and resourcefulness. In that regard, we intent to (1) separate the development, and allow Second Avenue between 8th and 9th Street to remain open and alleviate any potential traffic issues, (2) for the development team members and subconsultants to endeavor to achieve Florida Green's highest level "gold" certification, and (3) to comply with all Laws and Ordinances and building and zoning codes.

Related is a proven partner to local governments in part because it offers a vertically integrated approach that maximizes accountability and streamlines public oversight. Related has the balance sheet to provide all of the required equity for this development. However, we anticipate securing a portion of the equity from one or more of our numerous long-term investor partners prior to groundbreaking. Each phase will be self-sufficient on a stand-alone basis and will be financed and operate independently.

We propose to compensate the City for the Property with **Fifteen Million Dollars (\$15,000,000)** payable in cash at Closing. Related will not ask for any economic incentive or benefit from the City, and we will provide parking spaces for the true benefit of the public. In connection with this transaction, we will provide a Four Hundred Thousand Dollars (\$400,000) deposit to be held in escrow that will become non-refundable upon expiration of a sixty (60) day Inspection Period subject to Related obtaining site plan approval and remediation of any environmental issues on the Property ("Approvals"). Closing will occur forty-five (45) days after Related obtaining the Approvals.

We believe that by building residential, office, retail, hotel, and parking, we are building a balanced project to assist the growth of Downtown St. Petersburg.

Sincerely,



Timothy Zeitoun
Related Development, LLC
timothy.zeitoun@relatedgroup.com
2850 Tigertail Avenue, Suite 800
Miami, FL 33133



800

FIRST AVENUE SOUTH

INTENT TO DISPOSE OF CITY-OWNED REAL ESTATE



RELATED

PROPOSER INFORMATION

RELATED GROUP



“The Related Group is one of the largest Hispanic-owned businesses in the U.S., with a development portfolio of projects in excess of \$50 billion. The last two years have been some of the most successful in the company’s 40-year history. To date, Related has built and managed over 100,000 residences and developed more than 17 million square feet.”

From luxury high-rise condominiums to trendsetting residential developments to affordable and workforce housing, The Related Group’s distinctive brand of culture, design and lifestyle-infused properties continues to revitalize urban neighborhoods. Since 1979, Related Group has enhanced skylines with iconic developments characterized by innovative design, enduring quality and inclusive living. Through groundbreaking partnerships with world-renowned architects, designers and artists, Related has redefined urban environments on a global scale, fostering distinctive, dynamic communities and symbolic landmarks that have become sources of local pride. To date, The Related Group has built and managed over 100,000 luxury condominium, rental and affordable residences and more than 2.0 million-square-foot of commercial space, providing countless residents with places they can proudly call home. Related doesn’t just create neighborhoods...it builds legacies.

Answering the demands and desires of a new generation, Related Group continues to exceed the expectations of residents and communities at every turn. Following the lead of Founder, Chairman and CEO Jorge M. Pérez, Related seeks to educate and inspire, incorporating museum-quality art and noteworthy cultural experiences throughout its developments. A longtime art collector and philanthropist, The Related Group’s Chairman, CEO and Founder Jorge M. Pérez is committed to showcasing museum quality art –from masterful contemporary sculptures, to one-of-a kind commissioned installations - in and around all of The Related Group’s projects and developments.

A Collection of Unique Places to Work, Play & Stay

The Related Group has developed multi-faceted, mixed-use projects in dynamic and influential neighborhoods throughout South Florida. Notable mixed-use projects include CityPlace West Palm Beach, CityPlace Doral, Icon Brickell, SLS Brickell, and SLS Lux. In addition, The Related Group’s sister company, The Related Companies, is the developer of innovative mixed-use projects such as Time Warner Center and Hudson Yards, the largest mixed-use project in the United States. The companies work together in many ventures, both domestically and internationally, always sharing resources and expertise as required.

RELATED GROUP

Related Group draws on its residential knowledge to create retail, office and mixed-use environments that act as cities within cities. A perfect combination of desirable locations, pedestrian-friendly planning, provocative design and collaborative tenants, Related creates places people can inhabit, work and enjoy together.

"The Related Group is one of the largest Hispanic-owned businesses in the U.S., with a development portfolio of projects in excess of \$50 billion. The last two years have been some of the most successful in the company's 40-year history. To date, Related has built and managed over 100,000 residences and developed more than 17 million square feet."

Privately-owned and locally-headquartered, The Related Group presently has over 500 employees. As a minority-owned firm, The Related Group is deeply committed to inclusion in both its hiring practices and its conduct of business with the local community. Presently, minority employees represent approximately 70% of the firm's entire staff and approximately 48% of executive leadership positions. Women are also well-represented as part of the company's labor force, comprising approximately half and serving in approximately 36% of executive leadership positions.

With over 40 years of development experience, The Related Group has had the opportunity to work with many of the largest financial institutions in the U.S. Since 2010, we have raised over \$650 million of equity and closed on \$2.4 billion of loans. Our size and strength gives us the ability to move very quickly from site selection to construction with the ability to self-finance utilizing our significant balance sheet or secure institutional investors very quickly.

100,000
Residences

BUILT AND MANAGED

40+ Years
of Commitment

RESHAPING CITIES & SKYLINES

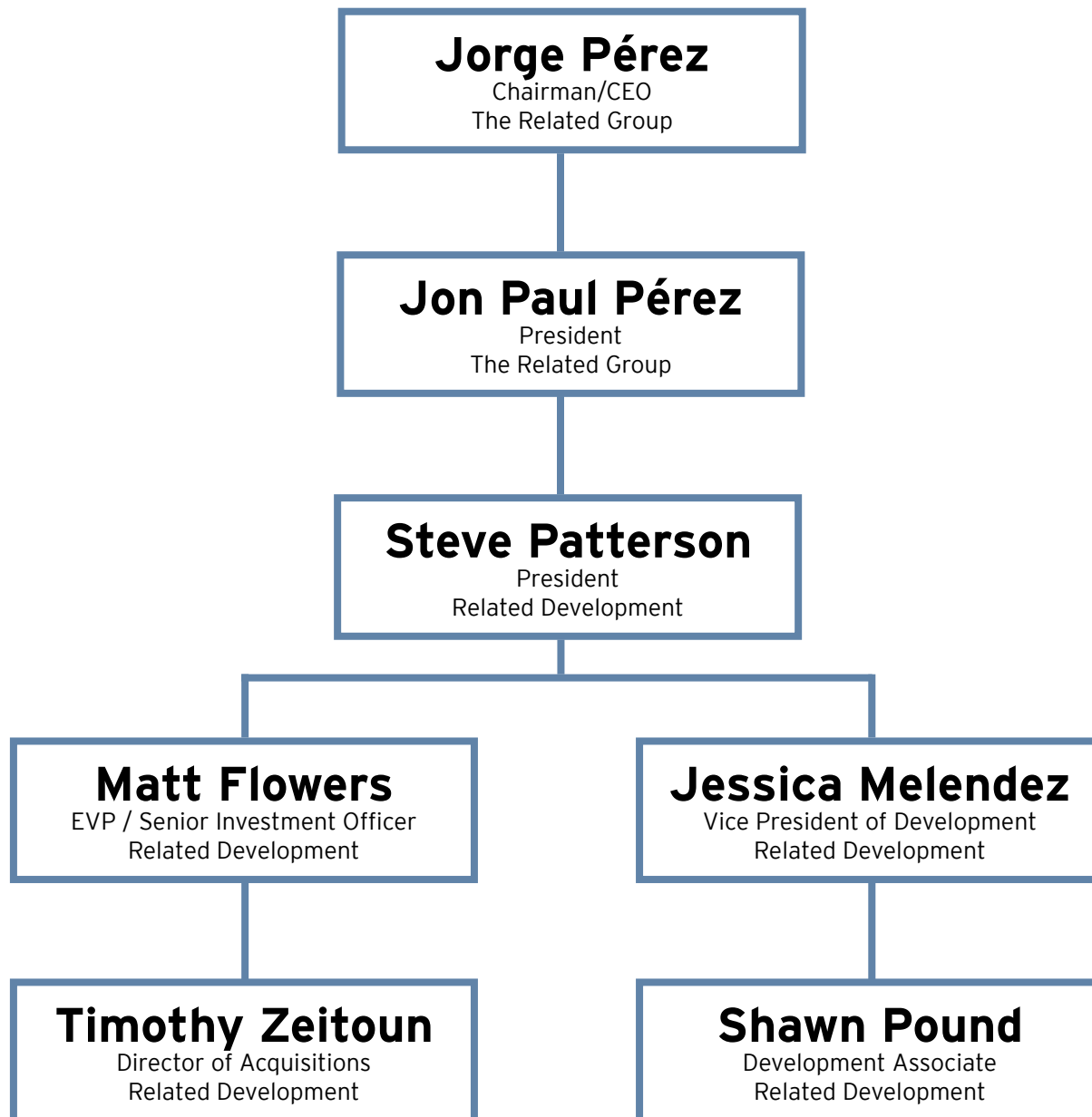
17 Million
Square Feet

DEVELOPED

Over
\$50 Billion

SOLD

ORGANIZATIONAL CHART



"Our team consists of men and women who are constantly looking to improve on best practices. Our results speak for themselves."

JORGE M. PÉREZ

CHAIRMAN, CHIEF EXECUTIVE OFFICER, FOUNDER



Jorge M. Pérez, Chairman and Chief Executive Officer of Related Group, has been at the forefront of South Florida's complex urban evolution for over 40 years. A commitment to 'building better cities,' and a natural ability to identify emerging trends has made him one of the most trusted and influential names in real estate. Armed with a dynamic selection of land parcels, new financing techniques, the collective strength of Related's management team and a pipeline of more than 80,000 residential units, Mr. Pérez is set to answer the demands and desires of a new generation.

Starting out in the 1970's, Pérez first made a name for himself in the public housing market of low-income Miami neighborhoods, including Little Havana and Homestead. His attention to detail and commitment to creating top-tier living environments distinguished him within the marketplace and laid the groundwork for future Related projects. Nearly four decades later, his unique passion for creating vibrant urban communities makes him a trendsetter, often the first developer to enter emerging or undiscovered neighborhoods.

Over the years, Pérez and The Related Group have partnered with world-class names in architecture and interior design. Collaborations with creative luminaries like Bernardo Fort Brescia, David Rockwell, Philippe Starck, Yabu Pushelberg, Piero Lissoni, Karim Rashid, Rem Koolhaas, among others, have produced neighborhood-defining projects and established Related's numerous developments as integral components of Miami's evolving cityscape.

A lover of art and an avid collector, Pérez infuses each development with museum-quality works of art, including pieces from master artists such as Frank Stella, Fernando Botero, Jaume Plensa, Julio Le Parc and Fabian Burgos. The carefully curated collections are proudly displayed throughout all Related developments, complementing each building's unique character and often serving as prominent community landmarks.

Over his illustrious career, Mr. Pérez earned countless awards for his professional and philanthropic achievements including Ernst & Young's Entrepreneur of the Year, the Hispanic Achievement & Business Entrepreneurship Award from Hispanic Magazine, The Developers and Builders Alliance's Community Advancement Award and The Beacon Council's 2015 Jay Malina Award. In 2005, TIME Magazine named Mr. Pérez one of the top 25 most influential Hispanics in the United States and he has appeared on the cover of FORBES twice.

Born in Buenos Aires, Argentina to Cuban parents, Pérez grew up in Bogota, Colombia. He graduated summa cum laude from C.W. Post College in Long Island and earned his Master's in Urban Planning from the University of Michigan.



JON PAUL PÉREZ

PRESIDENT, RELATED GROUP



Jon Paul “JP” Pérez is responsible for overseeing development operations across the company’s various divisions, managing land acquisition efforts and leading the procurement of major construction financing. He also forms a part of Related’s Executive Committee, where he works with the firm’s C-level executives and division presidents establish corporate priorities, growth strategies and other key companywide initiatives.

Jon Paul aims to continue supporting the firm’s reputation as a “market maker” and its proven ability to capitalize on opportunities well before competitors. A market maker himself, Jon Paul has personally spearheaded Related’s recent entrance into Miami’s popular Wynwood neighborhood, where he’s working to deliver several major mixed-use projects set to transform the area into a true live-work-play neighborhood. Current projects include Wynwood 25, a 289-unit luxury rental property across from the iconic Wynwood Walls; The Annex, an eight-story, 50,000-square-foot, class A office building; and The Bradley, a 175-unit rental tower with interior design by Kravitz Design.

Since joining Related in 2012, Jon Paul has overseen the development of several thousand market-rate rental, affordable and luxury condominium units—including the 200-unit The Manor, the 365-unit Town City Center and the 690-unit Brickell Heights condo property. He has also played a key role in several marquee sales and acquisitions.

Prior to joining Related, Jon Paul worked for The Related Companies of New York where he oversaw all aspects of the development process for more than 900 units, with direct responsibility for financial modeling, design programming and construction management. He also participated in securing capital for the firm’s \$900 million distressed opportunity fund, and in 2009 successfully led efforts to sell 425 unsold condominium units in Fort Myers, Florida over the span of 18 months.

Jon Paul graduated from the University of Miami in 2007 with a B.S in business administration and received his MBA from Kellogg School of Management at Northwestern University in 2015. Nurturing Miami’s growing arts and culture community, Jon Paul remains closely aligned with the Pérez Art Museum Miami as well as with The National YoungArts Foundation (YoungArts), participating in its annual Miami YoungArts Week. He also sits on the board of Big Brothers Big Sisters of Miami and is an active United Way Young Leader. Every holiday season, Jon Paul also puts together Related’s annual Thanksgiving Turkey Drive to coordinate the delivery of over 2,600 turkeys across Miami-Dade, including to the firm’s affordable housing properties.

Jon Paul Perez
jpperez@relatedgroup.com
(305) 460-9900
2850 Tigertail Avenue, Suite 800
Miami, FL 33133

STEVE PATTERSON

PRESIDENT AND CEO, RELATED DEVELOPMENT



Steve Patterson leads all aspects of Related Group's highly successful multifamily and mixed-use division. Since the establishment of the rental group in 2010, Steve has grown it into one of Related's most prolific, with numerous flagship properties throughout the Southeastern United States, as well three regional offices located in Miami, Atlanta and, most recently, Dallas.

Steve is an innovator who is constantly exploring new construction methods, crafting new features to enhance the rental experience, and seeking to make each new venture more successful than the last. This philosophy led him to create several unique brands tailored for all lifestyles and various income levels, which include the garden-style "Town" apartments, the more luxurious midrise "Manor" properties and the lavish "Icon" high-rises. Steve was also an integral part of the firm's expansion into the mixed-use sector, leading the development of CityPlace Doral—an \$800-million project with more than 1,000 residences and over 40 commercial tenants that delivered in early 2017. All Related Development properties are regarded as best-in-class assets, evidenced by achieving top-dollar rents and record-breaking exit prices.

Under Steve's leadership, the Related Development team has delivered over 5,500 units with an additional 4,100 in predevelopment or under construction. The division expects to start construction on an additional 5,000 units over three regions within 10 different Metropolitan Statistical Areas (MSA) by 2020.

In addition to development, Steve also pursues investment in value-add acquisitions in all income property sectors. His track record of profitable real estate investment ventures is valued at over \$4 billion.

Prior to joining Related, Steve held executive positions at ZOM Holding, Inc., a multifamily development and management company focusing primarily in the Southeastern U.S., and before that, held management positions for Picerne Development and Huber, Hunt & Nichols, overseeing development, property management and construction functions in Texas, Virginia and Florida. During Steve's tenure, ZOM was recognized by the National Association of Homebuilders as Company of the Year in both the development and property management categories.

Steve was formerly president of the NAHB Multifamily Leadership Board, he is frequently published in trade journals and has twice been invited to testify on housing industry matters before the Federal Reserve Board. He holds degrees in engineering technology and construction management from Oklahoma State University.

Steve Patterson
spatterson@relatedgroup.com
(305) 460-9900
2850 Tigertail Avenue, Suite 800
Miami, FL 33133

MATT FLOWERS

EXECUTIVE VICE PRESIDENT AND SENIOR INVESTMENT OFFICER, RELATED DEVELOPMENT



Matt Flowers has been a key factor in the aggressive growth and continued success of Related Group since joining the team in 2011. As Executive Vice President and the firm's Senior Investment Officer, he oversees all investments for the multifamily and commercial real estate divisions, with a focus on national markets.

Matt leads the market research, underwriting, acquisitions, project management and asset management for Related Development, Related's market-rate rental division. With a keen eye on the company's growth objectives, he works closely with Related leadership to define the company's domestic expansion strategies.

Prior to Matt's tenure at Related, he served as Associate Vice President at Colony Capital, focusing on portfolio management; and before that, oversaw development analysis at ZOM, Inc.

Matt graduated from the University of Florida with a bachelor's degree in mathematics and statistics, and went on to complete his MBA from University of Florida's Warrington College of Business. He also earned an MS in Real Estate Development (MSRED) from

the Massachusetts Institute of Technology (MIT). Matt is a CFA charterholder and a licensed Florida real estate broker.

Matt Flowers
mflowers@relatedgroup.com
(305) 460-9900
2850 Tigertail Avenue, Suite 800
Miami, FL 33133

JESSICA MELENDEZ

VICE PRESEIDENT OF DEVELOPMENT



Jessica joined the Related Development team in 2012 with over 20 years of experience in Commercial Real Estate encompassing single family, multi-family, hospitality, condominium, and office projects throughout Florida. Jessica has developed projects across all assets types and has distinguished herself as a luxury residential developer. As Vice President of Development, Jessica is responsible for sourcing new deals, design, financing, and development of multifamily communities. She is also responsible for project contracting strategy, procurement of regulatory approvals, lease-up and disposition.

She is a seasoned real estate executive with demonstrated success in executive leadership and leading a team encompassing a diverse background. Prior to joining Related Development, Jessica spent 15 years as Vice President for Dayco Group. A privately held South Florida real estate development firm specializing in luxury high-rises, single family homes, townhouses, office, and multifamily properties, both in urban and suburban areas. She was responsible for overseeing all aspects of development from acquisition, development, stabilization, asset management, and disposition.

Jessica brings a universal knowledge of the development process gained from her experience in multiple real estate sectors. She graduated from the University of Miami with a B.S. in Finance and is a State of Florida licensed General Contractor. She is also an Advisory Board Member at the University of Florida.

Jessica Melendez
jmelendez@relatedgroup.com
(305) 460-9900
2850 Tigertail Avenue, Suite 800
Miami, FL 33133

800

FIRST AVENUE SOUTH

INTENT TO DISPOSE OF CITY-OWNED REAL ESTATE



RELATED

DEVELOPMENT QUALIFICATIONS

ICON CENTRAL

PROPERTY DETAILS

Address	855 Central Avenue
City, State	St. Petersburg, Florida
Property Type	Market Rental & Retail
Product Type	Highrise
Residential Units	368 Units
Average Unit Size	942 SF
Retail Space	38,777 SF
Construction Status	Stabilized
Start Date	December 2017
Completion Date	November 2019

FINANCIAL INFORMATION

Total Development Costs	\$118,235,000
Equity (39.1%)	\$46,235,000
Construction Loan (60.9%)	\$72,000,000
Lender	Bank of America

Live, dine and play among wonderful retail shops, delicious restaurants and fabulous entertainment—all just steps from your prestigious luxury apartment in the heart of Downtown St. Pete. With a prime location in the highly desirable Central Arts District location, indulge in an array of extravagant lifestyle amenities, from the bar and library to the game simulator, private screening room, outdoor lounge and spa with sauna, steam room and serene Zen meditation garden. Residents will enjoy luxury features including oversized walk-in closets and a sumptuous master bath with double vanities, a rain shower and a large soaking tub.

Icon Central is a 15-story building, consisting of 368 luxury residential apartments, an adjacent 7-story parking garage with 625 parking spaces, 23,292 square feet of retail/commercial space, and restoration of the 15,485-square foot historic 1926 Union Trust Bank building, originally built in 1926. The Project features a ground floor lobby and amenity level, a large ground level pool courtyard, and rooftop amenity deck covering 4,909 square feet of the garage liner apartment units. Icon Central was designed by Humphreys & Partners Architects.

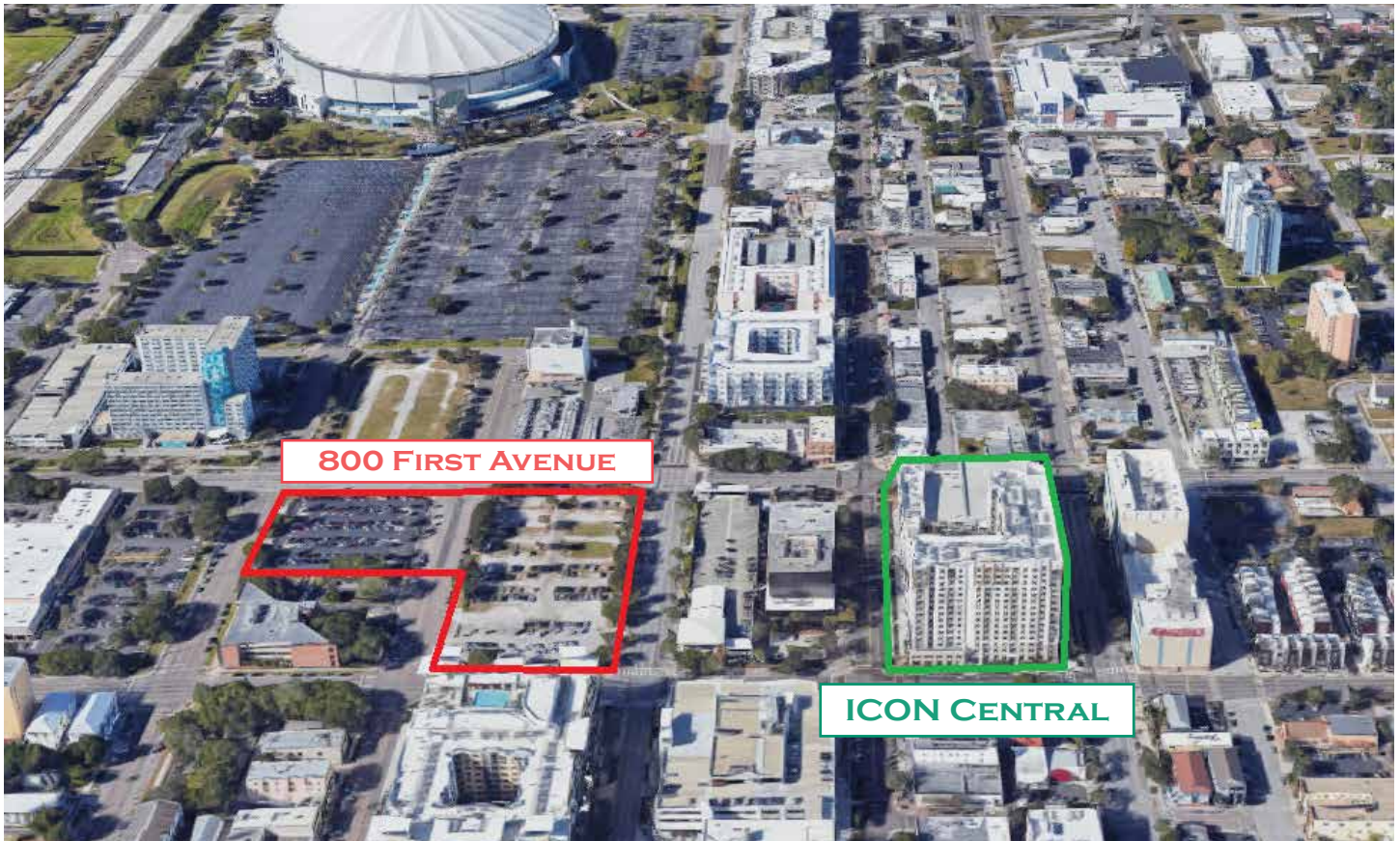
The amenity package includes a pool courtyard with European-style pool, hot tub spa, cabanas, and steam and sauna rooms, club lounge with bar, library, game simulator room and outdoor dining terrace, private dining room with catering kitchen, media lounge, state-of-the-art fitness center with individual yoga and cycling studios, treatment room with indoor Zen garden, 8th level amenity deck with bar, summer grilling kitchen, community dining table, arbor lounge areas and outdoor movie lawn.











CERTIFIED BY THE
GREEN BUILDING INITIATIVE
FOR RESOURCE EFFICIENCY &
REDUCTION OF ENVIRONMENTAL IMPACTS

GREEN GLOBES FOR NEW CONSTRUCTION
ONE GREEN GLOBES

2019

CITYPLACE DORAL

PROPERTY DETAILS

Address	8300 NW 36th Street
City, State	Doral, Florida
Property Type	Market Rental & Retail
Product Type	Midrise
Residential Units	303 Units
Average Unit Size	828 SF
Retail Space	245,000 SF
Construction Status	Stabilized
Start Date	April 2015
Completion Date	December 2016

FINANCIAL INFORMATION

Total Development Costs	\$205,170,000
Equity (33.3%)	\$68,290,000
Construction Loan (66.7%)	\$136,880,000
Lender	Regions

This mixed-use community is located in a popular live-work-play area with 303 units in two eight-story towers above first-level retail. The retail component, comprised of 245,000 leasable square feet in total, includes a Fresh Market grocery, Kings Bowling Alley and Lounge, Cobb Cinebistro theater-dining experience and a multitude of other dining and retail shopping options. One of the great highlights of the CPD experience is the Central Plaza, a place for the community to gather and enjoy, with attractions and events that include a 720-square foot massive digital screen that allows people to watch live streams of games, videos, announcements and more, as well as a \$4M dancing fountain that features choreographed sound, light, water and media and offers daily fountain shows at the top of every hour.

At just under two acres, the Plaza is a fun, favorite go-to spot for residents and guests of all ages, from families to couples to out-of-towners and more. CityPlace Doral offers a unique opportunity to experience entertainment-district living in Miami Dade County's fastest growing city, less than three miles from the Miami International Airport.







REFERENCE



September 13, 2021

Dennis Weber, Real Estate Coordinator
City of St. Petersburg
Real Estate & Property Management, Municipal Services Center
One - 4th Street North, 9th Floor
St. Petersburg, FL 33701

Re: Intent to Dispose - 800 First Avenue South

Mr. Weber:

Regions Bank, NA has enjoyed a long-standing relationship with The Related Group for over 25 years. Currently, amongst their various companies, they maintain over \$28,000,000 in deposits. The Bank has extended over \$900,000,000 in loans to the Related Group and they have handled both the lending and depository relationships as agreed.

In July 2015, the Bank financed a mixed-use project known as City Place Doral. The project was a retail and multifamily development. The Bank provided a construction loan for the development of the project totaling \$136,800,000.00 which was successfully developed and stabilized.

Regions Bank would most certainly entertain further lending opportunities with The Related Group and its affiliates. Should you have any questions please do not hesitate to contact us at (305) 774-5146.

Sincerely,

A handwritten signature in blue ink that reads "M. Montalvo".

Mercedes Montalvo
Senior Vice President
Regions Bank

CC: Related Development
Ben Gerber
Pablo Ehlers

REFERENCE



FLORIDA GREEN BUILDING COALITION

25 E. Central Blvd • Orlando, FL 32801
Phone: 407-777-4914

December 15, 2017

Mr. Charles Humphreys
Park Square 6, LLC
315 S. Biscayne Blvd.
Miami, FL 33131

Email: chumphreys@relatedgroup.com



Dear Mr. Humphreys:

Congratulations on receiving the Florida Green Building Coalition's "Florida Green" High-Rise Residential Building certification for **City Place Doral - West Building** located at **8300 Doral Blvd., Doral, FL**. The project achieved 184 points out of a required 100 points, earning it a "gold-level" certification.

This achievement demonstrates your commitment to construction practices that reduce the negative environmental impacts of the building, improve occupant health and well-being, and reduce operating costs for the owner.

In its report "[*The Business Case for Green Building*](#)" the World Green Building Council identified compelling benefits of green building to various stakeholders:

- Higher sales prices
- Quicker sales
- Lower design & construction costs
- Ability to secure financing
- Increased market value
- Rapid return on investment
- Increased occupancy rates
- Lower vacancies
- Lower operating costs
- Lower maintenance costs
- Increased productivity (employees)
- Occupant health & well-being
- Corporate image & prestige

<http://www.worldgbc.org/activities/business-case/>

A large, framed certificate is being prepared for you and will be shipped within the next few weeks. FGBC will also prepare a news release announcing the certification and publish a project spotlight for the FGBC newsletter and website. If you would like to schedule an official ceremony for presentation of the award, please let me know some proposed dates.

On behalf for the Florida Green Building Coalition, thank you for supporting the FGBC certification programs and your contribution to building a more sustainable Florida.

Sincerely,

C. J. Davila
Executive Director
Email: cdavila@floridagreenbuilding.org

cc: FGBC DP Dr. Jennifer Languell, Trifecta Construction Solutions, jennifer@trifectaconstruction.com

WYNWOOD 25

PROPERTY DETAILS

Address	240 NW 25th Street
City, State	Miami, Florida
Property Type	Market Rental & Retail & Office
Product Type	Highrise
Residential Units	289 Units
Average Unit Size	772 SF
Retail Space	30,000 SF
Office Spce	50,000 SF
Construction Status	Stabilized
Start Date	July 2017
Completion Date	June 2019

FINANCIAL INFORMATION

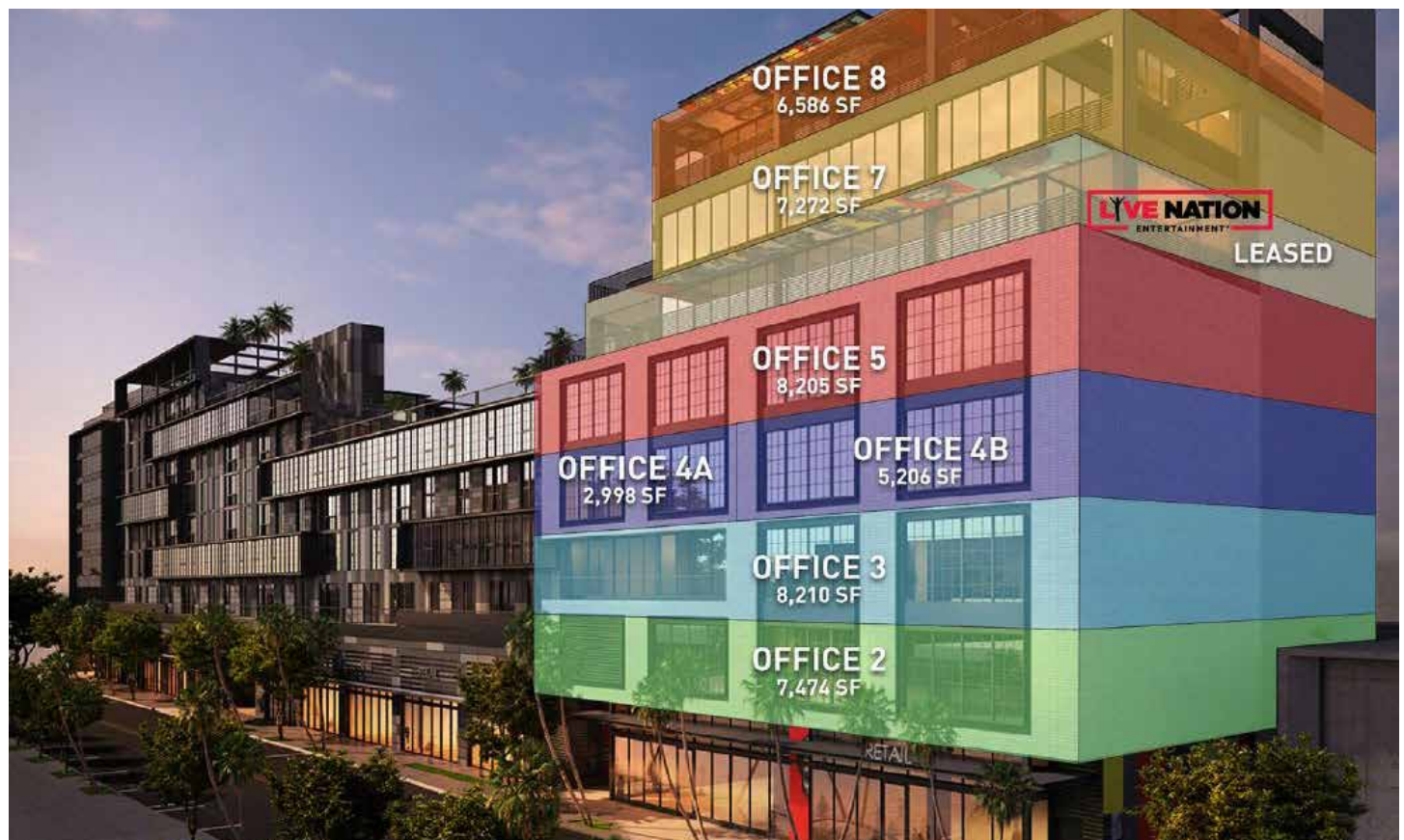
Total Development Costs	\$84,147,000
Equity (16.8%)	\$14,550,000
Construction Loan (83.2%)	\$69,594,000
Lender	Bank of the Ozarks

As Miami's most creative residential community and designed with state-of-the-art conveniences, Wynwood 25 offers incredible indoor and outdoor amenities including sculpture and meditation gardens, as well as a gorgeous summer kitchen. There are endless ways to enjoy life with the cool and artsy Miami apartment at Wynwood 25, whether is it at the pet spa and grooming area, exercising in the fitness room with virtual spinning, lounging by the pool or sunbathing on the deck, resort-style.

With studio, one-, two-, and three-bedroom apartment residences in the heart of Wynwood, residents can enjoy convenient and easy access to all of the amazing retail, dining, art galleries and event spaces that Wynwood has to offer right outside their front door, including the highly popular Uchi sushi restaurant, and other culinary options such as Salt & Straw, and Stackz Shawarma House. With a central location right in the heart of the dynamic Wynwood neighborhood, Wynwood 25, which is now leasing, is conveniently situated near Midtown Design District, Miami Beach, Miami International Airport and Downtown Miami.







REFERENCE



September 14, 2021

Dennis Weber
Real Estate Coordinator
City of St. Petersburg
One - 4th Street North, 9th Floor
St. Petersburg, FL 33701

Re: Banking Reference

Dear Mr. Weber,

Please allow this letter to confirm that Bank OZK has an ongoing relationship with the Related Group ("Related") on several commercial and residential construction projects totaling over \$675,000,000 in financing such as Wynwood 25 and Annex, a mixed-used residential, retail and office development in Wynwood.

In the event Related were to secure the rights to develop for the City of Oakland Park, we would certainly have an interest in working with them on their construction financing. Of course, any decision with respect to a potential loan would only be made after undergoing a thorough underwriting and diligence process and obtaining approval by the Bank's loan committee.

Sincerely,

A handwritten signature in blue ink, appearing to read "Greg Newman".

Greg Newman

REFERENCE



FLORIDA GREEN BUILDING COALITION

P.O. Box 2406 • Orlando, FL 32802
Phone: 407-777-4914

December 22, 2020

Mark Schrieber
East End Capital
2312 N Miami Avenue, 2nd Floor
Miami, FL 33127

Email: mschrieber@eastendcap.com



Dear Mark,

Congratulations on receiving the Florida Green Building Coalition's "Florida Green" High-Rise Residential Building certification for **Wynwood 25** located at **240 NW 25th Street, Miami, FL**. The project achieved 147 points out of a required 101 points, earning it a "Silver-level" certification.

This achievement demonstrates your commitment to construction practices that reduce the negative environmental impacts of the building, improve occupant health and well-being, and reduce operating costs for the owner.

In its report "[*The Business Case for Green Building*](#)" the World Green Building Council identified compelling benefits of green building to various stakeholders:

- Higher sales prices
- Quicker sales
- Lower design & construction costs
- Ability to secure financing
- Increased market value
- Rapid return on investment
- Increased occupancy rates
- Lower vacancies
- Lower operating costs
- Lower maintenance costs
- Increased productivity (employees)
- Occupant health & well-being
- Corporate image & prestige

<http://www.worldgbc.org/activities/business-case/>

A large, framed certificate is being prepared for you and will be shipped within the next few weeks. FGBC will also prepare a news release announcing the certification and publish a project spotlight for the FGBC newsletter and website. If you would like to schedule an official ceremony for presentation of the award, please let me know some proposed dates.

On behalf for the Florida Green Building Coalition, thank you for supporting the FGBC certification programs and your contribution to building a more sustainable Florida.

Sincerely,

C. J. Davila
Executive Director
Email: cdavila@floridagreenbuilding.org

cc: FGBC Designated Professional – Jonathan Burgess, The Spinnaker Group, LLC, West Palm Beach, FL – jonathan@thespinnakergroupinc.com

MANOR MIRAMAR

PROPERTY DETAILS

Address	1 Main Street
City, State	Miramar, Florida
Property Type	Market Rental & Retail
Product Type	Midrise
Residential Units	393 Units
Workforce Housing Units	53 Units
Average Unit Size	936 SF
Retail Space	24,703 SF
Construction Status	Under Construction
Start Date	September 2021
Completion Date	Q3 2023

FINANCIAL INFORMATION

Total Development Costs	\$107,506,000
Equity (35%)	\$37,627,100
Construction Loan (65%)	\$69,878,900
Lender	Wells Fargo

The City of Miramar issued RFP #18-08-3 to purchase, finance, construct and operate a development on an approximately 3.742- acre paved City-owned property within Miramar Town Center known as Block 2. Block 2 is the final remaining vacant block available for development within the 54-acre MTC.

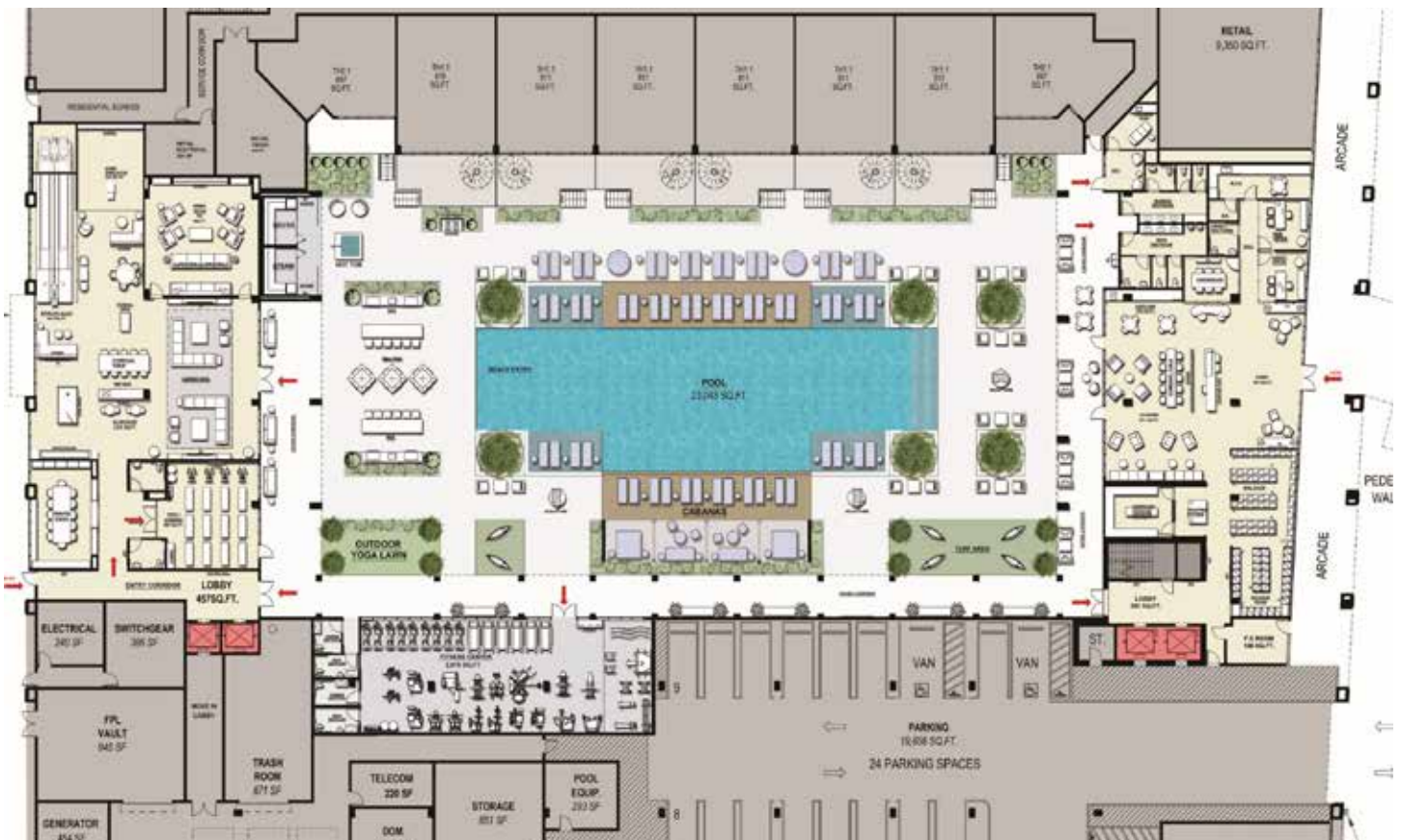
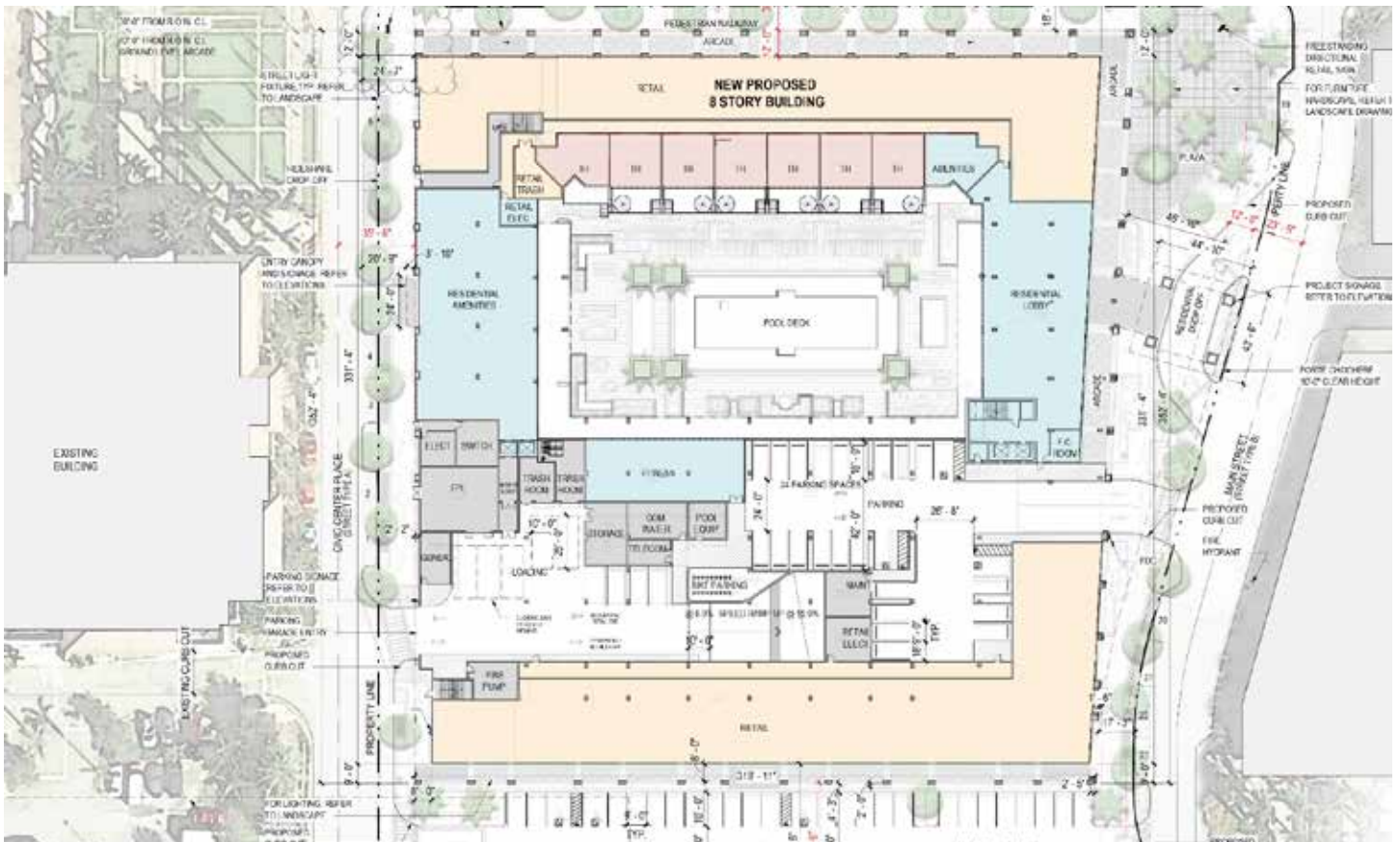
In June 2019, the city commission approved a purchase and sale agreement with Related for the 3.8-acre Block 2 property for the development of 27,500 to 32,500 square feet of ground floor retail and up to 400 residential apartment units, and for an optional 50-year lease for the City-owned 14,000 square foot existing retail shell space on the ground floor of the Police Headquarters Building.

Related has begun construction and will be delivering an 8-story midrise with high end finishes, state of the art amenities, and structured parking. Manor Miramar will feature 393 luxury apartments, of which 53 units will be dedicated to workforce housing, as well as approximately 24,800sf of ground floor retail. The midrise will wrap a structured parking garage containing approximately 608 spaces, as well as 58 surface spaces and 22 on-street spaces.

Manor Miramar has been designed to embrace the Mediterranean style architecture within the Miramar Town Center while introducing a contemporary interpretation throughout the interiors. Exterior features include prevalent arches, barrel tile roofing, and earth toned stucco. High style Mediterranean wood and stone finishes tastefully blended with contemporary fixtures and furniture creates a stylish atmosphere throughout the common areas.







REFERENCE

**CITY OF MIRAMAR**

An Equal Opportunity Employer

Mayor

Wayne M. Messam

Vice Mayor

Yvette Colbourne

City Commission

Winston F. Barnes

Maxwell B. Chambers

Alexandra P. Davis

City Manager

Vernon E. Hargray

"We're at the
Center of Everything"

CITY MANAGER
c/o City of Miramar
2300 Civic Center Place
Miramar, Florida 33025

Phone (954) 602-3115
FAX (954) 602-3547

September 9, 2021

Dennis Weber, Real Estate Coordinator
City of St. Petersburg
Real Estate & Property Management, Municipal Services Center
One - 4th Street North, 9th Floor
St. Petersburg, FL 33701

Dear Mr. Weber:

It is with great pleasure that the City of Miramar proffers this letter of reference in support of Related Development, LLC ("Related"). Related is currently developing a 3.7-acre block within the Miramar Town Center ("MTC") named Manor at Miramar, which it purchased from the City. As the final undeveloped block within the mixed-use MTC development, the eight-story project is permitted to include 26,500 square feet of retail and 393 residential apartment units, which will be served by a 650+ space structured parking garage. When completed, Manor at Miramar will be one of the largest buildings at over 742,000+ square feet and the tallest habitable structure in the City to date.

The City selected Related after an extensive Request for Proposals process, which clearly showed that Related had the commitment, development expertise, experience and financial capacity to help the City complete the Miramar Town Center vision. At this juncture, the project is proceeding to the construction phase and Related has thus far carried out each phase with exceptional professionalism and responsiveness. Related has repeatedly shown their capacity and depth in dealing with complex design, contractual, permitting and construction issues and in addressing the needs of a variety of public and private stakeholders involved in the project. The City is convinced that the selection of Related as a partner for the development of one of our largest and most important projects was the right choice.

Should you have any questions or if I can be of any assistance, please do not hesitate to contact me at 954.602.3125 or via email at havazquez@miramarfl.gov.

Sincerely,

Hector A. Vazquez, AICP
Chief Development Officer

REFERENCE



September 10, 2021

Dennis Weber, Real Estate Coordinator
City of St. Petersburg
Real Estate & Property Management, Municipal Services Center
One - 4th Street North, 9th Floor
St. Petersburg, FL 33701

Dear Mr. Weber,

This letter is to confirm that Wells Fargo closed on a \$69,856,000, senior-secured construction loan ("Loan") to RD Manor Miramar, LLC, a wholly-owned joint venture limited liability company owned by affiliates of the Related Group of Florida ("Related") and Rockpoint Real Estate Fund VI, L.P. The Loan closed on September 10th, 2021 and will be used to finance the construction and stabilization of an eight-story, 393-unit apartment project with approximately 24,703 SF of ground floor commercial space. The property and improvements are to be located at 1 Main Street in Miramar, FL.

Should you have any questions or if I can be of any assistance, please do not hesitate to contact me at 954-712-3678 or via email at tyler.weiss@wellsfargo.com.

Sincerely,

WELLS FARGO BANK, N.A.

By: Tyler Weiss

A handwritten signature in black ink, appearing to be "Tyler Weiss", enclosed within a large, loopy oval.

Title: Relationship Manager



2850 TIGERTAIL

PROPERTY DETAILS

Address	2850 Tigertail Avenue
City, State	Coconut Grove, Florida
Property Type	Office
Product Type	Midrise
Office Space	106,505 SF
Average Rent	\$47.5/SF NNN
Construction Status	Lease Up
Start Date	Spring 2019
Completion Date	Spring 2021

FINANCIAL INFORMATION

Total Development Costs	\$66,932,000
Equity (38.8%)	\$25,972,000
Construction Loan (61.2%)	\$40,960,000
Lender	Capital Bank

With a look and feel that is vibrant, exclusive and flawless down to the final detail, 2850 Tigertail represents a new approach to office. With Related planning to occupy the top two floors of the eight-story building, the remaining five floors are available to other organizations. All tenants will enjoy their own spacious private floor with same-floor elevator access from the parking facility, as well as floor-to-ceiling glass windows and best-in-class technology and energy efficiency.

Museum-quality art from the private art collection of Related's Jorge Pérez will be a defining part of the overall Tigertail experience, and the building will feature exclusive courtyards, terraces with glass railings, state-of-the-art conveniences and gorgeous views of Biscayne Bay. In addition to valet service, electric car charging stations and bicycle stations, 2850 Tigertail will enjoy its prime location in vibrant Coconut Grove, close to popular and bustling shopping, dining, recreation and so much more.

2850 Tigertail is located on a 0.72-acre site and will be an 8-story, Class A office building consisting of 102,640 square feet of office and 3,865 square feet of ground-floor retail. Parking will be in a parking basement, as well as on six levels above. The Project is located on the southeast side of Tigertail Avenue east of Mary Street in Coconut Grove, a high-income residential area that is known for its festivals, galleries, shopping, and restaurants.

The design includes an outdoor and indoor terrace with a rooftop garden, and a double-height atrium with skylight for natural daylight. The offices will have floor to ceiling glass and the parking will include stackers. The building will meet the minimum requirement for a LEED silver certification.



DIAMDEX WYNWOOD

PROPERTY DETAILS

Address	2150 North Miami Avenue
City, State	Miami, Florida
Property Type	Residentia/Office
Product Type	Highrise
Residential Units	304 Units
Average Unit Size	806 SF
Average Rent	\$3.41/SF
Retail Space	22,700 SF
Average Retail Rent	\$60.0/SF NNN
Office Space	67,024 SF
Average Office Rent	\$45.0/SF NNN
Construction Status	Pre-Development
Start Date	Q1 2022
Completion Date	Q2 2024

FINANCIAL INFORMATION

Total Development Costs	\$161,195,000
Equity (40.0%)	\$64,478,000
Construction Loan (60.0%)	\$96,717,000
Lender	Citi Bank

Diamedix includes (2) 12-story towers comprised of 304 units totaling 245,170 net residential SF; 22,700 SF of ground-floor retail, and 67,024 SF of office space ("Project"). The project will consist of an East and West Tower with all parking spaces for both towers situated on the East Tower with a total of 527 spaces. The project is designed by Cohen Freedman (Architect) and the interior designer is Meshberg Group.

Diamedix, located in the hearth of Wynwood, is ideally situated 1 mile from Interstate 395, 2 miles from Downtown Miami, 2.5 Miles from Brickell, and 4 miles from South Beach. Formerly an industrial area, Wynwood has seen a renaissance as an eclectic, artistic, and pedestrian-focused community with ample neighborhood amenities. The increasing population of Miami has disposable income and an appetite for the cultural and lifestyle benefits of central urban living - making Wynwood an ideal submarket for luxury "rental by choice" product.



TERMINAL ISLAND

PROPERTY DETAILS

Address	120 Macarthur Causeway
City, State	Miami, Florida
Property Type	Office
Product Type	Midrise
Office Space	141,000 SF
Average Rent	TBD
Construction Status	Pre-Development
Start Date	TBD
Completion Date	TBD

FINANCIAL INFORMATION

Total Development Costs	TBD
Equity	TBD
Construction Loan	TBD
Lender	TBD





800 FIRST AVENUE SOUTH

INTENT TO DISPOSE OF CITY-OWNED REAL ESTATE



CONTACT INFORMATION

THANK YOU

JESSICA MELENDEZ

Vice President of Development

(305) 533-0016

jmelendez@relatedgroup.com

TIMOTHY ZEITOUN

Director of Acquisitions

(786) 264-0564

timothy.zeitoun@relatedgroup.com