In response to the Notice of Intent to Dispose of City-Owned Real Estate, Trammell Crow Residential (TCR) is excited to provide a comprehensive proposal to develop a residential project located at 910 2nd Ave S. TCR believes this development represents an excellent opportunity to include best in class residential apartments in downtown St. Petersburg. The prime location coupled with exceptional proximity to major employment centers and retail, creates a unique environment bringing together multiple market audiences and demographics. TCR’s attention to detail, thoughtfulness in design and place making abilities will help attract these demographic cohorts and create a sought-after living environment. TCR seeks to invest in and looks forward to actively developing a longstanding relationship with The Sunshine City for many years to come, and look forward to working with the City to develop a new signature project.

TCR, a Crow Holdings Company, is a pioneer of multifamily real estate and is one of the largest developers in the United States. Over 40 years, we have built nearly 260,000 premier residences, creating vibrant and amenity-rich communities that our residents are proud to call home. Our 15 offices provide an on-the-ground presence, deep network and an understanding of local market dynamics. Our longstanding reputation is built on quality, entrepreneurship and operational excellence.

TCR is a vertically integrated developer providing development, construction, and asset management services to every development. Between Central and South Florida, TCR currently has over 5,000 units, totaling over $1.5B, in its development pipeline.

Alexan apartments are unique, upscale communities, offering exceptional features and services, including state-of-the-art floor plans, well designed interiors and extensive amenities. Alexan communities are well situated, providing easy access to employment, shopping, cultural activities and transportation.
Trammell Crow Residential is proposing to develop a seven-story residential development to include 45 workforce housing apartments at 120% AMI (15% of units), 15 live-work townhomes, and 240 market rate apartment units. This plan includes 72 Studios (650 SF), 140 1 BD (725 SF), 70 2 BD (1,100 SF), and 18 live-work townhomes (1,400 SF).

The ground level live-work townhomes are designed to activate the street level pedestrian experience around the development and connect the community to the surrounding neighborhood.

In addition, the community will include a rooftop amenity deck to provide unparalleled views of downtown St. Petersburg, and provide an amenity package that is focused on working from home.

The property will be designed inside and out to connect the property to the vibrancy of downtown St. Petersburg, and the other new neighboring developments including Tropicana Field and the 800 1st Ave S block.
<table>
<thead>
<tr>
<th>EXECUTIVE SUMMARY</th>
<th>PROJECT CHARACTERISTICS</th>
<th>REPRESENTATIVE PROJECTS</th>
<th>CROW HOLDINGS</th>
<th>TRAMMELL CROW RESIDENTIAL</th>
<th>DEVELOPMENT TEAM</th>
<th>DEAL TERMS</th>
</tr>
</thead>
</table>

**PROPOSED RENDERING**
## UNIT FEATURES & COMMON AREA AMENITIES

### Common Area Amenities:

- Large Clubhouse and Modern Amenity Package
- Work from Home Tech Lounge
- First-Class Resort Style Pool
- Outdoor Grilling Area
- Pet Spa/Wash
- State of the Art Fitness Center
- Hammock Garden
- Bicycle Parking & Repair
- Electric Car Charging Stations
- Property Wide WIFI

### Unit Features:

- Wood luxury vinyl tile Throughout
- Walk-out Balconies
- Walk-in Closets
- Quartz countertops in kitchens, islands and bathrooms
- Spacious undermount kitchen sinks
- Tiled backsplash and tub / shower surround
- Stainless steel appliance package with side-by-side refrigerators
- Modern cabinetry
- Full size stackable washers and dryers in all units
- Ceiling fans with light kits in all living areas and bedrooms
- Two-inch faux wood blinds
- Dual USB/Power outlets in kitchens and master bedrooms
- Electronic unit entry locks
- Semi-frameless shower doors
- Framed mirrors in bathrooms

---

Alexan 335 – Plantation, FL

Alexan WP2 – Orlando, FL
## EXECUTIVE SUMMARY

## PROJECT CHARACTERISTICS

## REPRESENTATIVE PROJECTS

<table>
<thead>
<tr>
<th>Project Name</th>
<th>Location</th>
<th>Completion Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>ALEXAN WINTER PARK</td>
<td>Orlando, FL</td>
<td>2019</td>
</tr>
<tr>
<td>ALEXAN GROVE</td>
<td>Tampa, FL</td>
<td>2023</td>
</tr>
<tr>
<td>ALEXAN WP2</td>
<td>Orlando, FL</td>
<td>2021</td>
</tr>
<tr>
<td>ALEXAN MILLS 50</td>
<td>Orlando, FL</td>
<td>2022</td>
</tr>
<tr>
<td>ALEXAN CRAFTS</td>
<td>Miami, FL</td>
<td>2023</td>
</tr>
<tr>
<td>ALEXAN CROSSROADS</td>
<td>Orlando, FL</td>
<td>2017</td>
</tr>
<tr>
<td>ALEXAN 335</td>
<td>Plantation, FL</td>
<td>2021</td>
</tr>
<tr>
<td>ALEXAN DORAL</td>
<td>Doral, FL</td>
<td>2020</td>
</tr>
<tr>
<td>ALEXAN FB LAKES</td>
<td>Ft. Lauderdale, FL</td>
<td>2022</td>
</tr>
</tbody>
</table>

## CROW HOLDINGS

## TRAMMELL CROW RESIDENTIAL

## DEVELOPMENT TEAM

## DEAL TERMS
EXECUTIVE SUMMARY

PROJECT CHARACTERISTICS

REPRESENTATIVE PROJECTS

CROW HOLDINGS

TRAMMELL CROW RESIDENTIAL

DEVELOPMENT TEAM

DEAL TERMS

REPRESENTATIVE DEVELOPMENT
Alexan Doral, Doral, FL
# REPRESENTATIVE DEVELOPMENT

**Alexan Winter Park, Orlando, FL**

<table>
<thead>
<tr>
<th>EXECUTIVE SUMMARY</th>
<th>PROJECT CHARACTERISTICS</th>
<th>REPRESENTATIVE PROJECTS</th>
<th>CROW HOLDINGS</th>
<th>TRAMMELL CROW RESIDENTIAL</th>
<th>DEVELOPMENT TEAM</th>
<th>DEAL TERMS</th>
</tr>
</thead>
</table>

**EXECUTIVE SUMMARY**

**PROJECT CHARACTERISTICS**

**REPRESENTATIVE PROJECTS**

**CROW HOLDINGS**

**TRAMMELL CROW RESIDENTIAL**

**DEVELOPMENT TEAM**

**DEAL TERMS**
EXECUTIVE SUMMARY

PROJECT CHARACTERISTICS

REPRESENTATIVE PROJECTS

CROW HOLDINGS

TRAMMELL CROW RESIDENTIAL

DEVELOPMENT TEAM

DEAL TERMS

Alexan WP2, Orlando, FL
# EXECUTIVE SUMMARY

**Alexan 335, Plantation, FL**

<table>
<thead>
<tr>
<th>EXECUTIVE SUMMARY</th>
<th>PROJECT CHARACTERISTICS</th>
<th>REPRESENTATIVE PROJECTS</th>
<th>CROW HOLDINGS</th>
<th>TRAMMELL CROW RESIDENTIAL</th>
<th>DEVELOPMENT TEAM</th>
<th>DEAL TERMS</th>
</tr>
</thead>
</table>

**Representative Development:**

- **Alexan 335, Plantation, FL**

**Development Team:**

- Alexan 335, Plantation, FL
# CROW HOLDINGS OVERVIEW

**Real Estate Investment Management & Development**

<table>
<thead>
<tr>
<th>EXECUTIVE SUMMARY</th>
<th>PROJECT CHARACTERISTICS</th>
<th>REPRESENTATIVE PROJECTS</th>
<th>CROW HOLDINGS</th>
<th>TRAMMELL CROW RESIDENTIAL</th>
<th>DEVELOPMENT TEAM</th>
<th>DEAL TERMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>70 YEAR HISTORY</td>
<td>$21B^1</td>
<td>17 OFFICES</td>
<td>500 EMPLOYEES</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

## INVESTMENT MANAGEMENT

- Consistent focus on multifamily, industrial and niche property types delivered through core, value-add and opportunistic investment vehicles
- $12B^2 ASSETS UNDER MANAGEMENT
- 700+ TOTAL NUMBER OF INVESTMENTS Since 1998
- $1B CROW FAMILY COMMITMENT Since 1998

## DEVELOPMENT

- One of the largest developers in the U.S. building state-of-the art multifamily, industrial and office properties
- $12B^3 TOTAL PROJECT COST
- 260K^4 MULTIFAMILY UNITS DEVELOPED Since 1977
- 30M INDUSTRIAL SF DEVELOPED Since 2013

---

^1 As of 3/31/21. AUM provided for CHC & CHP ($11.8B) includes advisory assets and assets under an asset management agreement. AUM for advisory assets is calculated as the sum of asset value, uncalled commitments, and property-level debt. AUM for assets under an asset management agreement is calculated as the sum of total equity value of assets and property-level debt. AUM provided for TCR ($4.6B), CHI ($1.7B) and CHO ($2.6M) represents total capitalization of active delivered deals and total expected capitalization of deals under construction. $2.6B captures assets owned and managed by CHI. ^2 Includes CHC & CHP as of 3/31/21. ^3 Includes TCR & CHI. Data is from Q1 2012 – Q1 2021. ^4 TCR units developed prior to 2012 are based on management’s understanding of historical activity but is not able to be audited or otherwise independently verified. CHC, TCR, CHI, and CHO are operated separately and independently from one another with separate senior leadership and investment committees.
National reach and access across investment management and development activities is enhanced through **17** offices, with over **450** active investments spanning more than **30** states.
<table>
<thead>
<tr>
<th>TCR</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EXECUTIVE SUMMARY</strong></td>
</tr>
<tr>
<td><strong>PROJECT CHARACTERISTICS</strong></td>
</tr>
<tr>
<td><strong>REPRESENTATIVE PROJECTS</strong></td>
</tr>
<tr>
<td><strong>CROW HOLDINGS</strong></td>
</tr>
<tr>
<td><strong>TRAMMELL CROW RESIDENTIAL</strong></td>
</tr>
<tr>
<td><strong>DEVELOPMENT TEAM</strong></td>
</tr>
<tr>
<td><strong>DEAL TERMS</strong></td>
</tr>
</tbody>
</table>

**Trammell Crow Residential (TCR)** is a pioneer of multifamily real estate and is one of the largest developers in the United States.

- 40+ year operating history
- Building Class A, attainable and single-family rental properties
- Seasoned construction team of over 155 professionals
- In-house Quality Assurance and Resident Experience teams focus on consistent delivery of high quality institutional product

<table>
<thead>
<tr>
<th>260K</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Units Developed</strong>¹</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>$9.3B</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Project Cost</strong>²</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>19K</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Units in Development</strong>²</td>
</tr>
</tbody>
</table>

---

¹ Since TCR inception in 1977. Includes projects closed on land, under construction, delivered, active and sold. TCR units developed prior to 2012 are based on management’s understanding of historical activity but is not able to be audited or otherwise independently verified.

² Data from Q1 2012 – Q2 2021. Includes projects under construction, financed, delivered and sold.

³ Includes active projects as of Q2 2021.
**WHAT TCR BUILDS**
Creating Amenity-Rich Multifamily Communities

<table>
<thead>
<tr>
<th>CLASS A</th>
<th>ATTAINABLE / WORKFORCE</th>
<th>SINGLE FAMILY RENTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ALEXAN</strong></td>
<td><strong>ALLORA</strong></td>
<td><strong>ARISTA</strong></td>
</tr>
</tbody>
</table>
| - Convenient access to employment, retail and transportation  
- High-end amenities & finishes  
- Urban core and in-fill locations  
- Mid and high-rise  
- 16-30 month delivery timeline | - Lifestyle amenities: clubhouses, pools and fitness centers  
- Large living spaces and quality finishes  
- Suburban and urban markets with population and job growth  
- Garden communities, surface parking  
- 14-20 month delivery timeline | - Private residences targeting empty nesters and young families  
- Private yards & attached garages  
- Suburban and urban markets with population and job growth  
- 16-24 month delivery time |
No Company Has Developed More Apartments Than TCR
## TCR Development Activity
### Q1 2012 – Q2 2021

<table>
<thead>
<tr>
<th>DEVELOPMENT ACTIVITY</th>
<th>NUMBER OF PROJECTS</th>
<th>TOTAL NUMBER OF UNITS</th>
<th>TOTAL CAPITALIZATION</th>
<th>CAPITALIZATION PER PROJECT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Delivered</td>
<td>31</td>
<td>9,132</td>
<td>$2,579M</td>
<td>$83M</td>
</tr>
<tr>
<td>Land Owned or Under Construction</td>
<td>38</td>
<td>10,201</td>
<td>$3,360M</td>
<td>$215M</td>
</tr>
<tr>
<td>Pipeline</td>
<td>35</td>
<td>10,525</td>
<td>$2,974M</td>
<td>$85M</td>
</tr>
<tr>
<td>Sold Properties</td>
<td>59</td>
<td>16,511</td>
<td>$3,369M</td>
<td>$57M</td>
</tr>
<tr>
<td><strong>Total Incl. Sales</strong></td>
<td><strong>163</strong></td>
<td><strong>46,369</strong></td>
<td><strong>$12,282M</strong></td>
<td><strong>$75M</strong></td>
</tr>
</tbody>
</table>

The data presented above has been prepared by TCR.

1. Includes assets that are fully constructed and owned. Excludes sold assets.
2. Represents assets that are closed, currently under construction, financed or wholly owned land.
3. Includes projects with a projected construction start date within the next 12 months.
4. Includes one land investment.
TCR builds its communities with environmental responsibility, social purpose and the highest governance standards, to positively impact neighborhoods.

**BUILDING WITH PURPOSE**

We implement features that reduce energy use, lower costs and promote sustainable living, meeting and exceeding green building requirements across a variety of areas.

100% of TCR properties include:
- Electric vehicle charging stations
- Smoke-free environments
- High-efficiency LED & fluorescent lighting
- Recycling programs
- Energy-efficient appliances
- Low-flow plumbing
- State-of-the-art fitness centers
- Resident & community interaction

**CREATING HOMES FOR ALL**

Alexan apartments are unique, upscale communities. Many Alexan properties contain affordable units and discounted rates for local service industries such as police, educators and firemen.

**ALLORA**

Allora attainable properties are developed for middle income households, creating high-quality rental homes for people to live near communities they serve.

**ENHANCING OUR COMMUNITY**

We strive to improve the wellbeing of individuals, families and neighborhoods by supporting local and national nonprofit organizations focused on:

- **SERVING**
  - low-income youth, special needs children & the homeless

- **IMPROVING**
  - the environment & contributing to sustainability efforts

- **ENHANCING**
  - the lives of people living with disabilities & disease

- **PROVIDING**
  - essential resources for students & educators

- **SUPPORTING**
  - the real estate industry & urban planning
EXECUTIVE SUMMARY

PROJECT CHARACTERISTICS

REPRESENTATIVE PROJECTS

CROW HOLDINGS

TRAMMELL CROW RESIDENTIAL

DEVELOPMENT TEAM

DEAL TERMS

KEN VALACH
Chief Executive Officer
TCR, CHI & CHO
- 30+ years of Real Estate Development and Management experience at Crow Holdings
- Price Waterhouse and CFO of private company
- Stanford University (MBA) and Claremont McKenna College (BA)

DONNA KRUGER
Chief Financial Officer
East
- 17 years at TCR
- Over 25 years of real estate experience
- Previously an Asset Manager at JPI

ALICE TANCHEL
Managing Director
Resident Experience
- 23 years at TCR
- Specializes in building ergonomics, unit plan design, amenity space planning, interior design, and property branding
- Penn State University (BA)

SEAN RAE
Senior Managing Director
Capital Markets
- 13 years of TCR/CHI experience
- $6B Development across Multifamily and Industrial assets
- Texas Tech University (MBA, BA)

JIM BERARDINELLI
Managing Director
Southeast
- 6 years at TCR
- Over 15 years of real estate experience
- Previously had development roles with JPI, Archstone and Crescent Communities
- University of West Georgia (BS)

JOE TAYLOR
Regional Construction President
Southeast
- Over 25 years of Construction experience
- Previously at Wood Partners, Gables Residential, and Post Properties
- Auburn University (BA)

LEONARD WOOD, JR.
Senior Managing Director
Southeast, Mid-Atlantic & Northeast
- 20 years of industry experience
- Wood Partners, Crow Holdings
- University of North Carolina (MBA, BA)

NYLA WESTLAKE
Managing Director
Asset Management
- 16 years at TCR and 20 years of industry experience
- $3B in Financing, Recapitalization, and Disposition
- University of Central Florida (BA)
- CPM® Institute of Real Estate Management

STEVEN EPPS
Vice President of Development
Southeast
- 3 years at TCR
- 11 years of Multifamily and Hotel development and redevelopment experience.
- Clemson University (MBA, BS)
Smacking down bad design since 2009.

Dwell is here to save you from bad design, boring ideas and faulty execution. We’re **notoriously accurate:** producing some of the cleanest documents this side of the galaxy. We’re **methodically unconventional:** designing clever spaces that aren’t outlandish or lacking purpose. And we’re **solid people:** easy to work with, fun to be around and void of pretension.

Sound different? Just wait until you work with us.
### Who is Kimley-Horn?

**Local Knowledge, Relationships, and History of Successful Projects in St. Pete**

Kimley-Horn will be providing the *civil engineering* and *transportation engineering* services for this project out of their St. Petersburg office, located less than one mile away from the project site. Kimley-Horn has experience executing both public- and private-sector projects within the City.

Relevant experience includes:

- Water Street Tampa
- St. Pete Complete Streets Implementation Plan
- St. Pete Pier
- St. Pete Downtown Parking Study
- St. Pete Innovation District Streetscape Master Plan

---

**Kimley-Horn**

- [Image of Kimley-Horn logo]

---

**Development Team**

**Civil Engineer – Kimley Horn**

<table>
<thead>
<tr>
<th>EXECUTIVE SUMMARY</th>
<th>PROJECT CHARACTERISTICS</th>
<th>REPRESENTATIVE PROJECTS</th>
<th>CROW HOLDINGS</th>
<th>TRAMMELL CROW RESIDENTIAL</th>
<th>DEVELOPMENT TEAM</th>
<th>DEAL TERMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>#7 in Pure Design Firm by Engineering News-Record</td>
<td>#5 in General Building by Engineering News-Record</td>
<td>#17 top US Design Firms by Engineering News-Record</td>
<td>16 Offices in Florida</td>
<td>900+ Employees in Florida</td>
<td>95+ Offices Nationwide</td>
<td>4,600+ Employees Nationwide</td>
</tr>
</tbody>
</table>
**EXECUTIVE SUMMARY**

**PROJECT CHARACTERISTICS**

**REPRESENTATIVE PROJECTS**

**CROW HOLDINGS**

**TRAMMELL CROW RESIDENTIAL**

**DEVELOPMENT TEAM**

**DEAL TERMS**

---

**Downtown St. Pete Project Experience Map**

Kimley-Horn has served the City of St. Petersburg under on-call contract for over 10 years which included the following:

- Downtown Parking Master Plan
- Complete Streets Master Plan
- Traffic analysis
- Roadway and Signals
- Site Development and Stormwater

**Kimley-Horn Projects**

1. Central Ave BRT Transit Oriented Development
2. Tropicana Field Parking and Traffic Analysis
3. 330 Central
4. ICON Central
5. 5th Ave North Improvements
6. 2nd Ave Improvements
7. St. Pete Pier Approach
8. 5th Street Roadway Design
9. Johns Hopkins On-Call Contract
10. Innovation District Streetscape Master Plan
11. 4th Street Roadway Design
B+C Studio was formed in 2003 by lead principal Joel Bowman, with the goal of providing creative, high-quality spaces with a collaborative approach throughout the design and construction process, both internally and with other members of the design team. We understand that a collaboration and exchange of ideas between owners, stake holders, architects, consultant teams and contractors set apart great projects from the mediocre. Our focus is landscape architecture and site planning, our strength is working with others as a design collective, and our passion is creating enjoyable and inspiring spaces.

B+C Studio is a mid-size design firm, large enough to achieve expedited design timelines, yet small enough to be client and project focused. Our work is centered in Atlanta; however, we are licensed and experienced working in most of the southeastern US. Our staff is knowledgeable of local markets, code requirements, and processes with an extensive portfolio of projects ranging from rooftop amenity decks, to adaptive re-use, to streetscapes and parks.

Our group of talented planners and landscape architects pride themselves in the ability to take site analysis and client vision into cohesive designs that are well illustrated using sketch and modeling techniques, and on to thorough construction documents that can be easily understood and implemented in the field.

### PREVIOUS NOTEWORTHY PROJECTS
- Alexan Buckhead, Multifamily (Atlanta, GA)
- Alexan Chapel Hill, Mixed-use (Chapel Hill, NC)
- Alexan Crossroads, Multifamily (Orlando, FL)
- Alexan Mills 50, Multifamily (Orlando, FL)
- Alexan Grove, Multifamily (Tampa, FL)
- Alexan on 8th, Mixed-use (Atlanta, GA)
- Alpharetta City Center, Mixed-use (Alpharetta, GA)
- Halycon Grand, Multifamily (Alpharetta, GA)
- Inman Quarter, Mixed-use (Atlanta, GA)
Trammell Crow Residential (TCR) is pleased to submit this proposal with the interest in purchasing the below referenced property from the City of St. Petersburg (City). Both parties agree to attempt in good faith to negotiate, execute and deliver a binding Purchase and Sale Agreement.

**Property:** Approximately 2.02 acres of the tract having Parcel Numbers 19-31-17-74466-048-0010 and 19-31-17-74466-048-0110, including all Improvements and related Personal Property, located in the City of St. Petersburg and Pinellas County, Florida. The Property is to be further defined by an ALTA survey.

**Intended Use:** TCR intends to develop 300 institutional grade apartments in a seven-story building configuration. The 300 units are to be broken down into 45 (15% of units) workforce housing apartments at 120% AMI, 15 live-work townhomes, and 240 market rate apartment units.

**Purchase Price:** ($13,500,000) Thirteen Million Five Hundred Thousand Dollars. The Purchase Price is predicated on the ability of the Purchaser to achieve an approved site plan for the Intended Use, and is to be paid by TCR at Closing, as defined herein. In addition, the City will convey the Property to TCR unencumbered of any parking lease requirements.