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 mixed-use project located at 800 1st Ave S. TCR believes this development represents an excellent opportunity to include additional high quality 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 is looking to invest in and actively develop 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 4,000 units, totaling over $1B, 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 mixed-use development to include 120 workforce housing apartments at 120% AMI (30% of units), 280 market rate apartment units (70% of units), ground floor retail, and a public/private parking garage. This plan includes 100 Studios (600 SF), 200 1 BD (750 SF), 100 2 BD (1,100), and approximately 11,000 SF of retail.

The initial concept proposes 11,000 SF of retail for multiple tenants along 1st Avenue S, however, TCR is considering a single small-format retail footprint. If selected TCR would continue to explore partnerships with experienced, national urban retailers that could occupy up-to a 40,000 SF double-height space at the ground floor of the residential building.

While the entire parcel under consideration totals +/- 4.59 acres, TCR would like to propose the purchase of only the +/- 2.51 acres to the north of 2nd Ave S.

With TCR only taking the 2.51-acre parcel this will allow the City of St. Petersburg to keep 2nd Ave S open and maintain the City’s grid system. This will also be beneficial as the plans for the Tropicana Redevelopment progress, allowing future access directly to the development. Additionally, this will allow the City of St. Petersburg to maintain approximately 2 acres that can be leased or sold for additional income.
UNIT FEATURES & COMMON AREA AMENITIES

Common Area Amenities:

- Large Clubhouse and Modern Amenity Package
- 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
## Representaive Developments

**Florida Region**

<table>
<thead>
<tr>
<th>Project Name</th>
<th>Location</th>
<th>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>
# Executive Summary

**Alexan Doral, Doral, FL**

## Project Characteristics

<table>
<thead>
<tr>
<th>CROW HOLDINGS</th>
<th>TRAMMELL CROW RESIDENTIAL</th>
</tr>
</thead>
</table>

## Representative Projects

- **Alexan Doral, Doral, FL**
  - **Deal Terms**

---

**Representative Development Team**

**Trammell Crow Residential**

[A Crow Holdings Company](#)
## EXECUTIVE SUMMARY

**Representative Development**

**Alexan WP2, Orlando, FL**

### Project Characteristics

### CROW HOLDINGS

### Trammell Crow Residential

### Development Team

### Deal Terms
**REPRESENTATIVE DEVELOPMENT**

**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**

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**Images of Alexan 335, Plantation, FL**

- Exterior view of the building with palm trees.
- Interior view of the fitness center.
- Swimming pool area.
- Kitchen and dining area.
- Game room with a pool table.

---

**Trammell Crow Residential**

A Crow Holdings Company
# 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>TRAMMEL CROW RESIDENTIAL</th>
<th>DEVELOPMENT TEAM</th>
<th>DEAL TERMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>70</td>
<td>$21B&lt;sup&gt;1&lt;/sup&gt;</td>
<td>17</td>
<td>500</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>YEAR HISTORY</td>
<td>ASSETS UNDER MANAGEMENT</td>
<td>OFFICES</td>
<td>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<sup>2</sup> 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<sup>3</sup> TOTAL PROJECT COST
- 260K<sup>4</sup> MULTIFAMILY UNITS DEVELOPED *Since 1977*
- 30M INDUSTRIAL SF DEVELOPED *Since 2013*

---

<sup>1</sup> 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 ($2.6B) represents total capitalization of active delivered deals and total expected capitalization of deals under construction. $2.6B captures assets owned and managed by CHI. *Includes CHG & CHP as of 3/31/21.* Includes TCR & CHI. Data is from Q1 2012 – Q1 2021. *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.
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

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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

EXECUTIVE SUMMARY
PROJECT CHARACTERISTICS
REPRESENTATIVE PROJECTS
CROW HOLDINGS
TRAMMELL CROW RESIDENTIAL
DEVELOPMENT TEAM
DEAL TERMS

CLASS A

ALEXAN

- 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

ATTAINABLE / WORKFORCE

ALLORA

- 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

SINGLE FAMILY RENTAL

ARISTA

- 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
TCR DEVELOPMENT HISTORY

No Company Has Developed More Apartments Than TCR

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

TCR DEVELOPMENT HISTORY

1977 - 1979: 12K
1980 - 1982: 12K
1983 - 1985: 12K
1986 - 1988: 12K
1989 - 1991: 12K
1995 - 1997: 12K
1998 - 2000: 12K
2001 - 2003: 12K
2004 - 2006: 12K
2007 - 2009: 12K
2010 - 2012: 12K
2013 - 2015: 12K
2016 - 2018: 12K
2019 - 2021: 12K

Thousands of Apartment Units

1977: 0
1978: 0
1979: 0
1980: 0
1981: 0
1982: 0
1983: 0
1984: 0
1985: 0
1986: 0
1987: 0
1988: 0
1989: 0
1990: 0
1991: 0
1992: 0
1993: 0
1994: 0
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2004: 0
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2006: 0
2007: 0
2008: 0
2009: 0
2010: 0
2011: 0
2012: 0
2013: 0
2014: 0
2015: 0
2016: 0
2017: 0
2018: 0
2019: 0

2020: 259K
2021: 259K

Trammell Crow Residential
A Crow Holdings Company
<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>
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</thead>
<tbody>
<tr>
<td>DELIVERED(^1)</td>
<td>31</td>
<td>9,132</td>
<td>$2,579M</td>
<td>$83M</td>
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<tr>
<td>LAND OWNED OR UNDER CONSTRUCTION(^2)</td>
<td>38</td>
<td>10,201</td>
<td>$3,360M</td>
<td>$215M</td>
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<tr>
<td>PIPELINE(^3)</td>
<td>35</td>
<td>10,525</td>
<td>$2,974M</td>
<td>$85M</td>
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<tr>
<td>SOLD PROPERTIES(^4)</td>
<td>59</td>
<td>16,511</td>
<td>$3,369M</td>
<td>$57M</td>
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<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
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 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. 830 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, stakeholders, 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)
Maple Multi-Family Land SE, L.P. is pleased to submit this proposal with the interest in purchasing the below referenced property. Both parties agree to attempt in good faith to negotiate, execute and deliver a binding Purchase and Sale Agreement.

Property: Approximately 2.51 acres of the 4.59-acre tract having Parcel Numbers 19-31-17-95365-001-0010, 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 400 institutional grade apartments in a seven-story building configuration. The 400 units are to be broken down into 120 (30% of units) workforce housing apartments at 120% AMI and 280 (70% of units) market rate apartments. In addition, TCR will develop approximately 11,000 square feet of ground-floor retail.

Purchase Price: ($16,000,000) Sixteen Million 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.
LEONARD WOOD JR.
Senior Managing Director, East Coast
lwood@tcrr.com
678.256.3171

DONNA KRUGER
Chief Financial Officer, East Coast
dkruger@tcrr.com
770.801.3113

JIM BERARDINELLI
Managing Director, Florida
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404.496.6142

STEVEN EPPS
Vice President of Development, Southeast
sepps@tcrr.com
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