



st.petersburg

# PROPOSAL FOR THE TROPICANA FIELD SITE

*Strategic Development Plan*



CITY OF SAINT PETERSBURG  
RFP for development of the Tropicana Field Site  
Issued 07/27/20

*PRESENTED BY: TRS Development Services,  
Development Team Representative*

B R E N N A N  
I N V E S T M E N T  
G R O U P



Dear City of Saint Petersburg,

It is agreed that a successful Development Team should consist of entities who excel in project organization and team communication, but another crucial characteristic of a successful Development Team is their ability to find innovative solutions that will result in the most optimal wellbeing of the environment, the owners, and the end-users of the project.

Consequently, the Development Team chosen for this project is comprised of **Ryan Companies** and **Brennan Investment Group** as *lead developers*. **TRS Development Services** serves as the *Development Team Representative*, who is responsible for organizing the Team and creating this proposal. In tandem we create a team of diverse individuals with innate talents that compliment one another. Dr. Henry as a member of TRS executes this proposal below.

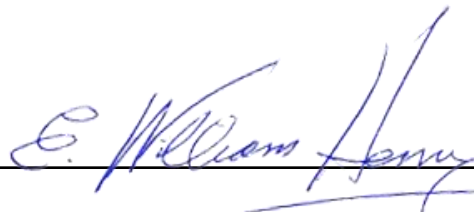
**Tara Tedrow** with Lowndes Law is the team attorney and main point of contact:

Direct line: 407-418-6361

E-mail: tara.tedrow@lowndes-law.com

On behalf of the Team, we are pleased to submit herewith our response to your RFP for Development of the Tropicana Field Site. We are interested in bringing value to the City of Saint Petersburg by implementing a **cutting-edge mixed-use complex** with multifaceted benefits to the City, community, and economy. We call this development **SKY WAVE**.

Thank you for considering our response.

  
**E. William Henry, PhD** (813) 334-8370  
Managing Member 600 S. Magnolia Ave. #375  
TRS Development Services Tampa, FL 33606  
*Development Team Representative* Hello@TampaRiverfrontSports.com



# TABLE OF CONTENTS

## PART A

Development Team

## PART B

Reference Projects,  
Experience, and  
Minimum Qualifications

## PART C

Financial Information

## PART D

Narrative Response

## PART E

Depiction of the  
Development

## PART F

Timing of Development  
and Development  
Phasing

## PART G

Other

## PART H

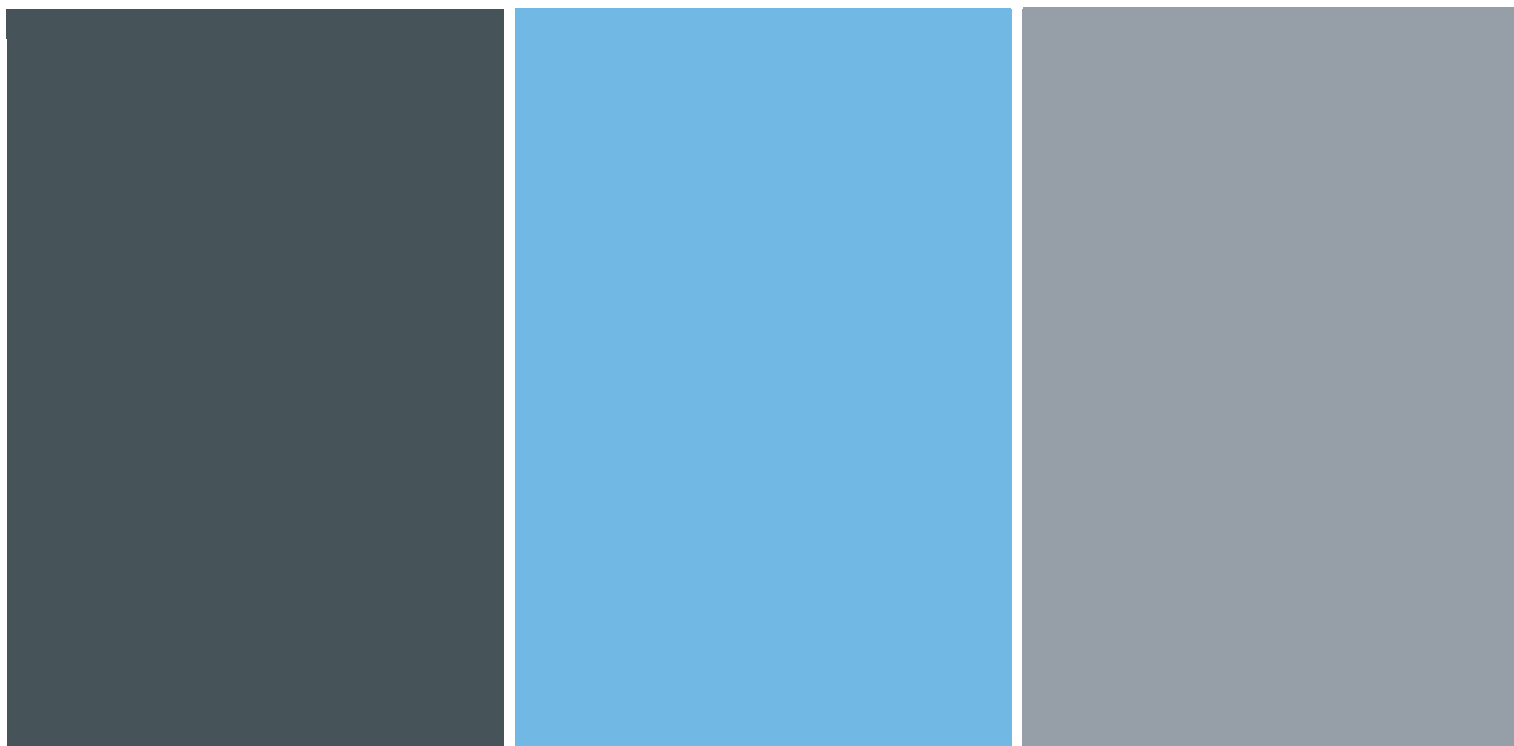
Delivery Deadline,  
Requirements, and  
Proposal Form

# PROJECT MISSION

A brief description of the most important missions of the Sky Wave project are included below:

- Capitalize on the presence of **Booker Creek** – create a public recreation space
- Align with the Integrated Sustainability Action Plan, Complete Streets Implementation Plan, Health in All Policies approach and our Grow Smarter economic development strategy
- Include a space for **research and innovation**, **childcare** for the site’s residents and employees, **hotel and conference space**, and seamlessly integrate into our regional transportation network
- Bring **economic value** to the site
- Provide community benefits consistent with a **Community Benefit Program--employment goals**, living wages, **small business participation**, workforce training opportunities, housing affordability and more.
- **Live, Work, Play**
- Facilitate opportunities for **artistic expression**
- **Celebrate the culture** of St. Pete
- ADA handicap accessibility throughout the site
- Provide affordable Housing-- Urgent need for St.Pete
- Adhere to our comprehensive housing affordability plan called “**Housing For All, From All.**” That plan is in motion. The site should provide housing for individuals of various income levels and accommodate families- another need for St.Pete.
- Consider development with and without stadium.
- Have a homerun on the site that should have happened a generation ago.
- Ensure all steps are taken towards an **environmentally sustainable** development
- Design a place people will enjoy **living in, working in, and being in**
- Create a **unique development**—there are no similar sites in the country.

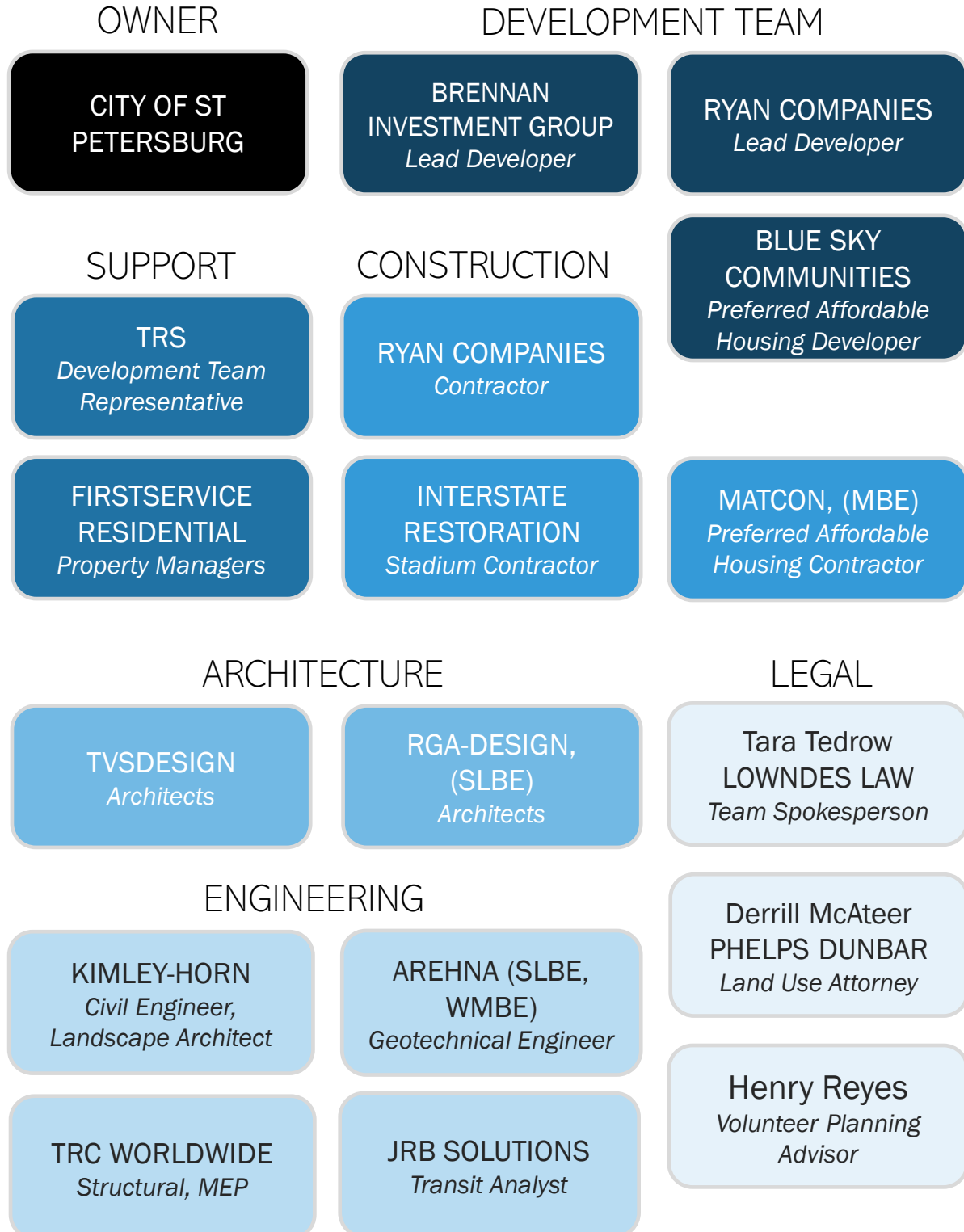




# PART A

*Development Team*

# ORGANIZATIONAL CHART



# BRIEF DESCRIPTION OF FIRMS

Below are brief descriptions about each firm or individual that will be serving on our development team, including designers, engineers, advisors, etc. The team will be arranged as shown in the organizational chart on the previous page. Each local firm is designated here.

## RYAN COMPANIES

National firm, Tampa Bay office. Mixed-use development specialists. Background in construction, architecture, engineering.

## BRENNAN INVESTMENT GROUP

National firm, Tampa Bay office. Brennan is a value-add technology park developer and property owner led by technology park specialists.

## TRS DEVELOPMENT SERVICES

Tampa Bay firm. Project organizers and visionaries. Most geared toward innovative projects with cutting-edge solutions, such as this one.

## BLUE SKY COMMUNITIES

Tampa Bay firm. Preferred sub-developer. Experienced in Affordable Housing development and management.

## KIMLEY-HORN

St. Pete firm. A vastly experienced firm in an array of markets from civil engineering to urban design to environmental studies.

## FIRSTSERVICE RESIDENTIAL

Tampa Bay firm. Over 20 years of experience in managing Florida communities, working side by side with residents and boards alike.

## RGA-DESIGN

Pinellas firm. Specializes in architecture, code compliance and a practice called re-architecture. This includes redevelopment.

## JRB SOLUTIONS

Clearwater firm. Experienced in transportation design and engineering. Transit analyst for the project.

## TVSDESIGN

Tampa Bay firm. “Relentlessly pursuing solutions that promote health, sustainability and joy.” 37 LEED-certified projects. 300+ design awards.

## LOWNDES LAW – TARA TEDROW

Orlando firm. Tara is a Shareholder in the firm’s Land Use, Zoning & Environmental Group.

## TRC WORLDWIDE ENGINEERING

Tampa Bay firm. Accomplished engineers and parking structure designers. Preferred Parking Solutions partner for several high-profile users around the world.

## PHELPS DUNBAR – DERRILL MCATEER

Tampa Bay firm. Derrill has 15+ years experience in law and excels at bringing complex real estate deals to successful conclusions.

## HENRY REYES

Volunteer planning advisor. Henry is the Vice President of Partnership Development at Moffitt Cancer Center.

# TEAM RESUMES INCLUDED

## **RYAN COMPANIES**

Lead Developer

Jon Paul Bacariza, AIA, LEED AP, EDAC

*Vice President, Market Leader – Tampa*

Massimo “Max” Bossimo, PE

*Vice President of Real Estate  
Development*

Doug Dieck, LEED AP

*President of Southeast Region*

Scott Stenman

*Vice President of Construction*

## **BRENNAN INVESTMENT GROUP**

Lead Developer

Robert Krueger

*Managing Principal*

## **BLUE SKY COMMUNITIES**

Preferred Affordable Housing Developer

Shawn Wilson

*President of Blue Sky Communities*

## **KIMLEY-HORN**

Civil Engineer

Dawn Dodge, PE, LEED AP

*Project Manager*

Jared Schneider, AICP, CNU-A

*Transportation Engineer*

David Flanagan, PLA, ASLA

*Landscape Architect*

## **TVSDESIGN**

Architect

David Brown, AIA

*Principal Architect, Member of  
Board of Directors*

Chris Osborn, AIA

*Principal Architect*

Kevin Gordon, AIA, LEED AP

*Principal Designer*

## **LOWNDES LAW**

Team Attorney

Tara Tedrow

*Team Spokesperson*



#### PROFESSIONAL EXPERIENCE

Tampa Office Director  
HKS Architects

Project Manager  
Leo A Daly

Principal  
VIA Concepts

Project Architect  
Perkins+Will

#### AFFILIATIONS & MEMBERSHIPS

American Institute of Architects (AIA)

LEED Accredited Professional

Evidence-Based Design Accreditation  
and Certification (EDAC)

Board of Regents, American College of  
Healthcare Architects (ACHA)

Founding Board Member  
South Florida U.S. Green Building  
Council (USGBC)

Former Board Member  
Societa Dante Alighieri Miami

Advisory Board Member  
The Institute for Patient Centered Design

#### EDUCATION

Bachelor of Architecture  
Cornell University

#### SELECTED EXPERIENCE

LYNX Gateway Building  
68,025 SF, Office  
Fort Myers, FL

Confidential Hospital Expansion  
220,000 SF, Healthcare, Expansion  
Maple Grove, MN

Florida Medical Clinic  
16,500 SF, Healthcare  
Medical Office Building  
Brandon, FL

JEA - Jacksonville Electrical Authority  
190,000 SF, Office  
Corporate Headquarters  
Jacksonville, FL

Halifax Health Deltona\*  
190,000 SF, 96-Bed Greenfield Hospital  
Daytona Beach, FL

Baptist MD Anderson Cancer Center  
Outpatient\*  
330,000 SF, Outpatient Cancer Clinic  
Jacksonville, FL

Joe DiMaggio Children's Hospital\*  
157,000 SF, 90-Bed Tower, Hybrid  
Operating Rooms, Expansion, Renovation  
Hollywood, FL

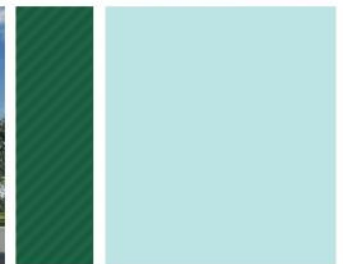
Memorial Regional Hospital West\*  
80,000 SF, 120-Bed Tower,  
1,400-Stall Parking Garage  
Expansion, Renovation  
Hollywood, FL



JACKSONVILLE ELECTRICAL AUTHORITY



FLORIDA MEDICAL CLINIC



**"I tell my team what inspires me: Let's work every day to create something we'll be proud of for years to come. Let's build something we'll be proud of when we look back on our careers."**

As Market Leader, JP is the corporate leader of Ryan in the Tampa region while providing direction to our development, design, construction, real estate management and capital markets teams throughout the region. JP draws on strengths of leaders on his team while developing and executing a plan to source new opportunities and continue building Ryan's success throughout his region. He provides strategic vision in earning projects that best align with Ryan's expertise and future goals.

Having grown up in Spain and lived elsewhere, JP brings a worldly sense to his now two decades of work leading projects in the Southeastern US. He draws on extensive leadership in design and architecture, experience that taught him well how to understand customers' goals and intentions by

asking effective questions enabling his team to create powerful spaces that best serve people's needs. With great respect for the financial investment of our customers, JP relishes master planning opportunities that allow him to dig deep into the macro scale of helping institutions make informed decisions on what, where and how to build something that will endure. He takes the long view on mentoring his team to deliver lasting value, flawlessly built by professionals passionate about their craft and committed to customer service.

#### PROFESSIONAL EXPERIENCE

Village Administrator  
Village of Elwood

Director of Engineering  
City of Palm Beach Gardens

Director of Development  
Creech Engineers

Director of Development  
Forte Macaulay Development Company

#### AFFILIATIONS AND MEMBERSHIPS

American Society of Civil Engineers  
(ASCE)

American Water Works Association  
(AWWA)

International City Manager Association  
(ICMA)

Florida Engineering Society (FES)

Urban Land Institute (ULI)

International Council of Shopping Centers  
(ICSC)

#### EDUCATION

Master of Civil Engineering  
Florida Tech

Bachelor of Civil Engineering  
Florida Tech

#### SELECTED EXPERIENCE

JEA - Jacksonville Electrical Authority  
190,000 SF, Office  
Corporate Headquarters  
Jacksonville, FL

Kroger Ocado  
Customer Fulfillment Center  
345,000 SF, Industrial, Distribution  
Groveland, FL

Greystone Health & Rehabilitation  
Center of Apopka  
107,000 SF, 180 Beds  
Healthcare, Skilled Nursing Facility  
Apopka, FL

Charter Schools USA  
7,500 -78,100 SF, Education  
Various Cities in Florida, North Carolina,  
and South Carolina

Baymeadows Commercial\*  
53,000 SF, Retail  
Melbourne, FL

Waterstone PUD\*  
406 Townhomes, Multifamily Residential  
Pembroke Pines, FL

Elwood International Port\*  
11,000,000 SF, Industrial  
Elwood, IL



**“Over many years as a developer, I’ve witnessed myriad mistakes and countless success stories. Each and every situation is a teacher, and I cultivate that learning mindset in our teams.”**

Max brings decades of diverse industry experience to the position of Vice President of Real Estate Development, leading large commercial endeavors including over \$750 million in residential project revenue. Combining vision, passion and attention to detail, he is credited with bringing some of the Southeast Region’s most interesting projects to fruition. In his current role he is responsible for site selection and land acquisition, due diligence, municipal approvals, design and construction coordination, marketing and leasing, and sale

negotiation. With extensive experience in land development, government work and civil engineering, Max has overcome challenges and complexities of every kind and cultivates a global perspective that makes him a highly effective advocate for customers and owners. Strategic and goal-oriented, he inspires strong teamwork and a positive, inclusive atmosphere among internal and external teams and stakeholders. In addition to English, he is fluent in Italian and Spanish.



### AFFILIATIONS AND MEMBERSHIPS

Board Member, Past  
Florida Health Sciences Center  
Tampa General Hospital

Board Chair, Past  
Tampa General Hospital Foundation

Trustee, Past  
David A Straz, Jr. Center for the  
Performing Arts

Executive Committee Member  
Tampa Hillsborough Economic  
Development Corporation

Young Presidents Organization (YPO)

LEED Accredited Professional

NAIOP ULI ICSC

### EDUCATION

Bachelor of Science  
Civil Engineering  
Marquette University

Masters of Science  
Construction Management  
University of California, Berkeley

### SELECTED EXPERIENCE

Amazon Last Mile Distribution Centers  
79,000 - 100,000 SF, Industrial  
Venice, FL; Land O Lakes, FL

JEA - Jacksonville Electrical Authority  
153,000 SF, Build-to-Suit  
Corporate Headquarters  
Jacksonville, FL

Kroger Ocado Customer  
Fulfillment Centers  
330,000 - 338,000 SF, Industrial  
Groveland, FL; Forest Park, GA

Greystone Health  
Apopka Health and Rehabilitation Center  
106,800 SF, Skilled Nursing Facility  
Apopka, FL

Publix Dairy Facility Expansion  
42,000 SF, Distribution, Manufacturing  
Dacula, GA

Amazon Non-Sort Facility  
800,000 SF, Industrial  
Tenant Improvement  
Jefferson, GA

Citrus Park Crossings  
75,000 SF, Class A Office  
Tampa, FL

The Mosaic Company  
113,589 SF, Build-to-Suit, Class A Office  
LEED Gold  
Lithia, FL

Charter Schools USA, Inc.  
7,532 - 84,600 SF, Education, K12  
30+ Schools Throughout the  
Southeastern U.S.

John Deere Credit  
360,000 SF, Corporate Headquarters  
Johnston, IA



KROGER OCADO CUSTOMER  
FULFILLMENT CENTER



JACKSONVILLE ELECTRICAL AUTHORITY



INNOVATION PREPARATORY ACADEMY

**“I believe in the Ryan philosophy of building lasting relationships through uncompromising honesty, integrity and quality. Ryan will continue to be a premier developer and builder by taking care of our customers first.”**

With more than 30 years of real estate and construction experience, including more than 25 years with Ryan, Doug is an industry veteran. His experience includes managing complicated construction projects and developing office, industrial, retail, multifamily and healthcare projects in Minneapolis, Phoenix, Chicago, Des Moines and throughout the Southeast. As President of Ryan's Southeast Region, Doug is responsible for the overall performance of the

Southeast team. A believer in the strength of leadership, his focus is on building relationships while developing real estate and focusing on his customers' needs. Well respected for his inspirational team management style, his track record of performance demonstrates his conviction that strong communities are the result of impassioned leadership.

#### PROFESSIONAL EXPERIENCE

CEO of Construction  
Doran Construction

Project Director  
Hammes Company Sports Development,  
at US Bank Stadium & Lambeau Field

Vice President of Development  
Related Westpac, LLC

Project Director  
Vail Resorts Development Company

#### EDUCATION

Bachelor of Science  
Civil Engineering and  
Construction Management  
University of Michigan

Master of Science  
Civil Engineering and  
Construction Management  
University of Michigan

Master of Business Administration  
University of Michigan

#### SELECTED EXPERIENCE

Amazon Last Mile Distribution Centers  
79,000 - 100,000 SF, Industrial  
Venice, FL; Land O Lakes, FL

Charter Schools USA  
42,000 - 72,800 SF, Education, K12  
Florida; North Carolina; South Carolina

Greystone Health  
Apopka Health and Rehabilitation Center  
106,800 SF, Skilled Nursing  
Apopka, FL

JEA - Jacksonville Electrical Authority  
153,000 SF, Corporate Headquarters  
Jacksonville, FL

Kroger Ocado Customer  
Fulfillment Centers  
330,000 - 338,000 SF, Industrial  
Groveland, FL; Forest Park, GA

U.S. Bank Stadium\*  
Home of the NFL's Minnesota Vikings  
1,800,000 SF, Sports Stadium  
Minneapolis, MN

Lambeau Field\*  
Home of the NFL's Green Bay Packers  
Sports Stadium, Expansion  
Green Bay, WI

Base Village at Snowmass Ski Resort\*  
1,000,000 SF, Mixed-Use  
Hospitality, Multifamily, Retail  
Snowmass Village, CO

Arrabelle at Vail Square\*  
560,000 SF, Mixed-Use  
Hospitality, Multifamily, Retail  
Vail, CO

Ford Field\*  
Home of the NFL's Detroit Lions  
Phase II Development  
100,000 SF, Sports Stadium  
Expansion, Parking Garage  
Detroit, MI

\* Projects completed while at previous company



**“Growing up in a small town, I was always drawn to the idea of working on iconic construction projects in big cities. Few things are more rewarding than leading talented teams to create great things that people value.”**

As Vice President of Construction for the Southeast, Scott brings decades of leadership experience with a focus on big complex projects, including skyscrapers, sports stadiums and vacation destinations. He draws on his extensive expertise in large-scale construction, design and project management to manage teams through the lifecycle of a project and oversee reporting on financial objectives. Scott is also responsible for new business development, preconstruction activities and making sure our customers receive excellent service. A former owner's representative and real estate developer, he understands the

needs of customers and stakeholders and takes a thoughtful approach to guiding people through the building process while minimizing surprises. Ethical and fair, with excellent communication and problem-solving skills, Scott is committed to creating a positive, safe work environment, where people feel respected for their contributions, included in resolving challenges and share the mission of working with integrity.



B R E N N A N  
I N V E S T M E N T  
G R O U P



**Robert Krueger**

Managing Principal

bkrueger@brennanllc.com  
813-515-6388

Robert Krueger is a Co-Founder and Managing Principal of Brennan Investment Group. Based in Tampa, he is responsible for industrial property transactions in Central Florida. Mr. Krueger is among the most accomplished industrial professionals in the Florida market, with 41 years of experience in construction, development, and acquisitions.

Prior to joining Brennan Investment Group, Mr. Krueger was the key executive in building First Industrial's portfolio in Central Florida. During his tenure with First Industrial, Mr. Krueger acquired and developed over 5 million square feet of industrial and flex space in the Florida market. Before leaving First Industrial, Mr. Krueger was in charge of managing First Industrial's Florida portfolio of nearly 3 million square feet, and 821 acres, in Tampa, Orlando and Miami. During his tenure with Brennan Investment Group, he has developed over 1 million square feet of industrial warehouse space and was named Developer of the Year in 2017 and 2019 by the NAIOP Tampa chapter. Mr. Krueger is an active member of the Real Estate Investment Council (REIC), NAIOP Build to Suit Forum and Leadership Tampa Bay. He is also a licensed real estate broker, a licensed professional engineer in Florida, Hawaii and Wisconsin, and holds a Florida Class A general contracting license. Mr. Krueger earned a Bachelor's degree in Structural Engineering from Marquette University in 1972.



# SHAWN WILSON

## PROFESSIONAL EXPERIENCE

September, 2012 - Present    **President, *Blue Sky Communities***  
**Tampa, FL**

Blue Sky Communities is a real estate development company focused on helping governmental entities and non-profit institutions serve their communities by providing high-quality attractive housing for their hardest working families and elderly persons.

Directs all activities of Blue Sky. This includes identifying new opportunities, determining financial feasibility, interacting with land sellers and other key stakeholders. Creates the financial plan for each project and obtains all necessary funding.

Guides the design, permitting, loan closing, and construction administration of all projects.

July, 1999 – August, 2012    **Vice President, *Housing Trust Group***  
**West Palm Beach, FL**

Mr. Wilson was the first and longest-tenured employee of Housing Trust Group. During this time he was the person most responsible for the immediate success of this company from a start-up in 1999 to completing more than 600 affordable multi-family units in the first 3 years; and ultimately to the completion of 18 projects comprising more than 3,000 units by the time he left.

Obtained funding through Tax Credits, Tax Exempt Bonds, SAIL, SHIP, HOME, EPA, South Florida Regional Planning Council, among others.

Worked closely with several municipal governments during the approval, permitting, construction, and operational stage of all developments to ensure proper acceptance and positive community relations.

June, 1997 – July, 1999    **Vice President, *The Richman Group of Florida***  
**West Palm Beach, FL**

Managed the Florida office of a national Tax Credit syndication and development company. Guided the operations during a tumultuous period after the sudden departure of the former Florida Vice President. Created two new Tax Credit developments.

October, 1996 –  
June, 1997

**Vice President, *Carlisle Group***  
**Coral Gables, FL**

Served as the first VP of Development for what became one of the largest and most dynamic Tax Credit developers in the USA. Found the sites and did the major funding applications for Carlisle's first three Tax Credit projects.

January, 1996 –  
October, 1996

**Project Manager, *Cornerstone Group***  
**Coral Gables, FL**

Managed the day-to-day tasks during the pre-development and construction phases of several active Tax Credit projects. Assisted in performing due diligence and doing funding applications on several new projects.

January, 1995 –  
December, 1995

**Housing Director, *Miami Beach Community Development Corporation***  
**Miami, FL**

Directed a variety of projects ranging from providing housing counseling for families transitioning to homeownership, to the gut rehabilitation of two historic buildings in South Beach, one under the 202 Program and one with Tax Credits.

July, 1992 –  
December, 1994

**Housing Director, *Centro Campesino Farmworker Center***  
**Florida City, FL**

Directed the ongoing development of approximately 40 single-family homes. Created a new subdivision of single-family homes for farmworkers consisting of approximately 30 houses. Acquired and rehabilitated a 91 unit existing multi-family property using Tax Credits.

## EDUCATION

1988

**Bachelors of Arts cum laude, *Ohio University***  
Major: Spanish

1995

**Master of Public and International Affairs, *University of Pittsburgh***  
Concentration: Economic and Social Development





## Dawn Dodge, P.E., LEED AP

*Project Manager*

### *Representative Experience*

**St. Petersburg Pier Approach Design, St. Petersburg, FL** — Project manager and Engineer of Record (EOR). Kimley-Horn provided professional services for the St. Petersburg Pier Approach project. This project consists of the redevelopment of the area between the new proposed Pier and the Downtown Core of Beach Drive. We provided site civil engineering, stormwater design and permitting, utility design and permitting, transportation engineering, landscape architecture, a parking study, structural engineering, and environmental services.

**Shore Acres Recreation Center, St. Petersburg, FL** — Project manager on the Kimley-Horn team providing site civil engineering and landscape architectural services for the Shore Acres Recreation Center in St. Petersburg. Our services include design development, bidding, the preparation of construction documents, permitting, and construction phase services.

**Perry Harvey Park Design, Tampa, FL** — Project engineer. Kimley-Horn provided design services for the renovation of Perry Harvey Park. Themed around Tampa's Central Avenue neighborhood and the business district's rich and vibrant history, this project offered an exciting opportunity to celebrate Tampa's past while enriching the user experience through the implementation of enhanced park features. Key program elements included a Central Avenue History Walk, the transformation of the existing skate bowl into a state-of-the-art skating facility, and the reinvigoration of the park as a neighborhood destination and family gathering area. Our services included master planning, design development, public outreach, the preparation of construction documents, permitting, stormwater and utility design, structural engineering, and construction phase services.

**Sims Park, New Port Richey, FL** — Project engineer. This 8.7-acre waterfront community park is situated along the Pithlachascotee ("Cotee") River and Main Street in downtown New Port Richey. As part of the master plan, the city council authorized the closure of segments of Grand and Circle Boulevards to create an unobstructed connection with Orange Lake, an adjacent 6.7-acre lake, resulting in a unified 15.4-acre urban open space. This newly enlarged urban green space serves as a focal point and economic catalyst for the greater community. Through a series of programmatic design features, gardens, activity zones, and event spaces, the master plan connects the river, park, and lake as one recreational attractor running parallel to the businesses, dining spaces, retail establishments, and community services along Main Street. Kimley-Horn provided community and stakeholder engagement, programming, master planning, construction document preparation, permitting, construction phase services, and we have worked on additional phases of improvements.

### **Clearwater Bluff Waterfront Master Plan – Imagine Clearwater, Clearwater, FL**

Project engineer. The Imagine Clearwater plan was developed to produce a series of distinct experiences from the water to downtown, designed to draw a variety of people to the waterfront and broader district. The plan deploys a coordinated set of investments and strategies intended to activate the 23-acre waterfront area and create the vibrant downtown that Clearwater desires. The downtown bluff property, as master planned, will include 19 acres of park space, four acres for flexible event use, 0.3 miles of newly pedestrianized intracoastal edge, and 0.4 miles of new bluff walk. The Imagine Clearwater plan draws residents and visitors to the downtown waterfront, encourages activity and investment, and better connects the waterfront to the rest of Clearwater. Kimley-Horn's scope of services included urban design, parking analyses, transportation planning, and infrastructure analyses.

### *Special Qualifications*

- More than 15 years of experience designing and managing commercial, industrial, and residential land development projects
- Extensive experience managing both large- and small-scale projects, preparing construction documents, submittals, and construction administration
- Expertise includes the design of municipal, park, and transportation facilities
- Specializes in stormwater design and permitting, floodplain analysis and modeling, and treatment centers throughout Florida using Interconnected Channel and Pond Routing (ICPR) and PONDs
- Familiar with local regulatory agencies, including the Southwest Florida Water Management District (SWFWMD), the South Florida Water Management District (SFWMD), the Florida Department of Transportation (FDOT), and the Federal Emergency Management Agency (FEMA)

### *Professional Credentials*

- Bachelor of Science, Civil Engineering, University of Florida
- Professional Engineer in Florida
- Leadership in Energy and Environmental Design Accredited Professional (LEED AP)

### *Professional Affiliations*

- Member, Urban Land Institute (ULI)





## Jared Schneider, AICP, CNU-A

*Transportation Engineer*

### *Representative Experience*

**St. Petersburg Pier Approach Design, St. Petersburg, FL** — Project planner. Kimley-Horn provided professional services for the St. Petersburg Pier Approach project. This project consists of the redevelopment of the area between the new proposed Pier and the Downtown Core of Beach Drive. We provided site civil engineering, stormwater design and permitting, utility design and permitting, transportation engineering, landscape architecture, a parking study, structural engineering, and environmental services.

**St. Petersburg Innovation District Streetscape and Connectivity Concept Plan, St. Petersburg, FL** — Project manager. The Streetscape and Connectivity Concept Plan builds on previous efforts and sets the stage for the implementation of projects to help better connect the St. Petersburg Innovation District. A large amount of public involvement with stakeholder outreach occurred throughout the process of developing the plan. This connectivity concept plan prioritizes multimodal and streetscape projects to unite institutions within the district and create a cohesive community that enables and encourages patron interaction. What makes the St. Petersburg Innovation District unique is its connection to the water and the presence of marine and health science institutions. This plan implements a brand strategy and identifies opportunities to tie various elements together to give the St. Petersburg Innovation District a sense of place. Most importantly, the plan creates an implementation strategy for projects that would provide economic development opportunities.

**Complete Streets Implementation Plan, St. Petersburg, FL** — Project planner who also assisted with public involvement strategy. St. Petersburg's Complete Streets Implementation Plan describes a set of procedures for prioritizing and implementing complete streets through a variety of methods. The plan will establish the project delivery process modifications needed to improve the evaluation, planning, design, construction, operation, and maintenance phases of all roadway development and redevelopment projects. The plan will also document existing conditions and barriers; identify corridors and districts that are prime for complete streets improvements; establish a network of low-stress bicycle routes; and identify additional facilities needed to make walking, bicycling, and transit safe.

**Parking Demand Study, 5th Avenue North to 5th Avenue South, St. Petersburg, FL** Project planner. Kimley-Horn performed a parking demand study to help St. Petersburg understand their current and future parking supply. We also provided recommendations to improve the availability of public parking. The study area was comprised of the downtown area between 5th Avenue North to 5th Avenue South, from Tampa Bay to Dr. Martin Luther King, Jr. Street, and the EDGE District extending one block north of 1st Avenue North to one block south of 1st Avenue South, between Dr. Martin Luther King, Jr. Street and I-275. Kimley-Horn documented all current public parking supply and occupancy levels during a typical weekday, typical weekend, waterfront event, and Rays baseball game. Parking adequacy was projected for future scenarios based on projects under construction. Planned development and potential locations for additional public parking supply was determined. Public outreach sessions were held at the beginning of the study to obtain community input and report our findings. After submitting our draft of the report, the public was informed of the existing condition findings. They were also notified of Kimley-Horn's proposed recommendations for increasing the availability of public parking through policy change and the potential for adding new public parking. Recommendations were provided for the downtown core and the EDGE District and were prioritized by short, mid, and long-term ranges. Prior to the finalization of our report, a workshop was held with city council to report our findings and receive their input. As part of this project, Kimley-Horn has been retained by the City of St. Petersburg for on-call parking consultant services for a three-year period.

### *Special Qualifications*

- Leader in Kimley-Horn's multimodal transportation practice with more than 15 years of professional experience
- Experience working throughout Florida developing and helping to implement multimodal transportation projects that are sensitive to mobility and land use needs
- Specific experience includes transportation projects with a wide range of skillsets including multimodal transportation master plans, conceptual design, public involvement, complete streets (area-wide and corridor specific), special area and district planning, level of service analysis, and congestion management plans

### *Professional Credentials*

- Master of Urban Planning, Rollins College
- Bachelor of Arts, Business Administration, University of Florida
- Bachelor of Arts, Geography, University of Florida
- Certified Planner, American Institute of Certified Planners (AICP)

### *Professional Affiliations*

- Member, American Institute of Certified Planners (AICP)
- Member, American Planning Association (APA)
- Member, Congress for New Urbanism (CNU)
- Member, Urban Land Institute (ULI)





## David Flanagan, PLA, ASLA

*Landscape Architect*

### *Representative Experience*

**St. Petersburg Pier Approach Design, St. Petersburg, FL** — Landscape architect. Kimley-Horn provided professional services for the St. Petersburg Pier Approach project. This project consists of the redevelopment of the area between the new proposed Pier and the Downtown Core of Beach Drive. We provided site civil engineering, stormwater design and permitting, utility design and permitting, transportation engineering, landscape architecture, a parking study, structural engineering, and environmental services.

**Shore Acres Recreation Center, St. Petersburg, FL** — Landscape architect on the Kimley-Horn team providing site civil engineering and landscape architectural services for the Shore Acres Recreation Center in St. Petersburg. Our services include design development, bidding, the preparation of construction documents, permitting, and construction phase services.

*Prior to joining Kimley-Horn, David worked on the following projects:*

**The New St. Petersburg Pier, St. Petersburg, FL** — Project manager. David worked with outside consultants for the City of St. Petersburg to implement construction drawings and specifications for the New St. Petersburg Pier project. He coordinated all hardscape, landscape, and irrigation design and detailing from permitting through final construction documents for this 3,065-foot project, which is currently under construction. With distinct design elements and interactive experiences, the project's range of features include gardens, bike and walking trails, splash pads, a restaurant, and multiple event spaces. St. Pete Pier is meant to appeal to tourists as well as the local community.

**Walter Fuller Park Master Plan and Enhancements, St. Petersburg, FL** — Project manager. David provided master planning, site planning, and hardscape design for the enhancement of Walter Fuller Park in St. Petersburg. The project included the expansion and enhancement of the Baseball City Sports Complex, a baseball stadium addition, walking trails, four soccer fields, picnic shelters, a recreation center, a swimming pool, and the redesign of the existing tennis courts to include two pickleball courts and three tennis courts.

**St. Anthony's Hospital Campus Master Plan, St. Petersburg, FL** — Project manager. David performed an overall campus master plan study for the 45-acre hospital campus. The design included an evaluation of hospital growth and functionality for operations, as well as the design and placement of an urban park and trail to effectively fit the campus into the surrounding residential neighborhood. The master plan included traffic, hardscape, landscape, wayfinding, signage, lighting, and irrigation design services. The signature intersection included placing the St. Anthony's Hospital logo within the pavement as you enter the campus from the north.

**Water Works Park – North Entry Plaza, Tampa, Florida** — Project manager. David worked with the development team of Armature Works and the City of Tampa Parks Department to develop a design solution that responded to the existing function and aesthetic of Water Works Park, as well as transition effectively to the Armature Works adjacent to the site. The project included site planning, hardscape detailing, landscape, lighting, signage, and irrigation. The improvements provided enhanced seating/dining areas, bike racks, kayak staging, specialty pavement, monument signage, and a plaza with fire lane access to the park.

**City of Largo Entrance Gateway, Largo, Florida** — Project manager. David worked with outside consultants for the City of Largo to develop a new entrance gateway for the City on an underutilized but highly visible parcel of land. The project site was located at the corner of West Bay Drive and Seminole Boulevard. David provided master planning, site planning, hardscape design, landscape, lighting, and irrigation design services for the project. The design features an iconic living sculptural wall with locally sourced solar powered light elements.

### *Special Qualifications*

- More than 33 years of experience as a landscape architect and site planner
- Provides expertise in site planning, landscape design, irrigation design, construction phase services, and public involvement

### *Professional Credentials*

- Bachelor of Landscape Architecture, Iowa State University
- Professional Landscape Architect (PLA) in Florida and Connecticut

### *Professional Affiliations*

- Member and Past President, American Society of Landscape Architects (ASLA), Florida Chapter
- Board Member, National Board of Trustees, ASLA
- Government Affairs Committee Member, ASLA
- Green Industry Advisory Board Member, Southwest Florida Water Management District (SWFWMD)
- Member, St. Petersburg Arts Alliance
- Member, Public Art Coalition (PAC)



# DAVID BROWN

## AIA Principal



David is a Principal and member of our Board of Directors. He works with and leads architects and intern architects on the design and construction of mixed use, commercial, and corporate office projects.

He served as project manager and design architect of the Duke Energy Center, the focal point of the Levine Center for the Arts in Charlotte, North Carolina. In 2012 this project received the prestigious ULI Global Award for Excellence.

David has successfully managed large scale projects in multiple cities and timezones, making him an integral member of our growing international firm. He is an effective team leader, and his hands-on approach to project delivery makes him a true player-coach. David creates an atmosphere of cooperation that is appreciated by the entire design team and the client.

### EDUCATION

- Clemson University, Master of Architecture, 1996
- Charles E. Daniel Center for Urban Design Studies, Genoa, Italy, 1995
- State University of New York at Buffalo Bachelors of Professional Studies: Architecture - Cum Laude, 1993

### REGISTRATIONS AND AFFILIATIONS

- American Institute of Architects
- Registered Architect: States of Georgia, Florida and Ohio

## CORPORATE OFFICE

A&H Investment  
Corporate Headquarters  
*Dubai, UAE*

Children's Healthcare of Atlanta  
Administrative Office Campus  
*Atlanta, Georgia*

Duke Energy Center  
*Charlotte, North Carolina*

Fiserv.  
Corporate Headquarters  
*Alpharetta, Georgia*

LPL Financial  
Corporate Headquarters  
*Fort Mill, South Carolina*

Merrill Lynch  
Denver Campus  
*Denver, Colorado*

Merrill Lynch  
Hopewell Campus  
*Hopewell, New Jersey*

Merrill Lynch  
Jacksonville Campus  
*Jacksonville, Florida*

Sealed Air  
Corporate Headquarters  
*Charlotte, North Carolina*

TIAA-CREF  
Corporate Headquarters  
*Charlotte, North Carolina*

## COMMERCIAL OFFICE/LOBBY REPOSITIONING

171 Armour Drive  
*Atlanta, Georgia*

800 Waterford  
*Miami, Florida*

2100 Ross Avenue  
*Dallas, Texas*

4004 Perimeter Summit  
*Brookhaven, Georgia*

MetWest III  
Office Building  
*Atlanta, Georgia*

Northbridge Centre  
*West Palm Beach, Florida*

Promenade II  
*Atlanta, Georgia*

RSA Tower and Battle House Hotel  
*Mobile, Alabama*

Waterford Core  
Building One  
*Miami, Florida*

## CULTURAL ARTS

College Football Hall of Fame  
*Atlanta, Georgia*

Levine Center for the Arts  
*Charlotte, North Carolina*

## MIXED USE

Arjaan by Rotana  
*Media City, Dubai, UAE*

Jio World Centre  
*Bandra Kurla Complex, Mumbai, India*

International Waterfront Project  
*Port of Spain, Trinidad*

Reston Mixed Use  
*Reston, Virginia*

## RETAIL

Galaxy Mall  
*Tianjin, China*





# CHRIS OSBORN

AIA  
Principal



## COMMERCIAL

- + 6 Houston Center  
*Houston, Texas*
- + Fairmont Turnberry Isle  
*Aventura, Florida*
- + North Boca Center  
*Boca Raton, Florida*
- + Scientology Headquarters  
*Clearwater, Florida*
- + Downtown Plaza  
*Orlando, Florida*
- + Netp@rk Tampa Bay  
*Tampa, Florida*
- + Tampa Bay Mall Conversion  
*Tampa, Florida*
- + Baltimore Financial Tower  
*Baltimore, Maryland*
- + Heritage Park  
*Tampa, Florida*
- + Bank of America Tower  
*Tampa, Florida*
- + Owaida Bank  
*Dahran, Saudi Arabia*
- + Campus Commons I and II  
*Reston, Virginia*
- + Riva II - Corporate Headquarters  
*Annapolis, Maryland*
- + Bestgate I and II  
*Annapolis, Maryland*
- + Parkway I and II  
*Baltimore, Maryland*
- + A.E.D.S. Corporate Headquarters

- + The Branches  
*Reston, Virginia*

- + First American Bank  
*Reston, Virginia*
- + Aramco Branch Bank  
*Saudi Arabia*

## HOSPITALITY / HOTELS / RESORTS

- + Tampa "W" Hotel  
*Tampa, Florida*
- + Tampa Boutique Hotel  
*Tampa, Florida*
- + Westshore Westin Hotel  
*Tampa, Florida*
- + Hilton Vacation Club - Ruby Lake  
*Orlando, Florida*

## WORKPLACE

- + John Hancock  
*Tampa, Florida*
- + Alltel  
*Tampa, Florida*
- + Alltel  
*Phoenix, Arizona*
- + Williams & Connolly  
*Washington, DC*
- + Chase Manhattan Bank  
*Tampa, Florida*
- + Airline Pilots Association  
*Herndon, Virginia*
- + Continental Telephone  
*Reston, Virginia*

## DESIGN FOR LEARNING

- + Edison State College  
Allied Health Building  
*Naples, Florida*
- + EDMC  
*Pittsburgh, Pennsylvania*
- + Tampa Port Authority  
Cruise Ship Garage  
*Tampa, Florida*
- + University of South Florida  
Health South Pavilion  
*Tampa, Florida*
- + Hillsborough County School System  
*Tampa, Florida*
- + Florida State University  
John and Mable Ringling Museum of Art  
*Sarasota, Florida*
- + University of South Florida  
Athletics Building  
*Tampa, Florida*
- + University of Central Florida  
Softball Stadium  
*Orlando, Florida*
- + University of Southern Florida  
Central Florida  
Rowing Center  
*Orlando, Florida*
- + University of Southern Florida  
Central Florida  
Athletics Master Plan  
*Orlando, Florida*
- + J. Sargeant Reynolds Community Coll  
*Richmond, Virginia*

## HEALTHCARE

- + University of South Florida  
Health South Pavilion  
*Tampa, Florida*
- + Bayfront Medical Office Building  
*St. Petersburg, Florida*
- + Lake Erie College of Medicine  
*Sarasota, Florida*
- + Sinai Medical Office Building  
*Baltimore, Maryland*
- + Sinai Eye Center  
*Baltimore, Maryland*

## PLANNING

- + Home Shopping Network (HSN)  
*St. Petersburg, Florida*
- + James River Waterfront Study  
*Richmond, Virginia*

- + Campus Commons Master Plan  
*Reston, Virginia*
- + Capital One  
Lakeland Campus Master Plan  
*Lakeland, Florida*
- + Tampa Bay Mall  
Conversion Master Plan  
*Tampa, Florida*

## PROGRAM MANAGEMENT / OWNER REPRESENTATIVE

- + Citibank: Tampa Campus  
*Tampa, Florida*
- + Hillsborough County School System  
*Tampa, Florida*
- + Museum of Science and Industry  
*Tampa, Florida*
- + Howard W. Blake High School  
*Tampa, Florida*

+ Experience prior to tvsdesign

With professional experience spanning 44 years, Chris Osborn has programmed, designed and managed a broad array of residential, commercial, corporate and institutional project types—both domestic and abroad. In addition, he has significant interior experience as well as a long standing involvement in historic preservation.

Chris has won various awards and recognition for his work, on both the local and national levels. His responsibilities include project conceptualization, project development and senior client management. He is very interested in the changing role of technology in the design and construction of buildings and how it is changing the clients' involvement in the project team. As a trusted design partner for clients, Chris understands the importance of hands-on, proactive communication in creating the best possible outcome for each project.

## EDUCATION

- Bachelor of Architecture, Virginia Polytechnic Institute and State University, 1976

## REGISTRATIONS AND AFFILIATIONS

- Registered Architect: Florida
- Florida Trust for Historic Preservation
- National Trust for Historic Preservation
- Chairman, Barrio Latino Commission; Ybor City
- Board Member, Tampa Chamber; Committee of 100
- Board Member, Tampa Downtown Partnership
- Board Member, Tampa History Center
- Advisory Committee Member, University of Florida; School of Architecture





# KEVIN GORDON

## AIA LEED AP Principal



### PUBLIC ASSEMBLY AND CONVENTION CENTER

American Bank Center  
Center and Arena Renovation  
Corpus Christi, Texas

Anchorage Convention Center  
Study  
Anchorage, Alaska

Changsha International Convention Center  
Study  
Changsha, China

Charlotte Convention Center  
South Expansion Study  
Charlotte, North Carolina

China International Exhibition Center  
Beijing, China

Corpus Christi Bayfront  
Master Plan  
Corpus Christi, Texas

Ernest N. Morial Convention Center  
Phase IV  
New Orleans, Louisiana

Georgia World Congress Center  
Public Concourse Study  
Atlanta, Georgia

Las Vegas Convention Center  
Expansion  
Las Vegas, Nevada

MassMutual Center  
Springfield, Massachusetts

McCormick Place  
West Hall Expansion  
Chicago, Illinois

Melbourne Convention Center  
Expansion  
Melbourne, Australia

Memphis Cook Convention Center  
Memphis, Tennessee

Montreal Exposition Center Study  
Montreal, Canada

Music City Center  
Nashville, Tennessee

Nanjing Exhibition and Conference Center  
Nanjing, China

Nanjing International Exposition Center  
Phase III  
Nanjing, China

New Detroit Convention Center Study  
Detroit, Michigan

New Orleans Convention Center  
District Master Plan  
New Orleans, Louisiana

Ningxia International Convention Center  
Yinchuan, China

Ocean Center Convention Center  
Daytona Beach, Florida

Pennsylvania Convention Center  
Phase II  
Philadelphia, Pennsylvania

Qingdao Cultural Complex  
Qingdao, China

South Padre Island Convention Centre  
Study  
South Padre Island, Texas

Tianjin Convention Center  
Study  
Tianjin, China

Walter E. Washington Convention Center  
Washington, DC

Washington State Convention Center  
Design Competition  
Seattle, Washington

### WORKPLACE

Canal+ Headquarters  
Paris, France\*\*

Dubai Financial Center  
Design Study  
Dubai, UAE

LPL Financial  
South Mill, South Carolina

Mattress Firm  
Houston, Texas

Nanjing Bank Tower  
Design Study  
Nanjing, China

Porsche North Am.  
Design Competition  
Atlanta, Georgia

Swiss Volksbank  
Regional Headquarters  
Basel, Switzerland\*\*

Since joining tvsdesign, Kevin has served as the lead designer on numerous significant domestic and international projects ranging in type from office towers to award winning public assembly facilities, including Nashville's award winning Music City Center, the Nanjing China International Exposition Center and the new College Football Hall of Fame in Atlanta. With over 35 years in the profession, his experience includes master planning, project design, and large scale project management both in the United States and worldwide.

In approaching design, Kevin aims to realize client aspirations, enhance the immediate context and offer a meaningful experience to occupants and the public at large. He specializes in creating environmental, aesthetic and functional built environments which derive inspiration through program, client dialogue and completion of a greater context narrative. Being a LEED accredited architect, Kevin considers sustainability a priority in design. His clients have included private developers, government agencies, academic institutions, and non-profit organizations.

As a Design Principal and member of the Board of Directors of tvsdesign, Kevin oversees the Design Review program within the firm and sets strategic design goals for future growth. He has also taken an active role in the education of future architects and has served as a guest lecturer and design reviewer at collegiate campuses across the country.

### EDUCATION

- Master of Architecture, Miami University Oxford, Ohio 1980
- Bachelor of Environmental Design, Miami University Oxford, Ohio 1978
- The Architectural Association School of Architecture, London, England Diploma Unit 8

### REGISTRATIONS AND AFFILIATIONS

- Member, American Institute of Architects
- Member, Architectural Association of London, England
- Registered Architect: Georgia, New York, North Carolina, Ohio, South Carolina, Minnesota, Alberta, Ontario
- National Council of Architectural Registration Boards (NCARB)
- LEED Accredited Professional

### MIXED USE AND RESIDENTIAL

Guri City  
H-Town  
Seoul, Korea

CT2B  
Mixed Use Residential Tower  
Hanoi, Vietnam

Espace Pto  
Mixed Use Development  
Montpellier, France\*\*

EVN Land  
Mixed Use Development  
Ho Chi Minh City, Vietnam

Dubai International Financial Center  
Dubai, UAE

Huainan Hi-Tech Zone  
Huainan, China

Lake Lanier Residential Towers  
Gainesville, Georgia

La Grandeur Condominium Towers  
Phoenix, Arizona\*

Legacy Tower  
Dubai, UAE

Mohali Mixed Use Development  
Mohali, India

Nanjing World Trade Center Complex  
Nanjing, China

Orange County Transit  
Development Master Plan  
Orange County, California

### HOSPITALITY

Hyatt Regency Crystal City  
Ballroom and Convention Center Addition  
Crystal City, Virginia

Hyatt Regency McCormick Place  
Expansion  
Chicago, Illinois

Marriott Marquis Washington DC  
Washington, DC

Nanjing Exhibition and Conference Center Hotel  
Nanjing, China

San Diego Waterfront Hotel  
Design Study  
San Diego, California

### EDUCATION AND CULTURAL ARTS

Beijing International Automobile Exhibition Center  
Beijing, China

Brooklyn Museum  
Expansion Master Plan  
New York, New York

College Football Hall of Fame  
Atlanta, Georgia

Eugenio Maria de Hostos Community College, Allied  
Sciences Building  
New York, New York\*

National Information Center of Science and  
Technology  
Hanoi, Vietnam

New York University  
Graduate Dormitory  
New York, New York

New York University  
Undergraduate Dormitory, Auditorium and  
Classroom Complex  
New York, New York\*

Qingdao Cultural Complex  
Qingdao, China

\* (with Voorseanger & Mills Associates )  
\*\* (with Richard Meier & Partners)



## **TARA L. TEDROW**

Shareholder

407-418-6361 Direct

[tara.tedrow@lowndes-law.com](mailto:tara.tedrow@lowndes-law.com)



Tara Tedrow is a shareholder in Land Use, Zoning & Environmental Group and serves as chair of the Cannabis and Controlled Substances Group at Lowndes Law. She brings years of experience handling an array of complex legal matters for multi-billion dollar valued companies and entrepreneurs alike.

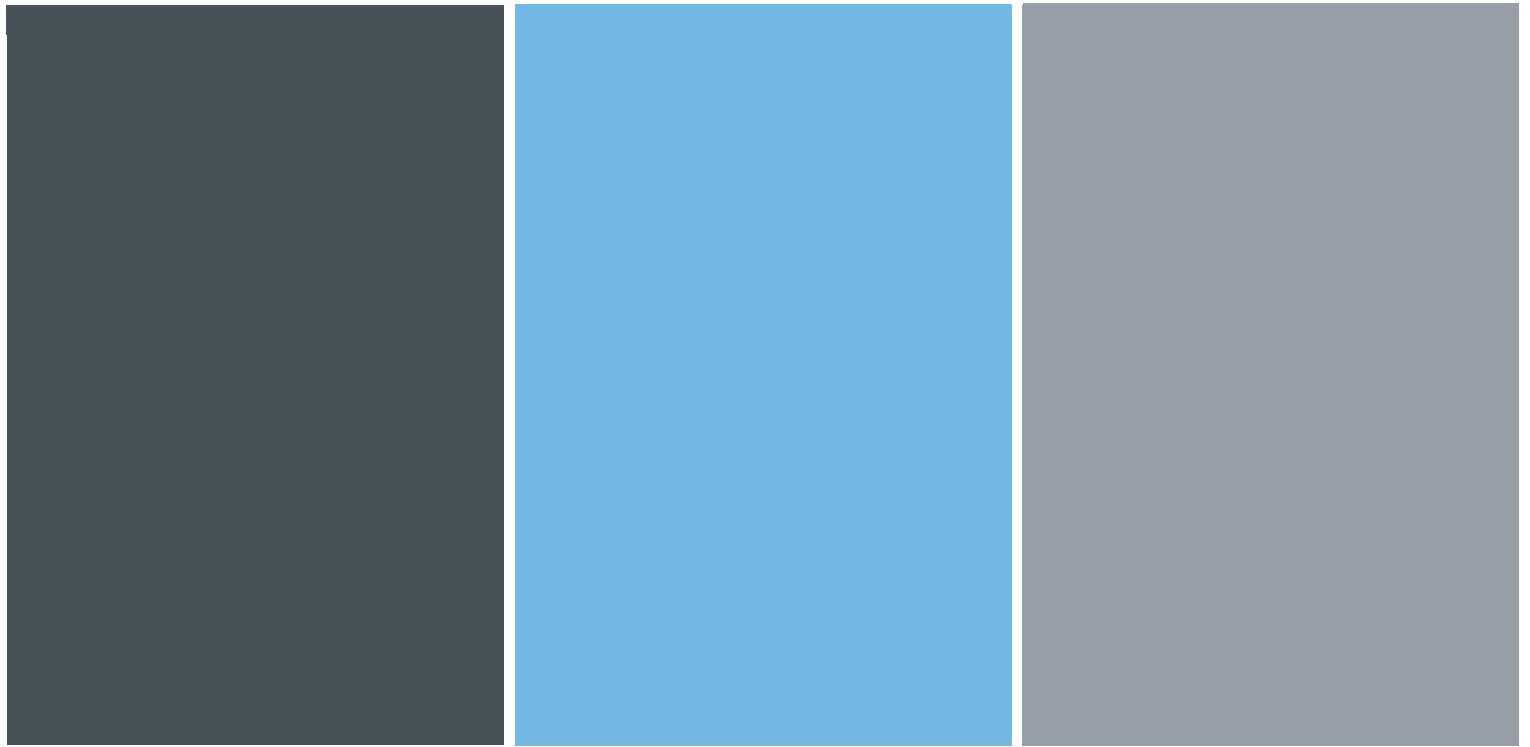
With a significant portion of her practice devoted to land use and development, Tara regularly advises clients on entitling projects for commercial, residential, industrial, office and mixed uses. She works with local governments statewide and regulatory agencies to address the needs of her clients related to environmental permitting and compliance, zoning, comprehensive plans, concurrency, site plan approval, variance and waiver requests, due diligence and property rights. Tara has handled complex land use matters across the state of Florida and in other states, including California. Often sought out for high-profile and high-stakes land development projects, Tara has delivered positive outcomes for clients ranging from large multi-national and U.S.-based companies to high-net worth individuals seeking land use entitlements. With over 15 years of competitive debate experience and as a nationally ranked competitive debater, she is uniquely suited to handle complex and controversial projects and public hearings that present a myriad of political and legal challenges.

Tara is the only person in the state of Florida to be appointed by the Florida Department of Agriculture and Consumer Services to both the inaugural Industrial Hemp Advisory Council created under Senate Bill 1020 and to the state's Hemp Advisory Committee, which she currently chairs. A prolific presenter and speaker at industry seminars and conferences, she has served as the keynote speaker on regulated industry regulations. Since the fall of 2018, Tara has also served as an adjunct professor at the University of Florida Levin College of Law, where she continues to teach today.

Tara Tedrow is a contributing writer at the Orlando Sentinel, where she was named one of Central Florida's 100 most influential people, and has been featured on national news networks for her real estate industry expertise. In addition to being an award winning lawyer, Tara is a multi-time gubernatorial appointee to positions in Florida, is the former chair of the Ninth Circuit Judicial Nominating Commission, former Vice-Chair of the



Economic Development Advisory Board for the City of Winter Park, chair of the Center for Leadership Development at the Rollins Crummer Graduate School of Business, Leadership Center Business Advisory Board. Tara is also the founder and Chair of a non-profit organization, the Florida Debate Initiative, Inc., where she has successfully worked to obtain a \$5,000,000 private grant for the Florida Department of Education (the largest in history for a state speech and debate organization), along with nearly \$1,000,000 of state funding to provide competitive speech and debate opportunities to students across Florida.



# PART B

*Reference Projects,  
Experience, and  
Minimum Qualifications*

# BRIEF DESCRIPTION OF EXPERIENCE

Below are brief descriptions about the experience of some important key members of the team.

## RYAN COMPANIES

### Lead Developer

Founded in 1938, Ryan Companies offers commercial development, construction, architecture, and engineering, to name a few. They are a national leader in commercial real estate services, and have had many notable clients such as **Amazon**, **GoDaddy**, and **Shutterfly**. They are experienced in large-scale developments such as this.

## BRENNAN INVESTMENT GROUP

### Lead Developer

Brennan principals have collectively **developed over 30 million square feet** throughout the U.S., with approximately 5 million square feet currently under construction. In addition, build-to-suits are an important way in which they offer customized buildings in all 50 states for types of facilities that they do not currently have in their portfolio. Brennan currently undertakes developments in **the top 15 MSA's**.

## BLUE SKY COMMUNITIES

### Preferred Affordable Housing Developer

Blue Sky inspires positive change in communities across Florida through high quality workforce housing development. As a **developer and owner of multifamily affordable housing** using the Federal Housing Credits program, Blue Sky is a leading advocate for helping nonprofit groups and local governments reach their affordable housing goals by developing state of the art, environmentally sound affordable housing.

## KIMLEY-HORN

### Civil Engineer

Kimley-Horn is a planning, surveying, engineering, and design consulting firm. The company was ranked **#18 on Fortune's "100 Best Companies to Work For"** list in 2019, its 13th year on the list. Engineering News-Record ranked Kimley-Horn as **#21** in its "Top 500 Design Firms" list in 2017.

## TVSDESIGN

### Architect

Founded in 1968, Bill Thompson, Tom Ventulett, and Ray Stainback had a vision of building an innovative practice rooted in good business, high design and technical capabilities. Services include architecture, interior design, urban design, long-range planning, strategic planning, etc. **37+ LEED certified projects. 300+ design awards.**



**RYAN**



Introducing...

***RYAN COMPANIES***



# DOWNTOWN EAST



**Completion:** December 2016

**Size:** *Office:* 1.4M SF, *Residential:* 182,000 SF, 195 units, *Retail:* 24,000 SF, *Hotel:* 228,000 SF, 164 Keys, *Parking:* 530,000 SF, 1,614-Stall Ramp, *Green Space:* 4.2 acres

**Location:** Minneapolis, MN

**Contact:** City of Minneapolis (Public partner)

**Type of Project:** Mixed-Use, Office, Multifamily, Retail, Hotel, Parking

**Ryan Responsibility:**

Development, Architecture + Engineering, Construction, Real Estate Management

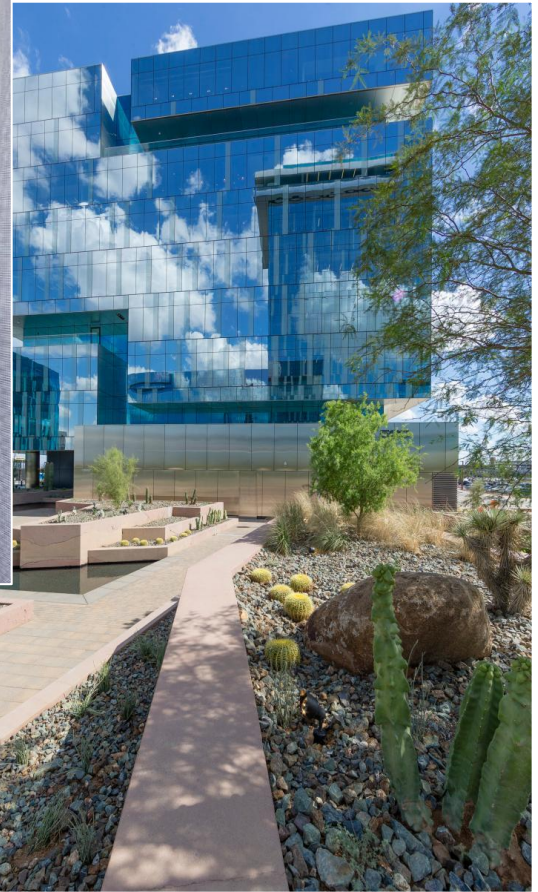
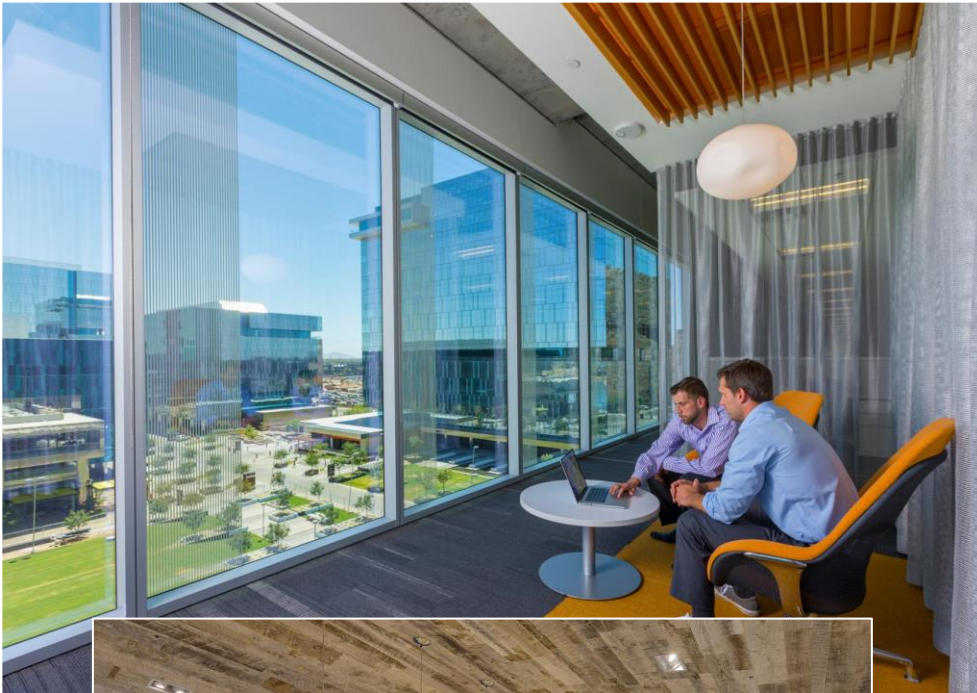
**Development Cost:** \$588 M

**Awards:** Office/Retail/Mixed-Use Award of Merit, 2017 - ENR Midwest  
Award of Excellence — Light Industrial, High Finish, 2017 - NAIOP Minnesota





# MARINA HEIGHTS



**Type of Project:** Build-to-Suit Office, Retail  
**Ryan Responsibility:** Design-Build Construction, Development

**Completion Date:** February 2017

**Size:** Office - 2,000,000 SF, Retail - 40,000 SF

**Location:** Tempe, Arizona

**Contact:** Sunbelt Holdings – John Graham

**Sustainability:** LEED Silver



**Awards:** Office Tenant Improvement of the Year - Building E, 2017 - NAIOP

Transaction of the Year, 2017 - NAIOP

RED Award: Office, 2017 - Arizona Commercial Real Estate

Safety Excellence Award, 2016 - National Association of Women in Construction Health Awareness Committee

Office TI of the Year Building #500, 2015 - NAIOP Arizona

Office BTS of the Year Building #500, 2015 - NAIOP Arizona

Talk of the Town Award, 2015 - NAIOP Arizona

Talk of The Town Award, 2013 - NAIOP Arizona

Project of the Year, 2015 - AMCA

Transaction of the year, 2013 - NAIOP Arizona



# KAISER PERMANENTE CAMPUS



Capitol Hill Medical Offices  
201 16th Avenue East  
Seattle, WA 98112

- ★ You Are Here  
Usted Está Aquí
- 2 Medical Offices  
Oficinas Médicas
- P Parking Garage  
Estacionamiento Cubierto
- U Urgent Care  
Tratamiento Urgente
- A Parking Lot  
Estacionamiento Descubierta
- Building Entrance  
Entrada al Edificio



**Completion Date:** June 2017

**Size:** Campus Total - 506,276 SF, Phase I: 246,276 SF  
Building A - 142,630 SF Building B - 103,646 SF, Phase  
II: 260,000 SF Building C - 113,000 SF Building D -  
147,000 SF

**Location:** Seattle, Washington

**Contact:** Kaiser Permanente (partner)

**Type of Project:** Healthcare, Office, Industrial

**Ryan Responsibility:** Development, General Contractor,  
Owner

**Awards:** Best Projects – Healthcare Award of Merit,  
2018 - ENR Northwest



# REFERENCES – RYAN COMPANIES

Charles Wells, Vice President of Development, Seefried Industrial Properties, an Amazon Partner

*"Great finish by Ryan, three weeks ahead of schedule!"*

Blake Irving, CEO, GoDaddy

*"Ryan has built a killer facility. It embodies our GoDaddy spirit, which is energetic, innovative and passionate...it's just a great place to get work done."*

Ray Montalvo, Senior Director, Shutterfly, Inc.

*"You have been exceptional to work with – it's great to have built a partnership with your strong team. Ryan has set the bar!"*

Dick Pettengill, President and CEO, Allina Hospitals and Clinics

*"I've served community institutions for nearly 40 years and I've never experienced a miracle of such proportions as the Midtown Exchange."*

Steve Eckstein, Acquisitions Specialist, Invesco

*"We are in love with the neighborhood that's been created. What has happened in Downtown East is incredible and what will happen in the next three to five years will be even better. No one could have possibly dreamed of this a few years ago."*

John Graham, President & CEO, Sunbelt Holdings

*"Sunbelt Holdings was thrilled to partner with Ryan Companies on developing Marina Heights over the past four years. The Ryan team met every deadline and was a pleasure to work with. Our relationship is one of mutual respect and has resulted in another quality project for our client. We look forward to working with Ryan on many more developments in the future."*



B R E N N A N  
I N V E S T M E N T  
G R O U P



Introducing...

***BRENNAN INVESTMENT GROUP***





NOW AVAILABLE

# ELK GROVE

TECHNOLOGY PARK





## PARK PLAN

±30,000 - 206,777 SF AVAILABLE



**DATA CENTER & INDUSTRIAL  
INQUIRIES**

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**CBRE**

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Introducing...

***BLUE SKY COMMUNITIES***



# Brookside Square

ST. PETERSBURG FL | 200 72<sup>ND</sup> AVENUE NORTH, RIVIERA BAY



142 UNITS

GARDEN STYLE

FAMILY HOUSING

COMPLETED 2016

ACQUISITION &  
REHABILITATION

\$18 MILLION TOTAL  
DEVELOPMENT COST

After more than 40 years, the long-time owners of this 1970s-era Section 8 property in Riviera Bay were ready to sell. Blue Sky partnered with a local nonprofit to buy Brookside Square and rehab the property with new windows, cabinets, appliances, paint, fixtures, and electrical devices. Extensive new landscaping adds beauty to the property and complies with current green building codes, including irrigation through the City's reclaimed water lines to reduce strain on the public water system. Located just one block off 4<sup>th</sup> St. N., Brookside is well-positioned close to commerce, restaurants and popular transit lines.

FUNDING: FHFC 4% TAX CREDITS | TAX EXEMPT BONDS | SAIL | GULFCOAST HOUSING FOUNDATION |  
RAYMOND JAMES TAX CREDIT FUNDS | REDSTONE CAPITAL



*Never far from Home*



# Preserve at Sabal Park

HILLSBOROUGH COUNTY FL | MANGO AREA



144 UNITS

GARDEN STYLE

FAMILY HOUSING

COMPLETED 2020

NEW CONSTRUCTION

\$27 MILLION TOTAL  
DEVELOPMENT COST

Preserve at Sabal Park is a six-building, three-story, new construction development located in the Mango area of Tampa. This durable, garden-style, family housing community features 48 one-bedroom, 72 two-bedroom, and 24 three-bedroom units totaling approximately 138,000 square feet. Nestled among natural lakes and wetlands, resident families will enjoy amenities such as a community building, livable-floor plans, playground, pool, and free parking.

FUNDING: FHFC 9% TAX CREDITS | HILLSBOROUGH COUNTY | HOUSING FINANCE AUTHORITY OF HILLSBOROUGH COUNTY | TD BANK | FIRST HOUSING DEVELOPMENT CORPORATION



*Never far from Home*

5300 West Cypress Street Suite 200 Tampa, FL 33607 813.514.2100 [blueskycommunities.com](http://blueskycommunities.com)



# REFERENCES – BLUE SKY

## **Mayor Jane Castor, City of Tampa**

"I wanted to take time to say "Thank You" for your outstanding advocacy on behalf of the citizens of Tampa. I am very aware of the work you do every day to make the lives of our residents better through your partnership with the City of Tampa and its Housing and Development Division. Your commitment and passion to elevate the quality of life in our community is greatly appreciated.

I look forward to working together in the future to benefit those in need. May your mission of serving continue to be successful, and the organization receive the support necessary to make a difference in Tampa."

## **Mayor Rick Kriseman, City of St. Petersburg**

I would like to congratulate you on the three Tax Credit Preservations that you have completed here in the City of St. Petersburg. Those properties have helped fulfill a vital need in our community. The City is particularly pleased that Blue Sky Communities was able to bring in more than \$9 million of State Sadowski funds and more than \$20 million of Federal Tax Credits for these important developments. We hope you will continue to participate in St. Petersburg's continuing progress in addressing affordable housing.

## **Mayor Bill Mutz, City of Lakeland**

"Blue Sky came to the City of Lakeland with a solution in a site that makes sense for our City. They serve a special needs population that we have been struggling to serve. Blue Sky gets the policy side right, and they are great at working with our Staff on permitting. We look forward to Blue Sky bringing more great solutions in the future."

## **Stephanie Neves, Housing Development Project Manager, City of Orlando**

"It has been a pleasure working with Blue Sky Communities. The Blue Sky team has been extremely cooperative and flexible while working with the staff. They are committed to providing affordable housing to the Orlando area and have been a true partner, working efficiently with city staff to provide any necessary information to help get this project across the finish line."

## **Curt Henschel, Planning & Development Services Director, City of Clermont**

"The City has an lengthy relationship with Blue Sky. They first came in to help out a local non-profit that had a site but no development experience. Now they are building their second affordable housing development in the City. Both sites presented significant entitlement, environmental, and grading issues. Blue Sky's staff did an amazing job working through all the myriad governmental agencies and delivering a fantastic community that has helped the City."

## **Jennifer Hance, Housing Division Manager, St Lucie County**

"The partnership built by St. Lucie County and Blue Sky Communities is a win for our community. The team at Blue Sky has been great to work with and their expertise in the development of affordable housing is unparalleled."





Introducing...

***KIMLEY-HORN***

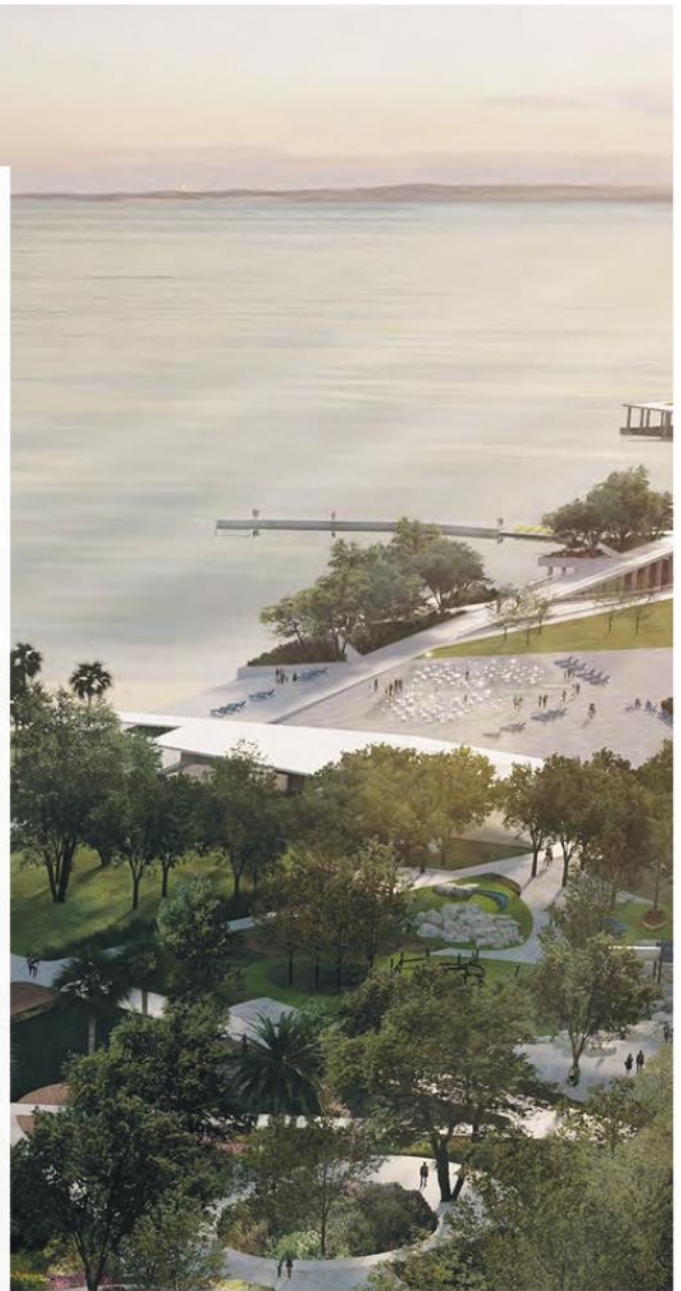


# ST. PETERSBURG PIER APPROACH DESIGN

## *St. Petersburg*

Kimley-Horn is currently providing professional services for the St. Petersburg Pier Approach project. This project implements a large portion of the Downtown Waterfront Master Plan which was prepared by outside consultants for the City of St. Petersburg in 2015. The Master Plan vision embraced “a continued legacy of preserved and enhanced open space that is inclusive and offers opportunities for all.” To complement the new St. Petersburg Pier, the City secured additional \$20 million in funding for the redevelopment of this approximately 19.5-acre area between the proposed new Pier and the Downtown Core of Beach Drive. Key components of the new Pier Approach include:

- ▶ Realignment of the road to dedicate more space to the public
- ▶ Gateway plaza
- ▶ Open air market with permanent market stalls
- ▶ Family park including playground, natural water features, and picnic areas
- ▶ Walking waterfront
- ▶ Stormwater management improvements
- ▶ Gardens
- ▶ Tram access across the Approach and out to the Pier
- ▶ Overlook, a tree-lined promenade with views of the bay
- ▶ Trails, paths, and sidewalks



Professional services being provided include site civil engineering, stormwater design and permitting, SWFWMD cooperative funding assistance, utility design and permitting, public involvement, transportation engineering, roadway design, landscape architecture, parking analysis, structural engineering, and environmental services.



# Brickell City Centre


Located at the core of the City's financial district, Brickell City Centre is a nine-acre mixed-use development—and one of the largest active projects in the City of Miami today. The site comprises approximately three city blocks. At completion, this 1.05 billion dollar project will include 2.9 million square feet of retail, office, residential, and entertainment space. The parking demand for this proposed development will be satisfied by the construction of a two-level subterranean parking garage, which will extend beneath the right of way for full connectivity between the three blocks. This LEED® Neighborhood Certified project will also include sustainable elements such as a climate ribbon, green roofs and cisterns for irrigation use.

As the engineer of record, Kimley-Horn is providing an array of civil engineering, transportation planning, and traffic engineering services. The scope of work includes design, permitting, and construction administration for the installation of more than of 7,000 linear feet of new water and sewer utilities within an extremely congested utility corridor; full roadway reconstruction including drainage improvements; traffic signalization; and onsite stormwater management.



LAND DEVELOPMENT

CLIENT	LOCATION	SIZE	COST
<b>Swire Properties</b> <b>Jeff Benson</b> <b>(305) 371-3877</b>	<b>Miami, Florida</b>	<b>9 acres</b>	<b>\$1.05 billion</b>



# REFERENCES – KIMLEY-HORN

## **Lucror Resources**

Arun P. Nijhawan  
404 432 9855  
anijhawan@lucrorresources.com

## **Childress Klein**

Tom Coyle  
704 343 4308  
tom.coyle@childressklein.com

## **Las Vegas Convention Center**

Brian Yost  
Chief Operating Officer  
702 892 0711  
byost@lvcva.com





Introducing...

***TVSDESIGN***





# WALDO'S MIXED USE COMPLEX

**location:**  
Atlanta, Georgia

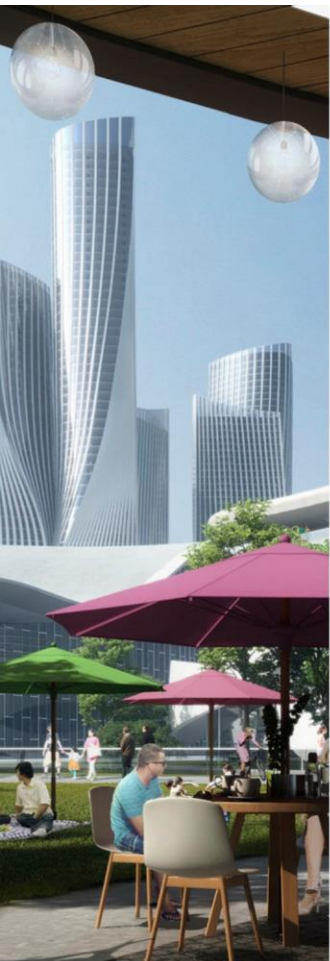
**client:**  
Lucror Resources

**project area and features:**  
1.5 acres  
200,000 sf  
120,000 sf, six levels office  
120 key hotel  
10,00 sf retail / food and beverage  
10 townhomes (1,700 sf each)  
Two level below grade parking - 275 cars with  
valet, ride share and self-park  
Central courtyard

The project envisions a seven-story office building, a 120-key hotel, a three-level residential building as well as food and beverage spaces. The buildings are connected by a landscaped, open-air court yard with ground level retail. The project will feature underground parking, and will have 'biophilic' design, incorporating natural materials and light. The project aims to bring experience-rich work spaces and hotel rooms that appeal to the neighborhood, visitors and companies.







# GURI CITY ID9 MASTER PLAN

**location:**  
Guri City, Korea

**client:**  
Guri Urban Development Corp.

**project area and features:**  
30,000 sm exhibition  
50,000 sm merchandise mart, meeting and banquet spaces  
5,000 seat plenary hall

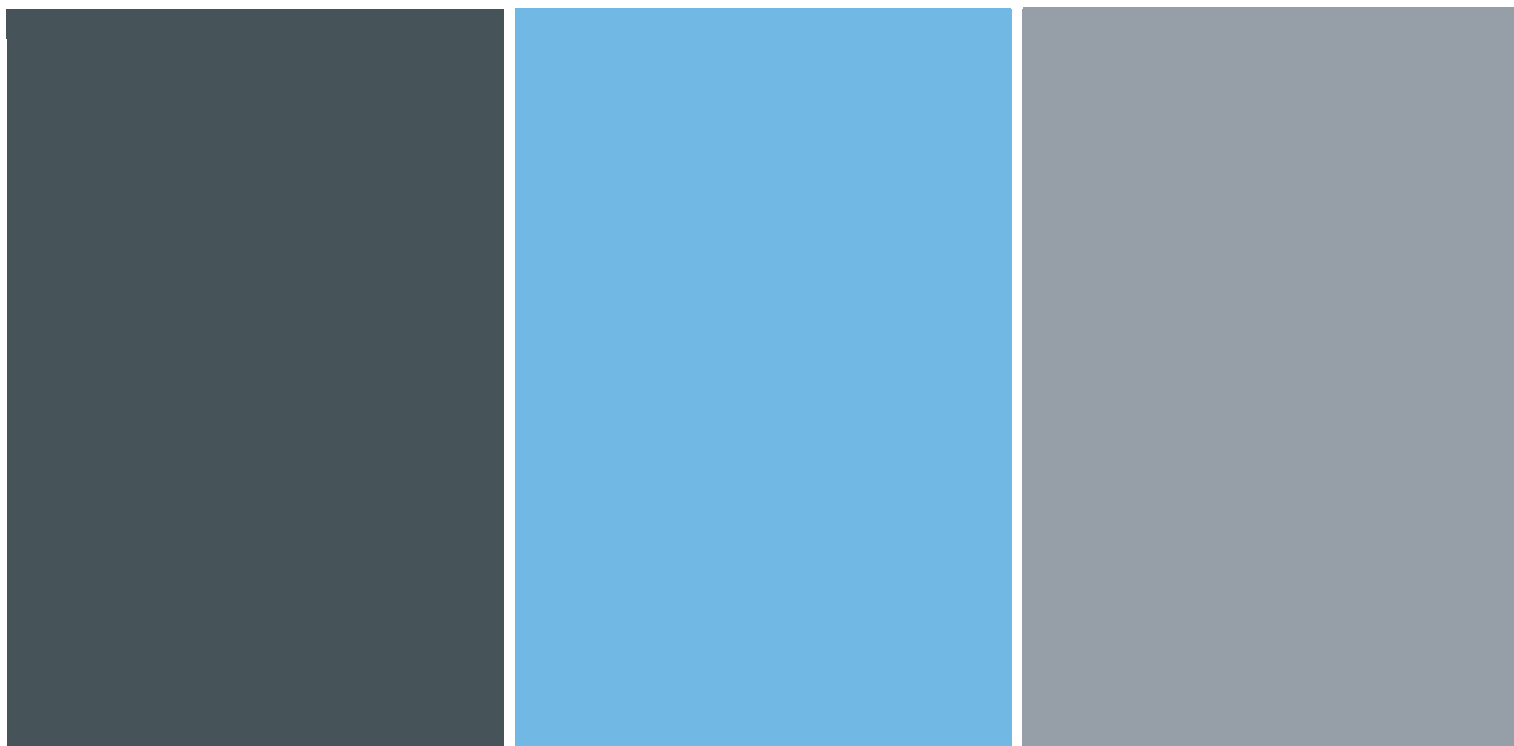
Master planned by tvsdesign on a dramatic 180 hectare site on the Han river in greater metropolitan Seoul, the project features a dynamic 24/7 live, work play interplay of retail, residential, office and cultural venues. Design to be realized in three phases, the overall project is united by a comprehensive second level 'green finger' landscaped pedestrian network punctuated by food and beverage and light entertainment outposts.

At the heart of the three phases, and at the confluence of the 'green finger' network overlooking the Han River will be one of Korea's largest and most iconic meeting and exhibition venues featuring 30,000 sm of exhibition, 50,000 sm of merchandise mart, meeting and banquet spaces and a 5,000 seat plenary hall.



The new Guri master plan ensures prioritization of mobility needs while creating **a distinct pedestrian network** that is highlighted by spaces of all scales of activity and program.





# PART C

*Financial Information*

# FINANCIAL INFORMATION

- The amount of equity investment by each investment entity:

TRS Development Services, with the support of First Services Residential, is performing as a master developer, which is tantamount to a land developer in the case of this project. The equity in the project shall be determined on the land sales to date. At this point, we have firm commitments to convey lots identified in various sections as Parcel #1, Parcel #2 (if the stadium option is not adopted), and Parcel #7 and Parcel # 9 (if the stadium option is not adopted). The equity will be created by land sales.

The following chart shows the equity created by these sales.

Parcel #1 \$1,650,000

Parcel #2 \$ 2,100,000 (without stadium)

Parcel #7 \$ 5,600,000

Parcel #9 \$ 4,000,000 (without stadium)

Contingent Equity from Lot Sales

Parcel #8 \$3,000,000 (based upon subsidy from affordable housing program).

Total equity combined provided for site development (not including environmental cleanup nor stadium demolition) equals \$13,350,000 plus contingent sale equals \$16,350,000.

We project that site development costs for the above-identified parcels, approximately 47 acres, will only include common infrastructure, i.e., roads, sewer, and water since the sites are being conveyed with utilities and hookups and new roads available at the parcel boundaries, not pad ready. Thus there will be ample funding available for site development as well as soft costs.

- Any public funding required for the project:

We require for the affordable housing district (Parcel #8) a program, similar to Penny for Pinellas, whereby the County will agree to purchase the underlying land for the percentage of the units deemed affordable based upon AMI and leased it back to the affordable housing developer at a minimal rate. If this is the case, we will see land sales in the \$3,000,000 range for this parcel.

With the stadium option, Parcels #2 and # 9 will be NIC. The City and or The Rays will be required to fund the renovation of the dome and construction of the Intermodal Center.

We request that the City cure any and all environmental hazards associated with this site via Brownfield funding or equal. We also request that City streets be brought through the site according to FDOT standards and that utilities be in these ROW(s) for each named developer to hook up to required utilities at the site property lines as indicated in our phasing plan.



- Financial ability of Proposer and other entities who are a part of the development team (e.g., line of credit or other financial instrument or assurance).

TRS Development Services is a 'performance partner' tantamount to a 'land master developer' and relies on firm contracts for sale to fund soft costs. In addition to TRS, First Services Residential, LLC is a public company whose statement is a matter of public record and is included herein. While the statement net worth is over \$2 Billion, this statement will not be used in order to guaranty performance but only as an indication that the HOA partner can help TRS arrange 'gap' financing based upon the financial strength of the national credit developers to date who have firm take out arrangements as per the above. (see attached public financial statement).

Proposer shall also include a **twenty (20) year cash flow analysis**.

Below is based upon recent commitments for land sales to date, including the remaining parcels, which currently beyond the projections that have been provided above. These are subject to phasing plans indicated elsewhere. As of the current time, it is more likely than not that development along First Avenue South, Parcel #7, **may** proceed high rise condominium developments along Booker Creek (Parcels #3, 4 & 5). We are in discussions with prospects on those parcels with developers recommended by First Services Residential. Cash flow in current dollars AFTER stadium renovation not including common area infrastructure costs and any geotechnical discovered issues, (such as sink hours, unsuitable soils), and site environmental cleanup TBD.

**Year #2-3** \$1,650,000 parcel #1 \$1,650,000 \$1,650,000  
**Year #3-5** \$5,600,000 parcel #7 \$5,600,000 \$7,250,000  
**Year #5-8** \$3,000,000 parcel #8 \$3,000,000 \$10,250,000

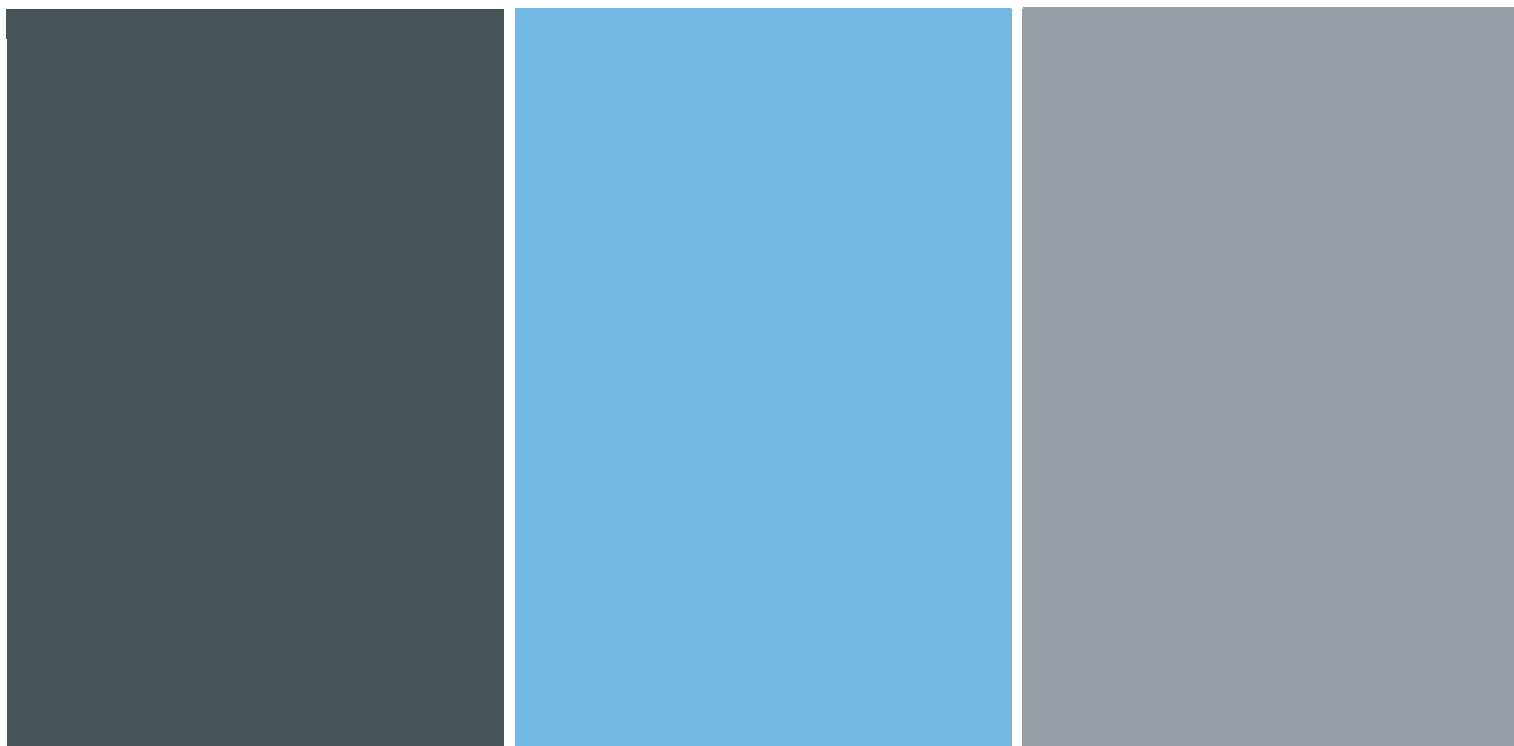
**Note:** The cash flow will be increased if the stadium is removed. The cash flow will be increased during this period to

Parcel #2 2,100,000 \$12,350,000  
Parcel #9 4,000,000 \$16,350,000

Contingent Lot sales without taking out at this time

**Year #8-10** Parcels #3,4,5 \$24,000,000 \$40,350,000 (assuming 600,000 SF condo construction and land basis at conveyance).

**Year #10-20** Beyond year 10, we have no basis for predicting cash flow. Parcels #10, 11, & 12 include office and hotel uses required by the City. We have planned for these in accordance with the RFP. However, due to the pandemic's recent impacts, the demand factors for these land uses are not clear. So at this time, we will only state that the cash flow is zero at this time in order to satisfy the RFP requirement.



# PART D

*Narrative Response*





# INTRODUCTORY OVERVIEW

The development will be a [public-private collaboration](#) that incorporates the goals of the City. Our development team will collaborate with the City to develop the appropriate infrastructure to support the proposed development.

## [DEVELOPMENT DETAILS](#)

The development will honor the site's history, celebrate and enhance the cultural diversity and authenticity of the City, and provide opportunities for economic equity and inclusion in agreement with the Community Benefit Program by providing the following: jobs in line with the Grow Smarter Strategy, a job/skills training center that provides continuous workforce development, entertainment with opportunities for arts and culture, mixed-income housing, and family-oriented places that promote economic development for the surrounding community.

The development will also include a minimum of 50,000 square feet of conference space attached to a major flagship hotel, include a space for research, innovation, and higher education uses in partnership with the University of South Florida, include childcare facilities for residents and employees of the site, and include a retail component prioritizing small local businesses.

## [SUSTAINABILITY](#)

Booker Creek and the Pinellas Trail will be central features of the development, and green space will be featured throughout. Strategies consistent with the City's Integrated Sustainability Action Plan will be utilized. A significant contiguous park component and public gathering space will also be made available throughout the site, and we will remediate any environmental issues existing.

The development will incorporate smart city technologies, Health in All Policies strategies, healthy urban planning and design elements, and healthy building design elements. We have multiple LEED-certified professionals on our team to aid in the design and planning of sustainable features.

## [CONNECTIONS](#)

The development will connect the site to the surrounding neighborhoods using a variety of transportation modes and connectors and will tie into the regional transportation network. Complete Streets Implementation Plan strategies will be used to ensure accessibility for people of all mobility ranges.

The development will connect to south St. Petersburg physically, economically, and emotionally. We will implement a strong community outreach program, seeking input from all community stakeholders.

# PLANS TO INCORPORATE DEVELOPMENT ELEMENTS

A description of how the development addresses and incorporates the development elements identified in Section 11 of the RFP:

*11.1.1. An intensive, sustainable, vibrant, urban, mixed-use, and mixed-income community that creates a unique experience and strong sense of place for all types of people.*

- The development prioritizes [the community and environment](#). The development is truly [mixed-income](#), with a good balance of lower-, middle-, and high-income accommodations. Affordable and workforce housing will be provided, along with facilities for lower-income families; for example, affordable childcare and free job/skills training. In contrast, market-rate housing, conference space, and high-end hospitality hotels will be provided onsite. The development will be [LEED Gold](#) or higher and will create a strong sense of place with ample green space, recreation areas, and community centers. [Artwork along the buildings](#) will celebrate the heritage and vibrant culture of St. Petersburg, and will provide a unique experience that tenants and guests alike will covet.

*11.1.2. The project follows the guiding principles and overall vision of the Tropicana Field Conceptual Master Plans.*

- We have reviewed HKS' master plans and our proposal is along the same lines. This is evidenced throughout the proposal, particularly on the phasing diagram in Part E. However we are creating two schemes: one with the stadium and one without.

*11.1.3. Architecturally significant, unique designs, with integrated distinctive public open spaces, is expected.*

- This development incorporates unique concepts and design, utilizing the talent of the community by celebrating artwork on the exterior of buildings, yet fitting in with the emotional feel of Saint Petersburg. Many acres of public open spaces are included, such as green roof recreation areas, Pinellas Trail connections, Booker Creek placemaking, and public parks.

*11.1.4. Demonstration of market feasibility for proposed plan.*

- The development will be responsible for creating hundreds of jobs and will attract users from all walks of life. There is a growing demand for mixed-use developments and public recreation areas for people to gather. The development will be an economic powerhouse, providing a unique experience and sense of place for tenants and visitors, ensuring they will want to keep coming back.

*11.1.5. Job creation plan (quantity and quality of jobs), emphasizing employment opportunities for residents of the South St. Petersburg CRA and other traditionally under-served neighborhoods and reflective of the Grow Smarter Strategy referenced in Sections 6 and 11.1.18.12. The City is prepared to negotiate an employment plan for permanent job creation and placement of residents of the South St. Petersburg CRA and other underserved communities.*

- See page G-1.

*cont'd...*



11.1.6. It is a goal of the City that a significant amount of the construction jobs for the project will be filled by South St. Petersburg CRA residents. Proposals must reflect how this expectation will be realized, including an estimated percentage of the expected construction jobs set aside for South St. Petersburg CRA residents.

- Our development prioritizes local work. Not only does employing local workers benefit and lift up the community, it also has sustainable benefits. It reduces the need for commuting far distances, which reduces greenhouse gas emissions. **We commit to filling 30% or more of the construction jobs with local South St. Petersburg CRA residents.**

11.1.7. Establish a workforce development program to include job training opportunities for residents of the South St. Petersburg CRA and other traditionally under-served neighborhoods. It is expected that the selected Proposer will coordinate with St. Pete Works!, a workforce collaborative supporting workforce development in St. Petersburg (<https://stpeteworks.org/>), and post-secondary institutions to develop workforce training programs for South St. Petersburg CRA and other residents and link them to temporary jobs during construction and full-time employment post development.

- We agree to coordinate with St. Pete Works! to aid citizens in workforce training and development within our onsite job/skills training center.

11.1.8. Significant participation of small business enterprise (SBE) companies in the overall development and construction of the project, consistent with the City's SBE program. The City expects to see how this issue will be implemented in the Proposal, including an estimated percentage of the expected SBE participation.

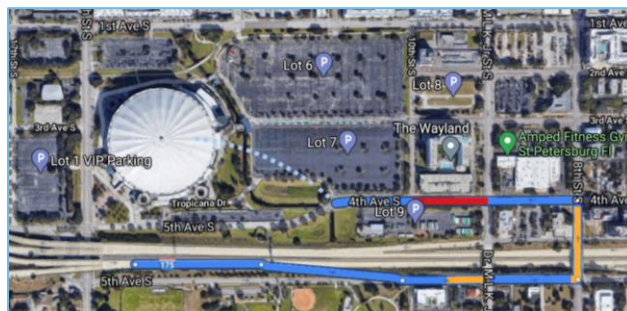
- Multiple businesses on the development team are small businesses, including the lead architect, RGA-Design. As stated on the "local hiring and SBE" page, we utilize a policy to grant priority to Small Business Enterprises. The retail portion shall be comprised of at least **50% small businesses.**

11.1.9. Connect the Property with the existing surrounding communities through elements including, but not limited to, reintroducing and connecting the street grid with a complete streets focus that integrates linkages such as sidewalks, bikeways, trails, shade, and crossings and demonstrate that the development has positive impacts beyond the site boundary.

- This development includes all elements listed above. We have reconnected the street grid on the East side of the development with roads, handicap accessible sidewalks, crossings, bikeways, and connection to the Pinellas Trail, as well as trees for shade. The development has positive impacts beyond the site boundary by giving current locals places to **relax and reconnect with nature** and **places to gather and picnic or play sports** etc. The development also adds **convenience** to their lives by their new proximity to shops.

11.1.10. Plans shall connect the Property to the southern side of I-175 and incorporate appropriate elements from the Downtown Mobility Study (underway, with expected completion in fall 2021), including how it would connect the project site to the southern side of I-175 should that section of the highway be removed or scaled back and potentially produce more developable land area.

- Unless desired, connection of I-175 to the Tropicana Field site (as pictured) will stay as-is, and the highway will not be removed or scaled back.



cont'd...

*11.1.11.Create vibrant pedestrian/street level activities and spaces that are appropriate for the City's urban vision and promote active transportation. A comfortable pedestrian environment provides ample room for street trees that promote shade and street furniture outside of pedestrian paths.*

- With wide roads, there is ample room for trees and street furniture outside of pedestrian paths. There are multiple ground-level activities and spaces such as a dog park, public parks, a riverwalk, the Pinellas Trail, restaurants, bars, shops, and a cultural center.

*11.1.12.Incorporate the history of the neighborhood pre-Tropicana Field, using imagery, plaques, replicas of significant buildings, and stories told through interpretive history.*

- Through street art, our buildings will tell a story. The culture of historical Tropicana Field will be represented inside and out. We will use plaques, imagery, statues, and artwork to bring that history alive.

*11.1.13.Incorporate public art throughout the site, including opportunities for the Carter G. Woodson Museum and the St. Pete Arts Alliance to participate.*

- As stated immediately above, we plan to incorporate public art throughout the site. We agree to offer opportunities to the Carter G. Woodson Museum and St. Pete Arts Alliance to participate in this process.

*11.1.14.Develop a design plan, which includes public input, which must be approved by the City.*

- The site plan director of TRS Development Services is a former planning official with expertise in conducting public hearings. We are excited to solicit community input via monthly outreach to the neighborhoods, civic organizations, chambers, invested community leaders and the media. We are open to design ideas from the City and community in the Design Development phase.

*11.1.15.Demonstrate that the proposal adheres to the City's vision of a downtown with an active 24/7 environment.*

- Our vision is not unlike the City's vision. Bars and food places open late, public spaces with an active nighttime atmosphere, night walks down the river, nighttime events at the stadium.

*11.1.16.Demonstrate how the proposal complements the Vision 2020 Element of the Comprehensive Plan ([http://www.stpete.org/planning\\_zoning/docs/vision2020book.pdf](http://www.stpete.org/planning_zoning/docs/vision2020book.pdf)) and the ongoing Vision 2050 planning effort.*

- The development complements the Vision 2020 Element of the Comprehensive Plan by adhering to the guiding principles, such as: Quality of Life, Social Equity, Health and Human Services, Neighborhoods, Appearance, Transportation, Natural Environment, Parks & Leisure, Arts and Culture, Education, Partnerships, Economic Development, Governance, Citizen Based Communication, Insure the Vision. The adherence to these principles are evidenced throughout the proposal. For instance, our incorporation of many open green spaces, the inclusion of a research and education facility, and economic benefits to the community.

*11.1.17.Demonstrate how the development will incorporate current and upcoming technology and Smart Cities concepts, such as fiber optic networks, 5G connectivity, etc., and other elements from the Guidance for Tropicana Field Site Redevelopment Concepts Technical Report.*

- This high-tech development will incorporate cutting-edge concepts and technology throughout the site, in line with the Guidance for Tropicana Field Site Redevelopment Concepts Technical Report. For instance, charge-up stations for battery-operated vehicles, digital wayfinding signage, and net-zero energy consumption.

cont'd...



11.1.18. Development incorporates applicable items from the following plans and initiatives. Several of these efforts were previously described in Section 6.

11.1.18.1. Executive Order - 2017-01 – Sustainable St. Petersburg

11.1.18.2. Healthy St. Pete

11.1.18.3. Integrated Sustainability Action Plan

11.1.18.4. Guidance for Tropicana Field Site Redevelopment Concepts Technical Report

11.1.18.5. City's Community Benefit program

11.1.18.5.1. Storefront Conservation Corridor Plan

11.1.18.6. EDGE Improvement Plan

11.1.18.7. CRA Redevelopment Plans

11.1.18.8. Warehouse Arts Deuces Live Action Plan

11.1.18.9. One Community Plan

11.1.18.10. Downtown Waterfront Master Plan

11.1.18.11. Pier Master Plan

11.1.18.12. Grow Smarter Strategy;

11.1.18.13. Complete Streets Implementation Plan

11.1.18.14. Affordable Housing Strategy

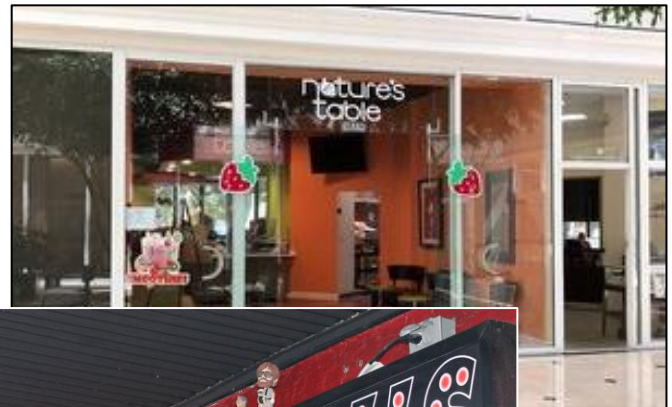
11.1.18.15. Duke Site Readiness Program.

- The above strategies and plans have been reviewed and applicable elements from each shall be incorporated into the project. For instance, sustainable design, high-tech city elements, partnerships, positive spaces, job training, etc.

# LOCAL HIRING AND SBE

The development team utilizes a policy to grant priority to Small Business Enterprises. The retail portion shall be comprised of at least **50% small businesses** similar to those pictured below.

In addition, the construction of this development will be filled by at least **30% local St. Petersburg workers**.





# COMMUNITY OUTREACH PLAN

## *DURING DEVELOPMENT*

The TRS development team is actively engaged in understanding the specific objectives of the Tropicana Field area. We believe in having the community be involved and having an open, transparent relationship with them. We see the community as the most significant stakeholder in the project. We've come to appreciate the several key objectives that make Saint Petersburg's community relationship so unique, as listed below:

- The Saint Petersburg community has a long, proud history of 'community cohesiveness' and citizen participation.
- A mixed-income community where all factions continue to work together for all members' best interests.
- Through subcommittees such as the 'development committee' and others, the CRA Board has demonstrated a consistent policy of inclusiveness, transparency, and community leadership.

Our broad-based team is committed to a policy of inclusiveness and is determined to meet the City's objective of addressing community housing needs at a 'range of family income levels.'

To achieve this, we are committed to a SERIES OF PUBLIC HEARINGS DURING THE INITIAL DEVELOPMENT PHASES.

During the first six months subsequent to the selection, TRS and the rest of the TRS services team, including legal counsel and civil engineering team, will solicit input through cooperation with the City Development services. We will help publicly advertise at least six monthly public hearings to solicit Saint Petersburg community input on the following topics:

- Development program uses and densities.
- Common area and community center amenities.
- Transportation concerns, e.g., traffic flows, transit interfaces such as rideshare, and bus/bike share mobilization points.
- Parking allocations for community events.
- Amount of greenspace buffers from community edges and park areas.
- Allocation of any tax increment financing proceeds to shared community programs and improvements such as security, lighting, signage, and community events.



# COMMUNITY ENGAGEMENT PLAN

## *POST CONSTRUCTION*

Part of the Team was founded to do just that: engage the community post construction of a project. That firm is [FirstService Residential](#).

FirstService's marketing department will begin sending out the word about 1 year prior to project completion, by way of [social media, listings on apartment and retail rental websites, and physical banners](#). This will ensure the community is aware and anticipating the development's completion, which is proven to heighten sales and tenant interest at a faster rate.



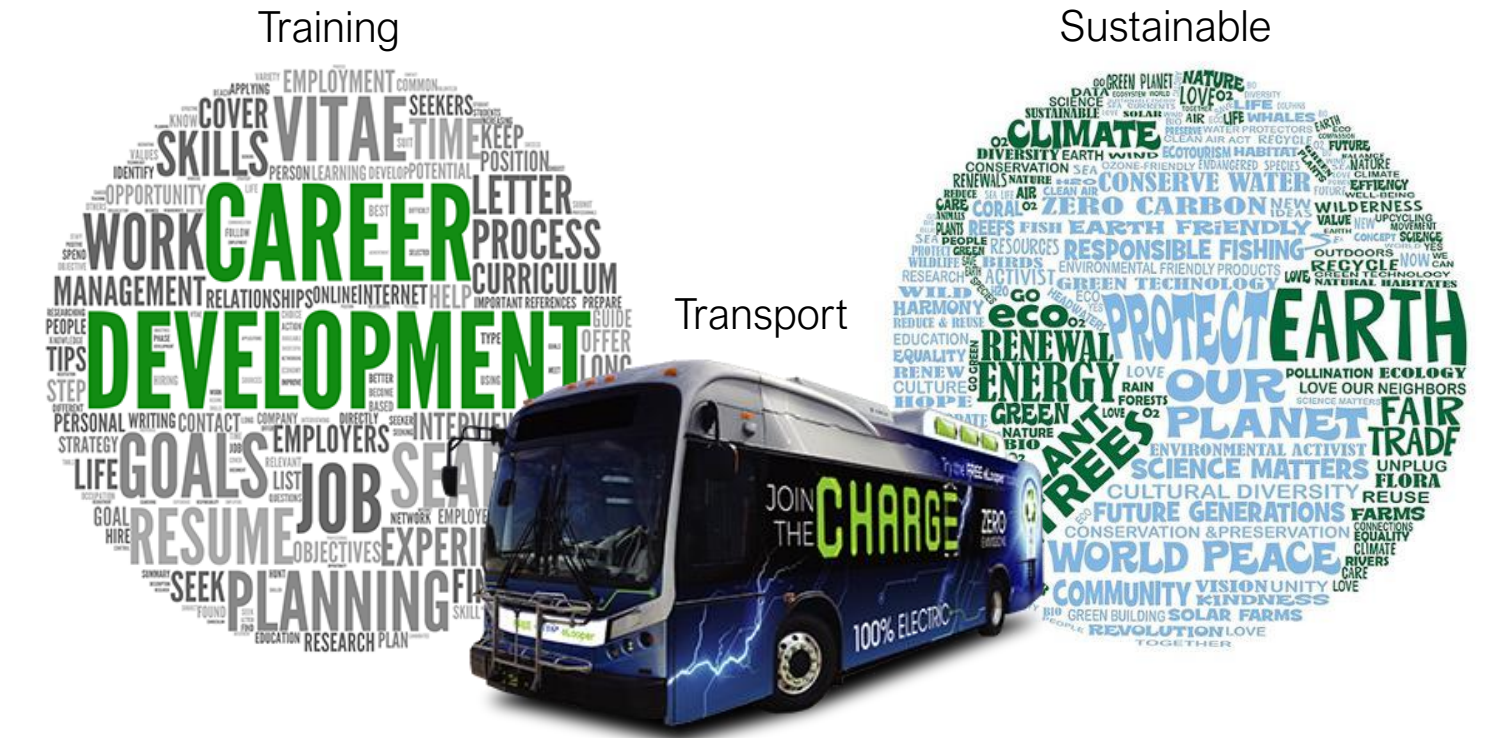
# COMMUNITY BENEFIT PROGRAM

Our Community Benefit Program aligns with the City's, which addresses employment goals, living wages, small business participation, workforce training opportunities, affordable housing, childcare opportunities and early childhood programs, transportation and mobility improvements, sustainability initiatives and other needs important to the City and important to the continuous improvement of the South St. Petersburg Community Redevelopment Area (SSCRA).

Training

Sustainable

Transport



SBE

Affordable

Childcare

Accessible





# HISTORICAL CONTEXT

The development will stay true to St. Petersburg's historical roots while celebrating the culture and diversity that makes this city so special.

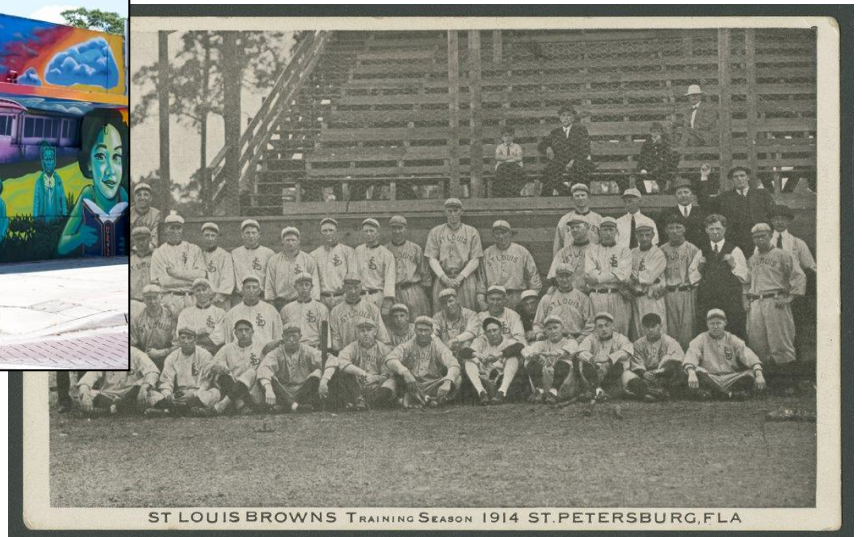
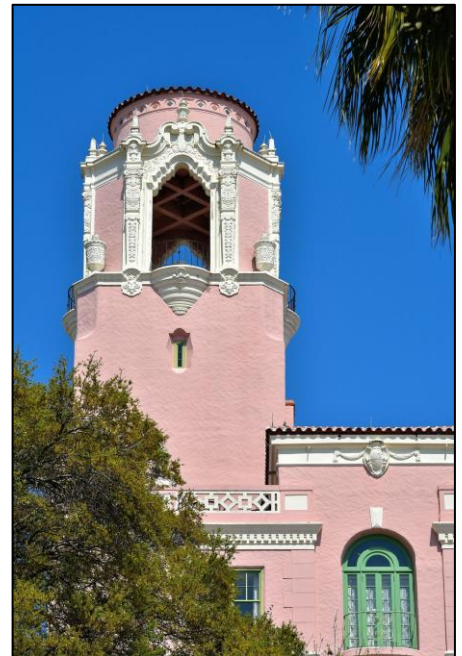


Values *learning*



Art, *Diversity*,  
*Authenticity*

Distinguished  
*architecture*



Love of *fun* and *sport*



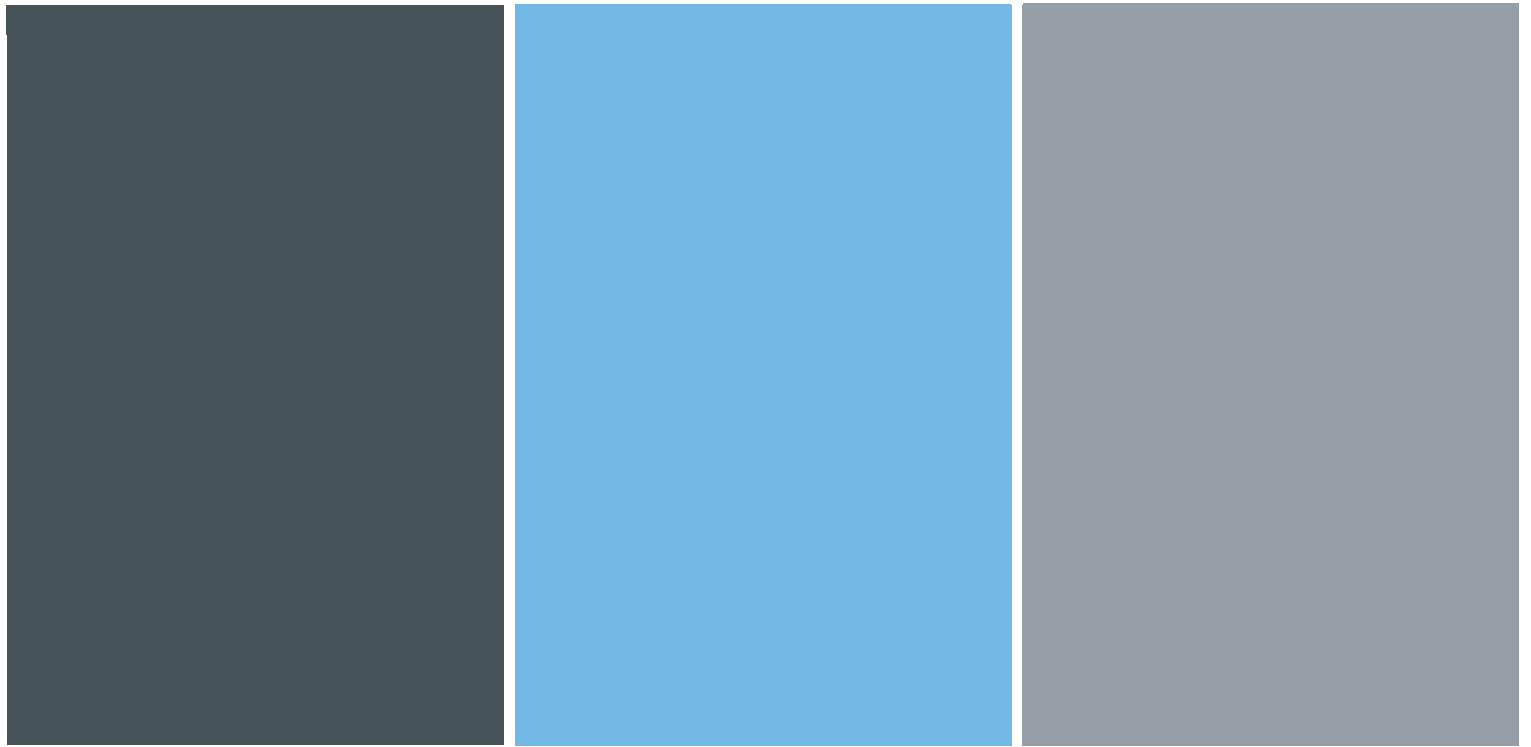
# STADIUM LOCATION

The location of the stadium will not change in scheme A (scheme B is without a stadium). The stadium will boast an *open roof, connecting the stadium with nature* and *integrating the baseball culture* throughout the development.

The open roof will also *save the stadium money* by reducing the need for climate control. In addition, the hotels and condos will have *luxury views* of each baseball game.



Scheme A Stadium Location



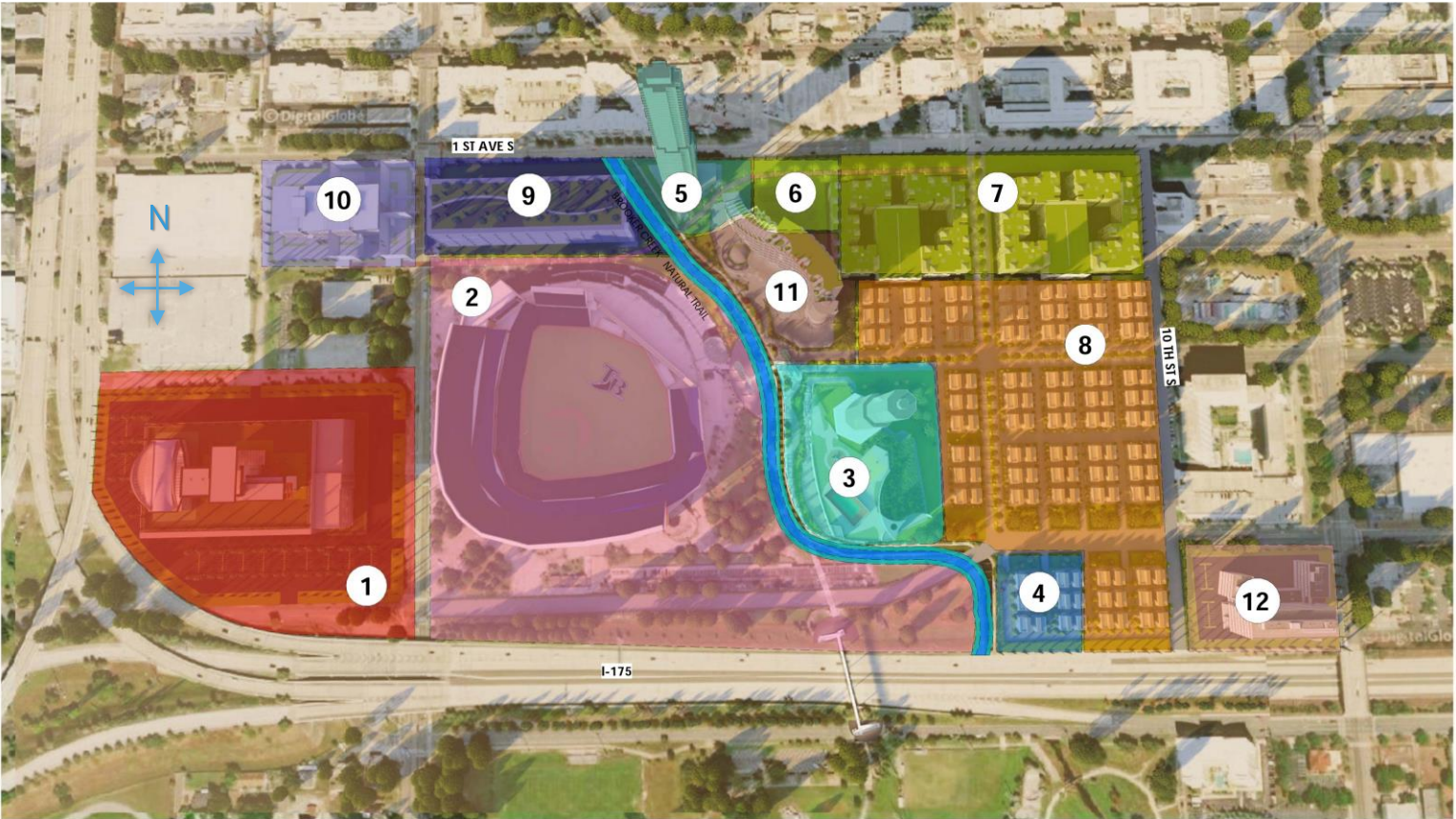
# PART E

*Depiction of the  
Development*



# SITE PLAN – SCHEME A

*With Stadium*



- |  |  |
|--|--|
| <div>PHASE 1 - HIGH TECH OFFICE ABOVE PARKING (50,000 SF)</div>  | <div>PHASE 7 - WORKFORCE HOUSING (350 DU)</div>  |
| <div>PHASE 2 - TROPICANA FIELD STADIUM REMODELING</div>  | <div>PHASE 8 - AFFORDABLE HOUSING (360 DU)</div> |
| <div>PHASE 3 - THE SOLARIUM - HIGH RISE LUXURY CONDO WITH AMENITY DECK AND PARKING (70 DU)</div>         | <div>PHASE 9 - STADIUM PARKING STRUCTURE</div>   |
| <div>PHASE 4 - THE OCTAGON - HIGH RISE LUXURY CONDO WITH AMENITY DECK AND PARKING (75 DU) OPTIONAL</div> | <div>PHASE 10 - OFFICE (50,000 SF)</div>         |
| <div>PHASE 5 - THE CRUCIFORM - HIGH RISE LUXURY CONDO WITH AMENITY DECK AND PARKING (80 DU)</div>        | <div>PHASE 11 - HOTEL 250 ROOMS</div>            |
| <div>PHASE 6 - COMMUNITY CENTER</div>  | <div>PHASE 12 - OFFICE SPACE OUTPARCEL</div>     |



# RENDERINGS – SCHEME A



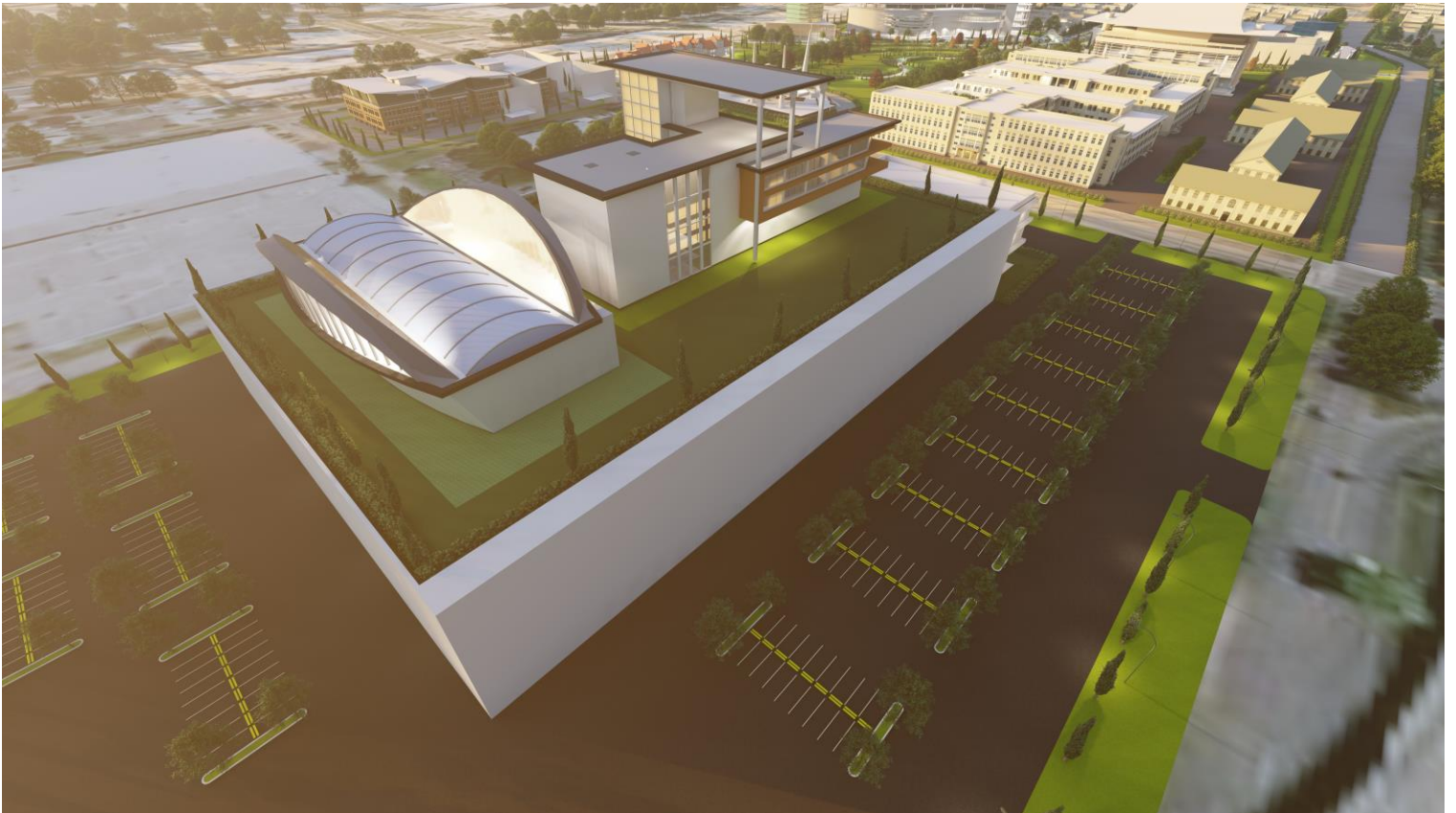
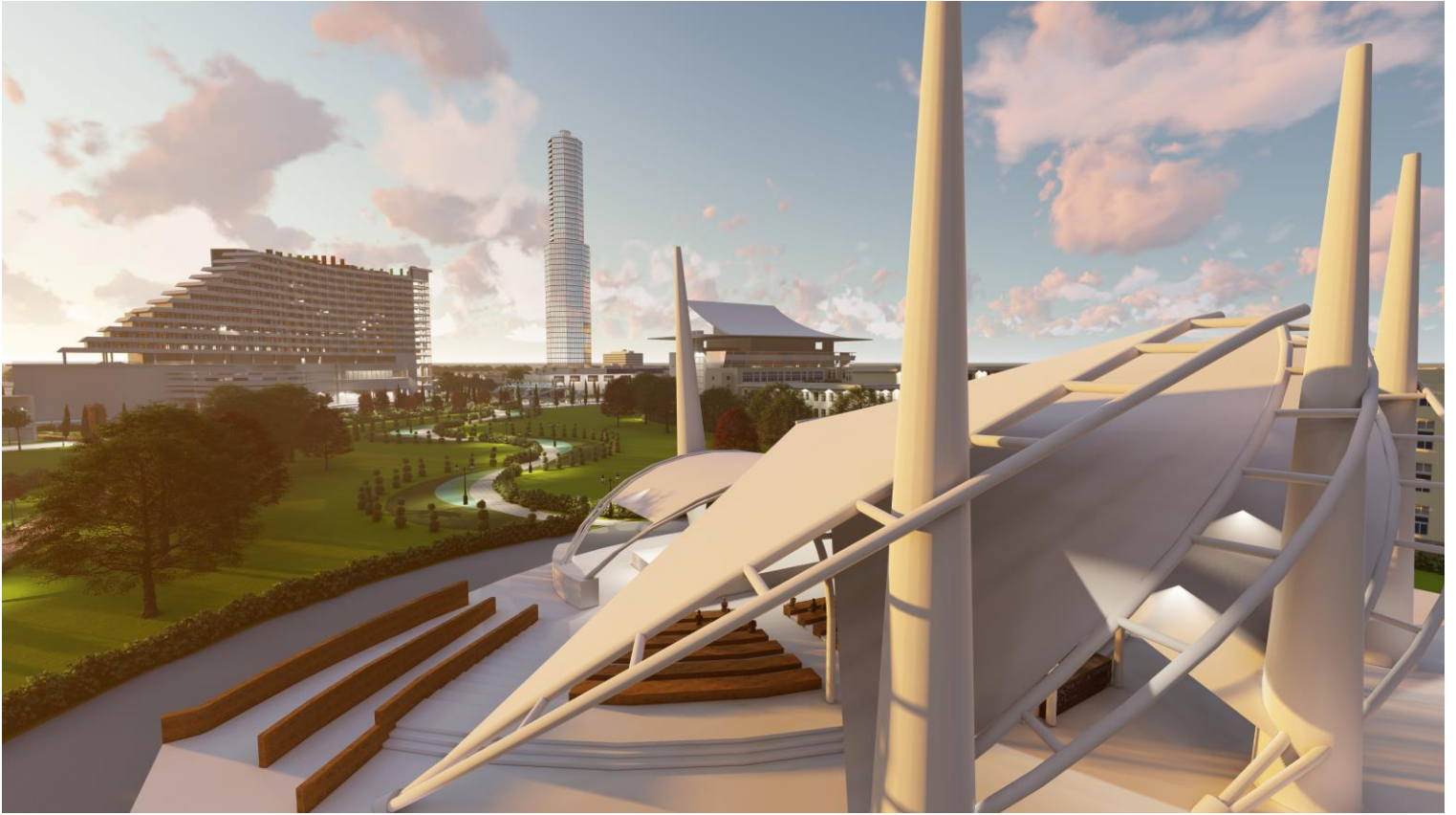














# SITE PLAN – SCHEME B

## *Without Stadium*



- PHASE 1 - TECHNOLOGY PARK
- PHASE 2 - TECHNOLOGY PARK AND EDUCATIONAL FACILITY
- PHASE 3 - THE SOLARIUM - HIGH RISE LUXURY CONDO WITH AMENITY DECK AND PARKING (70 DU)
- PHASE 4 - THE OCTAGON - HIGH RISE LUXURY CONDO WITH AMENITY DECK AND PARKING (75 DU)
- PHASE 5 - THE CRUCIFORM - HIGH RISE LUXURY CONDO WITH AMENITY DECK AND PARKING (80 DU)
- PHASE 6 - COMMUNITY CENTER

- PHASE 7 - WORKFORCE HOUSING (350 DU)
- PHASE 8 - AFFORDABLE HOUSING (360 DU)
- PHASE 9 - SENIOR LIVING
- PHASE 10 - OFFICE (50,000 SF)
- PHASE 11 - HOTEL 250 ROOMS
- PHASE 12 - OFFICE SPACE OUTPARCEL



# RENDERINGS – SCHEME B









# PUBLIC SPACE DESIGN DETAILS

## A) Site Connectivity:

The guiding principle to the site development is connectivity of many disparate land uses. To achieve integration of all the programmatic uses into one cohesive plan, the following strategies and techniques were employed:

1. Establish 'green ways' that interconnect the neighborhoods to the east and more commercial development (with or without stadium) to the west. These green ways which give 'form' to the development include a) Booker Creek b) The extension of the Pinellas County Trail c) Other meandering pedestrian paths from the neighborhoods to the east to Booker Creek and the Pinellas County Trail to the west.
2. Re-establish the historic street grid that underlaid 'William's Quarter' prior to it being razed. Though buildings today may contain areas that will not enable those actual street dimensions to be feasible to accommodate auto traffic and meet ADA accessible route standards we have attempted to create a 'facsimile' of the grid.
3. Further to establish connectivity with surrounding neighborhoods we have extended 11th Street South through the site and 3rd Ave. South from the east westward to Booker Creek.

## B) Walkable Community:

We are committed to creating a pedestrian-friendly environment by incorporating the following:

1. Separation of vehicular and pedestrian circulation
2. Development of an intermodal center on parcel #9 to eliminate the 'sea of parking' currently present.
3. We depend on several parking structures to absorb a portion of parking demands but rely on transit solutions to address fan access to sporting and entertainment venues at the 'new Trop' Sky Wave community.
4. Also, we will have numerous bike rental transition points at the Pinellas Trail as well as Booker Creek wellness trail.

## C) Environmental Sustainability:

See more details about sustainable design on the following page.

# SUSTAINABLE CONSTRUCTION

Green building techniques have been considered in all facets of the design, including [transportation, plumbing, lighting, air quality, etc.](#) Even simple things such as including bicycle racks outside and locating a facility near transit stops can prevent the emissions of greenhouse gasses.

In construction, our team prioritizes [local workers](#) and suppliers that [source their materials locally](#). This reduces emissions that would be required to commute or ship something overseas, which can become egregious.

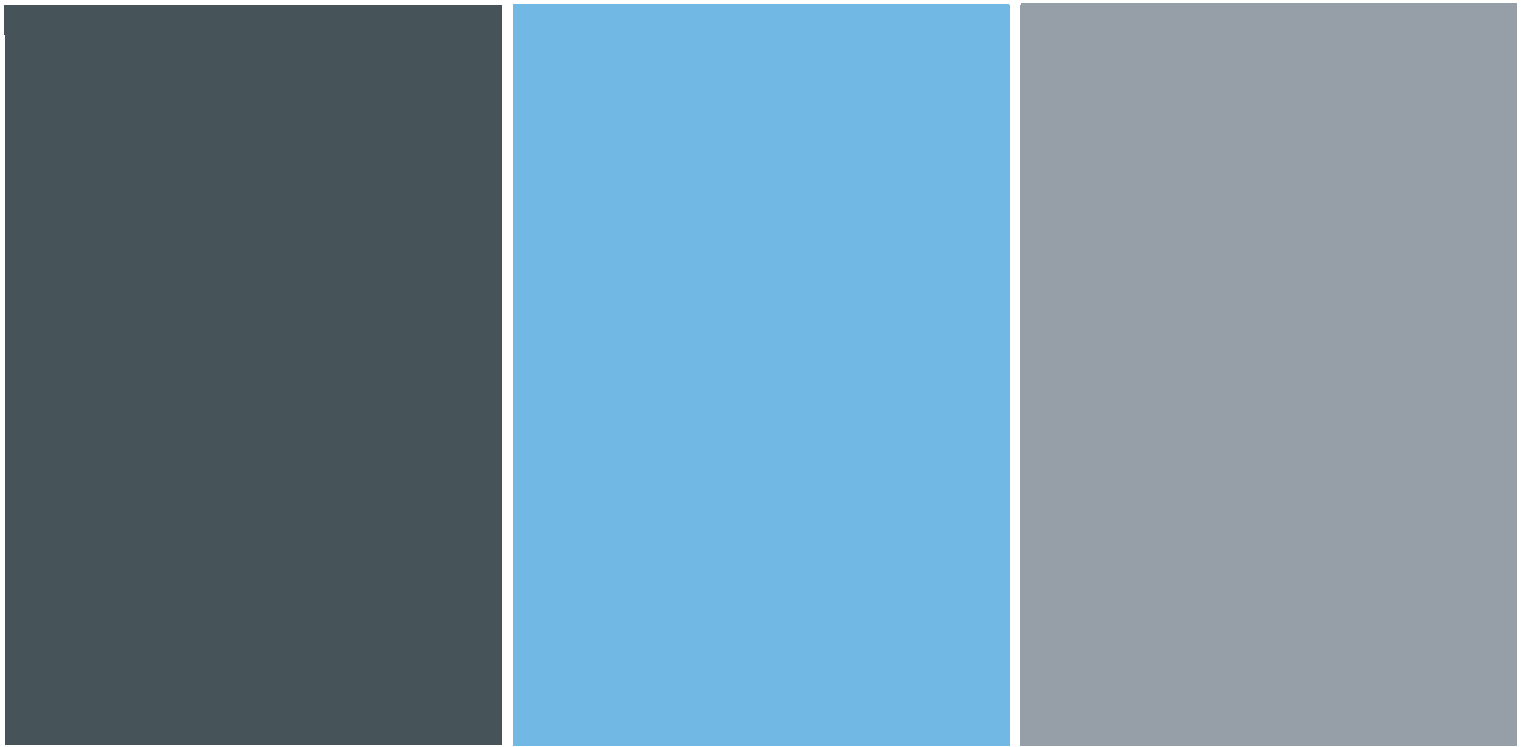
Some Finishes, Furnishings, and Equipment (FF&E) decisions also have a big impact on the environment, such as the specification of [low-flow plumbing fixtures](#) to reduce potable water use, and [LED lighting fixtures](#) to ensure a longer life-cycle.

## ADDITIONAL ENERGY-SAVING DESIGN

In addition to LEED-recognized sustainable features, one of the most important ways in which our team promotes sustainable design is having a [network of vendors](#) that can provide sustainable construction and design materials such as FF&E with recycled content, repurposed cabinet handles, and reused door panels, to name a few.

There are countless actions one can take when designing a facility that promotes environmental wellbeing. In this project for instance, just about every building on-site has a [green roof](#). All parking structures and many facilities incorporate ‘green roof amenity decks’ including the parcel #1 high tech development; parcel #9 Intermodal parking structure and the parcel #7 mixed-use building internal parking structures along First Ave. South. Just this design characteristic alone facilitates multiple sustainable benefits. For instance, green roofs provide padding from sun heat, allowing the building to [use less energy for air conditioning](#). In addition, green roofs [reduce stormwater runoff](#) due to the plants’ usage of the water—they soak it in. Green roofs also [improve the overall environmental air quality](#) of the surrounding areas.





# PART F

*Timing of Development and  
Development Phasing*

# PROJECT SCHEDULE & PHASING

Sky Wave of St. Petersburg Development - Formerly known as Tropicana Field

Please see below the following phases, components, and proposed developers of the 'Sky Wave' Redevelopment of Tropicana Field that we envision. Starting in the SW quadrant and moving counterclockwise the phases include:

## PHASE ONE – 2025 start

Parcel # 1

DEVELOPER: Brennan Investment Group

### **(Option A: With Stadium).**

Lower SW quadrant; 200,000 SF high tech research park and 'aerial park' deck atop a 600 stall at grade overflow stadium parking area for vans and oversized vehicles.

**DESIGN APPROACH:** This parcel is identified as the 'front door' to the project as viewed from motorists traveling in the high vehicle count Interstate 275 corridor west of the site. This site is accessible to vehicular traffic from 16th Street South as well as Tropicana Drive which is an extension of Fourth Ave. South from the east. This use will provide an opportunity to address a growing demand for high tech research office space in South Pinellas while providing a revenue stream to offset the need for stadium overflow parking. The 'aerial park' deck for the building occupants helps to conceal the 'sea of parking' that currently surrounds the ballpark on game days. During business hours parking serves the business occupancy above. The 'cross parking' concept would be operative on baseball season days during after hours and provide parking for oversize vehicles at game time.

### **(Option B: Without Stadium).**

While the high-tech building use occupancy remains the need for an amenity deck to accommodate increased stadium parking could be partially reduced or eliminated.

## PHASE TWO – 2026 start

Parcel # 2

DEVELOPER: CITY OF ST. PETERSBURG

### **(Option A: With Stadium).**

28,000 seat Tropicana Field MLB stadium. We propose to retrofit the stadium into a state of the art 'open air stadium'. Our development approach is for the stadium to remain under public ownership and provide design and construction services to the City. The Contractor is to be Interstate Restorations and Architect to be a JV between a baseball stadium design specialist determined by the Rays; Thompson Ventulett and Stainbeck 'TVS' and Design Restorations Worldwide (newly established venture formed by TRC Worldwide Engineering and RGA Design a local architectural firm).

**DESIGN APPROACH:** The design reflects three core program principles as follows:

- 1) Recognize the Ray's ownership commitment to continue to play the first half of the season in Tampa Bay

CONT'D...



2) Provide a state-of-the-art open-air stadium on the same site as is currently occupied by 'The Trop'. Although we have not conducted thorough facility design 'due diligence' it is our theory that certain components of the Trop can be salvaged. At the very least site development improvements can be re-utilized. Secondly vertical circulation and perhaps seating support structures could be incorporated into a new stadium. However, our design approach is to 'Design Back Better'. We have discovered that after removing the dome that the baseball diamond and site lines from the batter's box face north east towards the northern side of the downtown St. Petersburg skyline. This is fortunate for two reasons i) The batter is not looking directly into the sun in late afternoon games ii) The skyline view offers a more exciting panoramic venue than is currently available from Trop seating. In creating a complementary skyline view from the 'New Trop' we propose the next phase to include 'Sky Waves'; lower profile multifamily housing towers with slender profiles that do not cast the shadows on nearby developments as do bulkier structures with more area per floor (aka higher floor area ratios FAR(s))

3) Reduce the costs of creating a state-of-the-art open-air stadium. While some cost estimates suggest that re-establishing the stadium elsewhere on the site may in the final cost analysis may be more cost effective and allow games to continue while stadium construction proceeds elsewhere on the site,— we believe that if the retrofit construction scope is limited to removing the dome and installing state of the art big screens that the construction time frame could be reduced to offseason Work. Costs likely will not approach those associated with ground up construction. If construction is not limited to these components than the games could be relocated to Montreal during the construction period.

**(Option B: Without Stadium).**

If the stadium construction is not part of the program development scope, then we propose to extend the high-tech research park component to parcel #2 to replace the stadium. We have detected a demand for oncology research in conjunction with USF. So, the development team proposes to establish a 200,000 SF research campus to replace it. The development team has developed many comparable projects across the country.

PHASE TWO, cont'd. – 2026 start

Parcel # 9

DEVELOPER: CITY OF ST PETERSBURG

**(Option A: With Stadium).**

Intermodal center located on 1st Ave. South;- north and adjacent to the 'New Trop'. In order to reduce surface parking demand and to 'free up' property east of Booker Creek for redevelopment we propose to develop a 12-story mixed use intermodal center containing 600,000 SF with 10 stories containing 1500 auto parking stalls atop ground level bus embarkation and loading lanes. This structure is to be developed concurrent with the stadium retrofit.

**DESIGN APPROACH:** The parking garage portion is a standard precast structure. Each floor contains three double loaded aisles. The center is sloped and serves as a floor-to-floor ramp. The exterior aisles are horizontal providing a more uniform exterior facade. The objective is to move most fans into and out of the stadium via bus and shuttles from remote City parking areas.

**(Option B: Without Stadium).**

Parcel #9 will be converted from a surface parking area into a 280-unit senior living community if the stadium option is not developed. Developer Ryan Companies

CONT'D...

### PHASE THREE, FOUR, FIVE – 2027 start

Parcels #3, 4, 5

DEVELOPER TBD: OR KOLTER DEVELOPMENT

(With or Without Stadium).

Booker Creek District Luxury High rise ‘Sky Parlor’ development comprised of the following;

**Parcel #3** The ‘Solarium’ a 45-story luxury MFR tower with 2 dwelling units DU(s) per floor for the lower 25 floors and 1 DU per floor on the top 20 floors for a total of 70 units.

**DESIGN APPROACH:** Each floor area shall total approximately 6,000 SF. Upper floors will offer 360-degree panoramic views of both the distant Gulf and Bay as well as overlook stadium events. The slender tower profiles will minimize shadow impacts on lower developments and not obscure views from other towers and stadium seats. At 6,000 SF per floor the total gross constructed area will equal approximately 270,000 square feet plus lower-level common amenity areas and deck atop ground level resident parking.

**Parcel #4** The ‘Octagon’, located on parcel #4 will be a 47-story structure similar and south of the ‘Solarium’ containing 75 DU(s). Total gross constructed area will equal 300,000 SF. (Optional)

**Parcel # 5** The ‘Cruciform’, located to the north near 1st Avenue South is planned as a 50-story tower containing 80 DU(s). The total area will equal approximately 330,000 SF.

Thus, the total development area of the Booker Creek ‘Sky Waves’ development equals 900,000 SF. Sell out could approach \$500 million.

**DESIGN APPROACH:** The undulating heights of the two to three towers simulate a ‘wave’. More importantly the profile of ‘Sky Wave’ is intended to NOT compete with the Downtown St. Petersburg skyline or replicate it, as other alternate schemes might. Rather the design intent is to compliment downtown land use applications and skyline profiles.

The design intent also includes transforming Booker Creek into a ‘wellness and nature trail’. We envision that this trail will constitute the neighborhood community common area. In short it is intended as the ‘Central Park’ of the three neighborhoods (Sky Wave; The 1st Ave. South Mixed Use workforce housing district and ‘Williams Quarter’ affordable housing neighborhood. So, the Booker Creek wellness trail will be the ‘unifier’ of all three neighborhoods which presents the full range of affordability for residents of this ‘mixed income’ community. The Booker Creek wellness trail will feature jogging and cycling lanes on either side. It will intersect and continues the Pinellas County trail which it crosses near 16th Street and 1st Ave. South. Booker Creek is an organic ‘form giver’ to the development site plan as it meanders through the site from north to south. If the stadium is removed from the development than an opportunity exists to widen the wellness trail into a common park where it once was sited west of the trail.

### PHASE 6 – 2029 start

Parcel #6

DEVELOPER: TRS

(With or Without Stadium).

Phase 6 addresses the community outreach center for incubator business development, located along 1st Ave. South. This development contains a 25,000 SF office for economic development and business incubator support and outreach. We intend to institute and fund this center to support locally owned businesses.

CONT'D...



## [PHASE SEVEN - 2030 start](#)

Parcel #7

DEVELOPER: RYAN COMPANIES

**(With or Without Stadium).**

Urban mixed-use development consisting of for-rent multi-family residential units above boutique retail stores fronting on 1st Avenue South. The units are wrapped around structured parking. The configuration of these structures is characteristic of newer market rate developments along 1st Ave South. We are anticipating a total of 480 units developed in two phases served by two 480-stall four-story parking structures.

**DESIGN APPROACH:** The intent is to establish 'stacked mixed use' along the urban 1st Street South corridor. Another design objective is to displace the surface parking with parking structures that conceal and separate parking from pedestrian circulation. The design intent is to conceal large parking structure facades that dehumanize many downtown districts. Live/ work units are a desirable component of this district.

## [PHASE EIGHT – 2033 start](#)

Parcel # 8

DEVELOPER: BLUE SKY COMMUNITIES

**(With or Without Stadium).**

'William's Quarter' named for a diverse minority neighborhood razed to make way for Tropicana Field 45 years ago contains up to 240 affordable dwelling units on 15 -18 acres in the SE quadrant with neighborhood serving retail in 3 story walkup villas. We intend to re-establish the urban street grid that existed in this portion of the site east of Booker Creek by continuing 11th Street South through the site and organizing the placement of the garden apartments along the historic street grid of 'Williams Quarter'.

The developer for 'William's Quarter' will be 'out parceled' to an affordable housing developer such as Blue Sky Communities.

## [PHASE NINE - 2035 start](#)

Parcel #9

DEVELOPER: RYAN COMPANIES

**(Option B: Without Stadium).**

As mentioned in the Phase Two stadium option a 240-unit senior multi family residential community similar to other Ryan Company projects will be developed on this site in lieu of an intermodal center.

CONT'D...



### PHASE TEN – 2035 start

Parcel #10

DEVELOPER: TBD

**(With or Without Stadium).**

This parcel along 1st Ave. South can be used for corporate office space with community charter school and/or day care facility within. The Sky Wave team and Ryan Companies will become economic development partners with the City to attract corporate relocations and address and retain corporate expansions of local businesses. Thus the 1st Ave. South developments should in tandem constitute a ‘mixed use’ urban corridor with an array of uses.

### PHASE ELEVEN – 2035 start – 2037 end

Parcel #11

DEVELOPER: TBD

**(With or Without Stadium).**

The Tropicana Field Booker Creek hotel and conference center will constitute a later phase of the Sky Wave development. We anticipate a 400-room short term stay hotel with community meeting space running along the east bank of Booker Creek amidst the high-rise condo towers.

### PHASE TWELVE

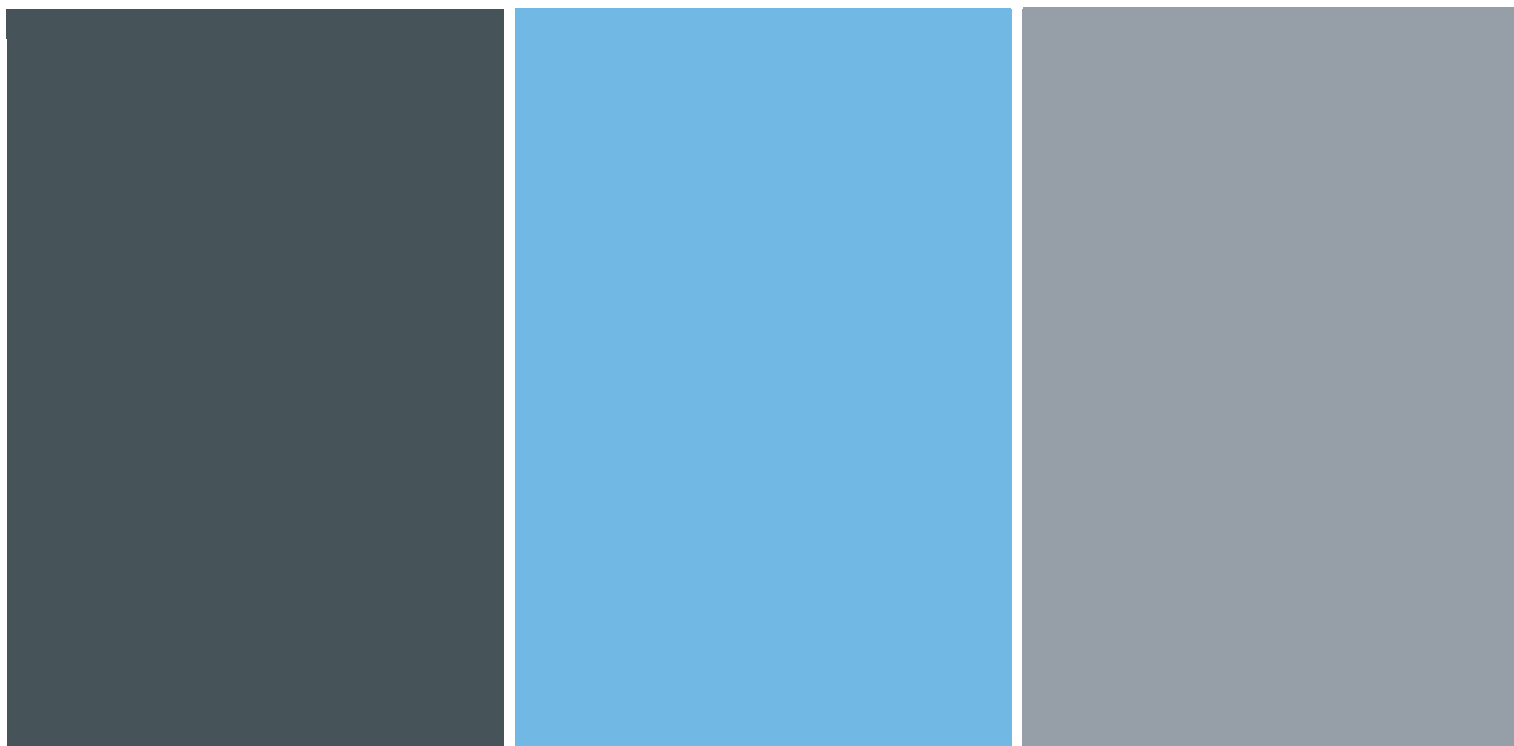
Parcel #12

Developer TBD

**(With or without stadium).**

This development is in response to City’s requirement for office space. However the demand factors cannot be determined at this time.





# PART G

*Other*

# ECONOMIC IMPACTS

## Jobs created:

Approximate quantities of jobs created are based upon facility type, occupancy load calculations, and similar projects of the same size and nature.

### Innovation Technology Park: 300

Management  
IT  
Human Resources  
Health & Safety  
Operations Finance  
Procurement

### Senior living facility: 100

Management  
Concierge  
Housekeeper  
Caregiver  
Sales  
Cook  
Assistant

### Hotels: 100

Management  
Concierge  
Reception  
Housekeeper  
Offices

### Retail: 200

Management  
Associate  
Customer Service  
Sales  
Marketing  
Etc. Various

### Housing: 25

Management  
Leasing Agent  
Groundskeeper  
Maintenance

### Community Centers (job/skills & cultural): 25

Management  
Accounting  
Teacher  
Docent  
HR

**TOTAL: 750**



## Impact on Existing Businesses and Taxes:

The existing businesses proximate to the development will flourish due to the influx of patrons that will see their business in passing. Because this development will have a strong [sense of place](#), people will want to be in and around this development and will be comfortable spending time there. It will cause other local businesses to gain more even more recognition, such as Ferg's Sports Bar & Grill, Vertical Ventures, and Bodega on Central.

## Equitable Participation and Inclusion:

As a key feature of our development strategy, people of all social and financial echelons are represented in this project.

In this development we offer a range of housing. Included are [luxury hotel/condos](#), [market rate housing](#) and [affordable housing](#) for households earning up to 80% of Area Median Income.

The retail component will [prioritize small local businesses](#) and [promote walkability](#) in the development, allowing tenants of all classes to access vital goods and services without the necessity of owning a vehicle.

The [job/skills training center](#) on-site plays a big part in providing aid to those in need. People who have not excelled in the job market and may need some extra help can utilize this facility to get them on the path they want to be on. Facilities like this have been shown to be very successful in helping those in lower-income neighborhoods.



# FINANCIAL PARTICIPATION BY CITY

See Part C: Financial Information.





# ESTIMATED TOTAL CONSTRUCTION VALUE

## CONSTRUCTION COST IN MILLIONS (000,000)

**Parcels:**

One	\$20M
Two	\$45M
Three, Four and Five	\$120
Six	\$4 M
Seven	\$84 M
Eight	\$30 M
Nine	\$72 M
Ten	\$10-20 M
Eleven	\$60 M
Twelve	\$10-20 M
<b>TOTAL</b>	<b>\$475 M</b>

Note: not including City Stadium renovation and Intermodal Transportation center, nor infrastructure improvements.

# COMMUNITY BENEFITS

In addition to [hundreds of jobs created](#), this development produces many other benefits to the community:

**1** A [childcare facility](#) available for tenants and other members of the community.

50,000 square feet of [conference space](#) attached to the West hotel will be provided.

**3** A [job/skills training center](#) on the bottom floor of the East hotel will give citizens the fighting edge in the job market by teaching them job skills and workplace ethics, and prepare them for tasks they may face at work.

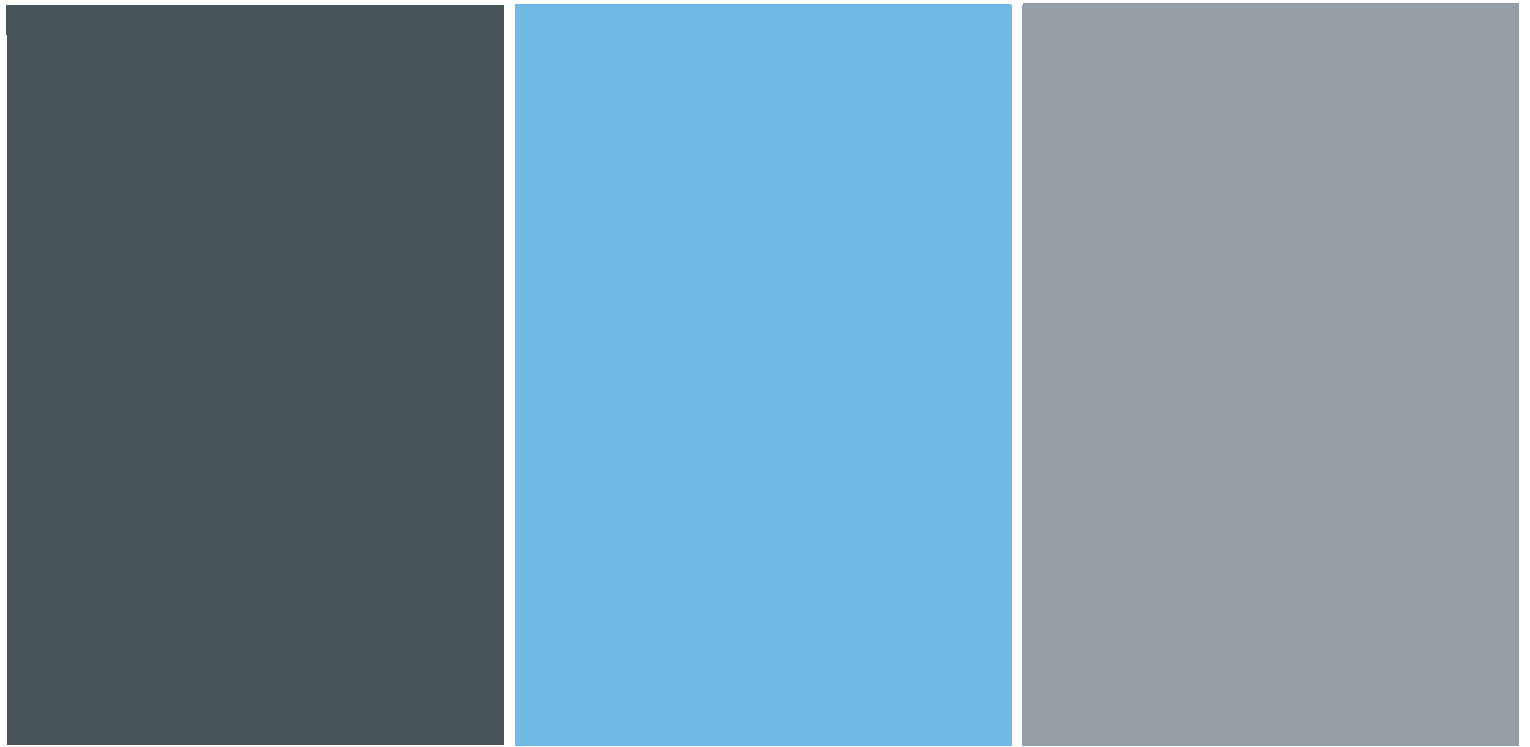
A [community cultural center](#) will also be located on the bottom floor of the East hotel, with a purpose to educate the community about the vibrant history and culture of the City of Saint Petersburg.

**5** The [ground-level retail](#) underneath some of the housing will [prioritize local small businesses](#), at the same time creating a [walkable development](#) for the tenants, and [attracting guests and patronage](#). This facilitates a symbiotic relationship serving all parties involved.

Multiple acres of [green space](#) and [public parks](#) will be provided for the community on the ground-level as well as atop the parking garages. This green space has countless benefits, some of which being:

- providing a [place for people to gather](#) and come together,
- [offsetting the carbon footprint](#) of the project,
- [promoting mental health](#) by facilitating the opportunity for tenants and guests to reconnect with nature,
- [acting as a sound buffer](#) from noise that may arise from other portions of the development, such as the stadium, and
- [improving the overall air quality](#) within the development.





# PART H

*Delivery Deadline,  
Requirements,  
and Proposal Form*

# EXHIBIT D – PROPOSAL FORM

## EXHIBIT "D"

### PROPOSAL FORM

REQUEST FOR PROPOSAL  
FOR THE PURCHASE & DEVELOPMENT OF  
THE TROPICANA FIELD SITE  
ST. PETERSBURG, FLORIDA, 33701

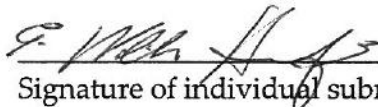
Issue Date

July 27, 2020

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 July 27, 2020.

TRS Development Services

Name of Company/Organization



Signature of individual submitting proposal  
for above Company/Organization

E. William Henry

Printed name of individual

1/12/2021

Date

Tara Tedrow

Proposal Contact Person

tara.tedrow@lowndes-law.com

Contact Person E-mail address

407-418-6361

Contact Person Phone





# AFFIRMATIVE STATEMENT

Proposer 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 Proposer 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 Proposer's actual knowledge, threatened against or affecting the Proposer's interest herein.

*Project contact person:* Tara Tedrow

*Contact email:* Tara.Tedrow@Lowndes-Law.com

*Contact phone:* (407) 418-6361

THANK YOU FOR CONSIDERING  
OUR RESPONSE!



B R E N N A N  
I N V E S T M E N T  
G R O U P

*[TampaRiverfrontSports.com](http://TampaRiverfrontSports.com) | [RyanCompanies.com](http://RyanCompanies.com) | [BrennanLLC.com](http://BrennanLLC.com)*

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