

Developer and Team Qualifications

Prepared for:

West Village

Fort Lauderdale NWCRA



**DEVELOPMENT TEAM**

September 6, 2019

The Development team is led by seasoned professionals who are partnered on a number of projects throughout the United States. A single purpose Limited Liability Company has been created that will specify responsibilities, ownership, and obligations. The proposer group is represented by Peter Flotz, Managing Member of Lansing Melbourne Group, LLC, and the development principal is Felipe Yalale, Managing Member of Urbanoco.

Contact Information	Peter Flotz Managing Member Lansing Melbourne Group 2420 E. Sunrise Blvd. #90 Fort Lauderdale, FL 33304 pflotz@LMGroup.us 321-302-2930
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The Team

NWCRA is familiar with key members of our team, and we have augmented the core group with professionals who understand our goals for the highest quality mixed use projects. Messrs. Flotz and Yalale have developed a practice implementing smart growth mixed use projects rooted in parking solutions for public and institutional clients in multiple locations. The experience and qualifications section will contain specific examples of such projects.

The Design Team is lead by Mr. Bob Bistry of Built Form. Mr. Bistry's experience in mixed use projects with residential components is second to none in the world. He will bring unmatched experience to bear on the Project. The team includes Keith Associates as urban designers and civil engineers, and Kaufman Lynn Construction. Most importantly, these team members are currently working on multiple projects in Manchester, NH, Kannapolis, Concord, and Fayetteville, NC along with Galleria in Fort Lauderdale with the development principals, so the Team is comfortable working together. We have not yet selected an operating manager or marketing team. Our experience with other ongoing projects is that the management companies can often be valuable sources of equity and market intelligence. This will be one of our highest priorities after selection.

Resumes of key principals are contained in the following pages.

PETER FLOTZ, PE, AICP
PRINCIPAL



Education

B.S.-Civil and Environmental Engineering, UW-Madison, 1980

Experience

Mr. Flotz is Managing Member and a Principal of Lansing Melbourne Group LLC (LMG). He is a registered planner in the institutional development and parking consulting practice and has most recently led the institutional investment initiative at LMG Family Holdings.

Mr. Flotz brings over 35 years of experience to bear through widely varied assignments encompassing all aspects of system and project development including planning, financial feasibility, functional design, management, architectural design, engineering, bidding, construction, and operations for parking and mixed-use projects. His clients have ranged from universities and colleges to private developers, municipalities and institutions along with LMG's own portfolio. Mr. Flotz' accomplishments include:

- A key role in the development of the Urban Land Institute Shared Parking Study, which has become the industry standard for mixed use development and remains state of the art to this day.
- Served as Past Eastern Regional Chairman of the National Parking Association's Parking Consultant Council
- Led the Committee on Standards for Parking Financial Feasibility Studies under the Parking Consultant's Council development of the update to "Dimensions of Parking"
- Served as an instructor for ULI programs on Shared Parking
- Facilitator for "Best Practices for Campus Transportation and Parking" sponsored by the Society of College and University Planners.

Mr. Flotz has conducted numerous projects for clients throughout the western hemisphere and now focuses his activities on assisting clients in structuring and financing of transactions along with development implementation. His efforts have moved the firm into world-class institutional grade parking development and investment, although he still maintains an active role in the parking consulting practice.

Selected Project Experience – Finance

- Managing Partner for Private Placement to Qualified Investors, Legacy Southeast Investments
- Financial Feasibility Study, City of Columbia Bond Issue
- Chairman, Business Improvement District and Economic Restructuring, Melbourne Main Street



CLAYTON FLOTZ
ASSOCIATE



Education

B.A. - Cultural Anthropology, University of South Florida-Tampa, 2008

Experience

Mr. Flotz is an associate with Lansing Melbourne Group LLC (LMG) and its affiliated companies. He is responsible for project management and execution. He focuses his efforts on delivering revenue projections, project budget management, and financial models; complementing the firm's well-known parking economics practice.

Mr. Flotz brings a broad base of experience to bear through widely varied assignments encompassing all aspects of system and project development including planning, financial feasibility, functional design, and operations for multi family, parking and mixed-use projects. He has worked with both public and private clients.

His current work effort is focused on project specific accounting.

Selected Project Experience

- Columbia, SC. Performed field work for a Parking Master Plan and market survey to discover rates and best practices. Facilitated in the transition from traditional cash pay to park methods to pay by phone service.
- Kannapolis, NC. Currently serving as the project accountant for a 280 unit, mixed use apartment/garage.
- Pompano Beach, Fl. Served as the City's Owner's Representative for the planning and construction of Pompano Beach's first public garage.
- Lansing Township, MI. Served as Owner's Representative for the planning and construction of a 125 key Hyatt Place hotel.



EXPERIENCE AND REFERENCES

September 6, 2019

The following pages describe projects in which the principals are developing or have developed mixed use facilities with public agencies. It should be noted that since its inception, Lansing Melbourne Group has approached parking as an economic development tool, and this project is squarely in the heart of LMG's professional strength. Institutional and public owners throughout the world have relied on LMG's trusted advisory and development services to achieve projects that focus on parking solutions as their foundation. Urbanoco has joined forces in this project with LMG to bring financial strength and development experience that serves our public and institutional partners well through their proven track record of project delivery.

EXPERIENCE AND REFERENCES

September 6, 2019

PROJECT BRIEF "VIDA"

Project Name:	VIDA
Location:	Kannapolis, NC
Primary Agency:	City of Kannapolis
Scope:	420 Space City-Owned Garage 280 Apartment Units 17,929 SF of Retail
Developer's Role	Fee developer for Public Garage Owner for Apartments
Capital Sources:	Apartments are being financed via combination of debt and equity Mixed Use Project Cost is \$56,000,000 Opportunity Zone Equity
Status:	Construction is Currently Underway
Contact info:	Mike Legg, City Manager, City of Kannapolis 704-920-4309 mlegg@kannapolisnc.gov

This project centers around the redevelopment of the City's existing West Avenue into a serpentine lane that preserves many of the beautiful large trees while creating large pedestrian areas for seating, walking, and dining for the future. The block contains a central parking garage to be owned by the City that allows for new residential buildings to cascade over the deck and create a ground level structure with a strong retail presence. This state of the art design allows for a mixed-use experience which will anchor the street frontage and complement the existing retail.

EXPERIENCE AND REFERENCES
September 6, 2019

PROJECT BRIEF
"VIDA"



**EXPERIENCE AND REFERENCES**

September 6, 2019

PROJECT BRIEF**POMPANO BEACH PIER GARAGE**

Project Name:	Pompano Beach Pier Garage		
Location:	Pompano Beach, FL		
Primary Agency:	City of Pompano Beach		
Scope:	663 Car Garage 6,200 SF of Retail Iconic Sail Superstructure Tourism Center and Additional Retail Pads		
Developer's Role:	Fee Developer for Public Parking		
Capital Sources:	Public Garage:	G.O. Bond	
	Project Cost:	\$21,000,000	
Status:	Completed July 2016		
Contact info:	Suzette Sibble, Assistant City Manager, City of Pompano Beach 954-786-4606 Suzette.Sibble@copbfl.com		

The City of Pompano Beach selected Lansing Melbourne Group as it's Owner's Representative to facilitate in the development of the City's first public parking garage. LMG negotiated a GMP and provided Owner's Representative services during the planning, bid qualification, and construction phases of the garage. The garage features architectural sails on each façade of the structure, a glass enclosed elevator, rooftop landscaping, and sea turtle friendly lighting. The ground floor of the garage provides leasable pads for future retail expansion.

EXPERIENCE AND REFERENCES
May 31, 2018

PROJECT BRIEF
POMPANO BEACH PIER GARAGE



**EXPERIENCE AND REFERENCES**

September 6, 2019

PROJECT BRIEF**BEDFORD STREET HOTEL AND GARAGE**

Project Name:	Bedford Street Hotel and Garage
Location:	Manchester, NH
Primary Agency:	City of Manchester
Scope:	250 car garage 10,000 feet of retail 1.0 acre sitework 116 room Hilton Hotel
Developer's Role:	Fee Developer for Public Parking Owner for Hotel/Retail
Capital Sources:	Public Garage – revenue bonds Hotel Project Cost: \$ 20,134,336 Total Cost \$ 13,087,318 Construction Loan \$ 7,047,017 Equity
Status:	Construction is Currently Underway
Contact info:	Will Craig, Director of Economic Development, City of Manchester 603-540-5142 wcraig@manchesternh.gov

For two centuries the Millyard area has been the economic foundation of Manchester. Most recently, the Millyard buildings have seen a renaissance of high-tech companies moving from Boston to enjoy the lower rents and a no income tax environment. The challenge for the City is to accommodate this growth in an area that was developed before the automobile existed, when workers in the Mill buildings were housed in company apartments built nearby. A small surface parking lot, holding 100 parking spaces, was owned by the City in the center of the 2.5 million square feet of office users within a three-block walk. After an unsuccessful RFP process seeking development proposals, the City approached LMG to implement a mixed-use project that would augment the Millyard parking supply and create a catalyst to support existing users.

EXPERIENCE AND REFERENCES
September 6, 2019

PROJECT BRIEF
BEDFORD STREET HOTEL AND GARAGE



**EXPERIENCE AND REFERENCES**

September 6, 2019

PROJECT BRIEF**SNHU Administrative Headquarters**

Project Name: Southern New Hampshire University Administrative Headquarters
Location: Manchester, NH
Primary Agency: City of Manchester

Scope: 1,700 Car Garage
3.6 acre Sitework
220,000 SF Office

Developer's Role: Owner/Developer

Capital Sources: \$58MM Credit Tenant Financing through TIAA/CREF

Status: Open and Occupied

Contact info: Mary Dukakis, Vice President, Southern New Hampshire University
603-626-9100 ext 2562
m.dukakis@snhu.edu

For two centuries the Millyard area has been the economic foundation of Manchester. Most recently, the Millyard buildings have seen a renaissance of high tech companies moving from Boston to enjoy the lower rents and a no income tax environment. The challenge for the City is to accommodate this growth in an area that was developed before the automobile existed, when workers in the Mill buildings were housed in company apartments built nearby.

After being approached by SNHU to assist in reducing off-site transit and parking costs for scattered operations throughout the Millyard, LMG secured a purchase contract for a Historic Mill Building and adjacent acreage. LMG offered SNHU a development solution that provided a long-term lease for an entire building plus adequate parking with room for growth for less cost than the University was paying for off-site parking and shuttle buses.

EXPERIENCE AND REFERENCES

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PROJECT BRIEF

SNHU Administrative Headquarters



**FINANCIAL CAPACITY**

September 6, 2019

The request for proposals indicated a desire to show particular evidence of financial capacity. The LMG team offers the following response:

- In various forms and LLCs, the development team is currently executing projects with values of up to \$200MM, and obtaining financing and equity structures for those projects with specific financial partners.
- The lead development company is not a public company and therefore does not produce audited financial statements. We have not yet finalized the investor structure for the equity and debt but will be happy to discuss specific assurances required to satisfy the City.
- No team member has defaulted on any project or financing.

**DISCLOSURES**

September 6, 2019

No team member has any conflicts that could be relevant to this project.

No one on the team has judgments within the past 10 years for the breach of contracts for governmental or nongovernmental construction or development.

The developer has not been in substantial noncompliance with the terms and conditions of prior construction contracts with a public body.

No team member has been convicted in the past 10 years of any crime related to financial fraud or to governmental or nongovernmental construction or contracting.

No team member is currently debarred pursuant to an established debarment procedure from bidding or contracting by any public body, agency of another state, or agency of the federal government.



ATTACHMENT A
September 6, 2019

Development Team firm overviews are contained in the following pages.