

# SHOPS AND RESIDENCES AT MIRACLE MILE

a redevelopment of City of Coral Gables Garages 1 and 4

## STAGE 2 PROPOSAL



**ARQUITECTONICA**

**ARQUITECTONICA***GEO*

**Kimley»Horn**

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an affiliate of Terranova Corporation

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# IDENTIFICATION OF THE DEVELOPMENT TEAM

## PROPOSER

TC Gables, LLC is an affiliate of Terranova, in partnership with ZOM and Gibson Development.

## FINANCIAL PARTNERS

The development team enjoys excellent relationships with lenders and investors. Financial partners will not be selected until further in the process. The Qualifications of the Development team described in section 4 indicates that partner firms have an excellent track record in attracting capital partners.

## ARCHITECT AND KEY DESIGN PROFESSIONALS

The team of design professionals for this project is led by Arquitectonica. For full description of the team members please refer to our Stage 1 proposal. Khoury-Vogt Associates, a firm with deep roots in Florida's Mediterranean design style, is assuming the role of project designer. Additionally, VPNE, a parking operator, has been consulting on parking operations.



# QUALIFICATIONS OF THE DEVELOPMENT ENTITY

TC Gables LLC will be the Master Developer. Terranova and ZOM will each have responsibility for separate parts of the project. It is currently anticipated that Terranova will develop the retail portions of the project and ZOM will develop the residential portion of the project. For detailed identification of individuals with an interest in the project, please refer to the Stage 1 proposal.

This proposal encompasses two separate projects fully described in Section 6 below: Redevelopment of Garage 1 and Redevelopment of Garage 4. The relationship of the partners to TC Gables is detailed as follows.

## GARAGE 1

Our proposed redevelopment of Garage 1 includes the redevelopment of 220 Miracle Mile, therefore for the purpose of allocating responsibilities these project costs are bundled with Garage 1 project. Joining these projects together adds an additional layer of alignment between the private developer and the City because the development entity must finish the garage in order to finish the redevelopment of the 220 Miracle Mile building.

Project costs are anticipated to be approximately \$100,000,000. The residential and garage portion to be undertaken by ZOM represent approximately \$58 million of project costs. The retail portion to be developed by Terranova is anticipated to cost approximately \$24 million. Both commercial assets are expected to be financed with 65% debt. The Public Garage with 580 proposed parking spaces would cost \$17.7 million. It is anticipated that the City would pay to build the public garage spaces and collect the net income.

## GARAGE 4

For Garage 4, a similar structure is anticipated and we anticipate a project costing approximately \$80 million based on allocation of approximately \$70 million to the garage and residential and \$10 million to the retail in the project.

For purposes of capital efficiency, we are proposing that the City finance and own the public portion of the garage, and collect the net income.

## CONTROL

Prior to execution of the development agreement all decisions will be made by TC Gables, The Partnership will be led by Stephen H. Bittel with participation in management decisions by ZOM. Upon execution of the development, with sufficient and satisfactory guarantees and controls in place, ZOM will have control and responsibility for the construction of the residential portion and garage through a special purpose entity and Terranova will have responsibility for the retail similarly through a special purpose entity.

## LETTERS OF INTEREST FROM FINANCIAL INSTITUTIONS

Please see the letters of interest from interested financial partners on the following pages.





REAL ESTATE BANKING

May 6, 2016

Andrea Molina  
Director of Acquisitions  
Terranova Corporation

RE: Coral Gables Redevelopment Project

PNC Bank, National Association (the "PNC"), is pleased to advise Terranova Corporation of its interest to provide financing for the redevelopment of Garage 1 (245 Andalusia) and Garage 4 (345 Andalusia). Estimated development costs for this project are \$177,000,000. *This letter does not constitute a commitment by or obligation on the part of PNC.*

Sincerely,

A handwritten signature in blue ink, appearing to read "Cory Clement".

Cory Clement  
PNC Real Estate Banking

2255 Glades Road, Suite 140W  
Boca Raton, FL 33431  
(p) 561-912-0460 (c) 561-866-9193  
cory.clement@pnc.com

Member of The PNC Financial Services Group

2255 Glades Road Suite 140W A2-P674-01-2 Boca Raton Florida 33431

[www.pnc.com](http://www.pnc.com)

May 6, 2016

Mr. Stephen Bittel  
Terranova Corporation  
801 Arthur Godfrey Road, Suite 600  
Miami Beach, FL 33140

Re: Request for proposal to redevelop two parking garages in Coral Gables (the "Gables Development")

Dear Steve:

In response to your inquiry relating to the potential financing of the Gables Development project, please be advised that given the longstanding and favorable relationship between Terranova and City National Bank, that City National Bank would have a strong interest in providing financing for the referenced project.

We appreciate your business and look forward to receiving additional details on the Gables Development project.

Best Regards,



Gary M. Fitzgerald  
Real Estate Banking Executive

## Sabadell United Bank

May 5, 2016



Mr. Stephen Bittel  
President  
Terranova Corporation  
801 Arthur Godfrey Road, Suite 600  
Miami Beach, FL 33140

Re: Financing Interest on Coral Gables Redevelopment Project  
located at the SWC of Ponce De Leon Boulevard and Miracle Mile  
(also known as Coral Gables Garage 1 and Garage 4) Coral Gables, FL

Dear Mr. Bittel:

Sabadell United Bank would have an interest in providing construction and permanent financing for a mixed used development located at the above reference location and as detailed below:

Garage 1 (estimated project cost of Garage 1 with retail and office: \$41-45 million and Miracle Mile Tower: \$53-57 million)

- 196 apartments (186,343 square feet)
- 40,000 SF of new retail space on Miracle Mile on the ground floor and second floor with 200 feet of frontage along Miracle Mile at the corner of Ponce De Leon and Miracle Mile
- 17,000 SF of retail on the ground floor facing Andalusia
- 950+ parking spaces, including 500 public parking spaces as well as 350 spaces for the residents and parking for retail visitors.
- 20,000 SF of office on the roof of the garage

Garage 4 (estimated project costs: \$70-75 million)

- 174 apartments
- 28,500 square feet of retail
- Approximately 500 public parking spaces
- 120 retail parking spaces
- 246 residential parking spaces

Given that Sabadell United Bank has worked with Terranova in the past we would have an interest in financing this future project for the group.

# J.P.Morgan

May 5, 2016

Trip Stephens  
ZOM, Inc.  
2001 Summit Park Drive, Suite 300  
Orlando, FL 32810

Trip,

I want to thank you for your confidence in JP Morgan and for including us in the “Coral Gables Redevelopment Project” potential opportunity. We certainly look forward to expanding our relationship with ZOM beyond the \$122.4 million that we recently closed for you. We understand the importance of this project to the City of Coral Gables as well as to both ZOM and Terranova, and will, accordingly, utilize our best efforts to arrange a financing solution that is timely and mutually agreeable.

We are financing multifamily new construction today generally as follows:

LTC:	65% LTC
Debt Yield:	Underwritten debt yield >9%
Term:	3-years
Extension Options:	Two 12-month extension options
Rate:	L+250
Fee:	50 bps
LTV:	<65%
Recourse:	Partial (~25%) with a burn-off upon stabilization

Should you have additional questions, please contact me. Otherwise we look forward to formally underwriting this project and providing you with a fully vetted term sheet.

Sincerely,



Matthew Juall  
Executive Director

## FINANCIAL CAPACITY

Our track record of completed projects previously submitted in Phase 1 indicates our financial capacity to undertake this project. Further information is available upon request.

## DISCLOSURES AND REPRESENTATIONS FROM STAGE 1 SUBMITTAL

Procurement forms submitted previously as part of Stage I are still valid. All other representations made during Stage 1 are still valid.

## PROPOSED ANCHOR TENANTS OR 3RD PARTY OPERATORS

It is too early to identify committed retail tenants at this stage. The team will draw upon Terranova's resources and expertise to attract the very best tenants to the location. ZOM's sister company, ZRS Management, will manage the residential portion of the project. ZRS's capabilities are further described within ZOM's profile below.

We will hire a 3rd party operator with an established track record and differentiated management talent to operate the parking garages. We will hire a qualified firm to provide security services to the garages proposed in this development.

## QUALIFICATION OF DEVELOPMENT TEAM MEMBERS

Qualifications from all Stage 1 team members are still valid. Please see our Stage 1 submittal for Development team qualifications, firm profiles, and descriptions of comparable projects.

## ATTACHMENT A PROCUREMENT FORMS

Attachment A Procurement Forms are located in Appendix 5 of the Stage 1 submittal.

All members of team agree to cooperate fully with any background check.



# QUALIFICATIONS OF OTHER MEMBERS OF THE DEVELOPMENT TEAM

Arquitectonica continues to lead our design team.

Khoury-Vogt Associates, has joined the design team as project designer.

VPNE has served as parking operations consultant.

KVA  
KHOURY|VOGT  
ARCHITECTS



FIRM PROFILE

Khoury & Vogt Architects was formed in 2001 in Miami by Erik Vogt and Marianne Khoury as a practice in architecture, urban design, and town planning. Vogt received his Bachelor of Architecture from the University of Miami and Master of Architecture from Yale University. Khoury received a Bachelor of Architecture from the University of Wisconsin (after studying for 3 years at L'Ecole Spéciale d'Architecture in Paris, France) and has a Master of Architecture and Master of Urban Planning from the University of Wisconsin at Milwaukee. Both are licensed architects in Florida.

The practice, currently based in Alys Beach, FL., engages projects of a variety of scales, programs, and locales. Each is linked by a common purpose: to contribute to, and elaborate a worthwhile and memorable public realm. This is pursued through a firm grounding in local architectural traditions as well as the deployment and transformation of durable building types.

Their work has received numerous regional and national awards as well as publication in several books and magazines.

In addition to professional practice, Erik Vogt has taught Architectural Design Studios at the undergraduate and graduate level, at the University of Miami and Yale University.

## OFFICE

### Principals

#### Erik Vogt

University of Miami	Bachelor of Architecture	1992
Yale University	Masters of Architecture	2000

#### Marianne Khoury-Vogt

Ecole Spéciale d'Architecture in Paris, France		1985-1988
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University of Wisconsin, Milwaukee	Bachelor of Architecture	1989
University of Wisconsin, Milwaukee	Masters of Architecture	1992
	Masters of Urban Planning	1992

### Project Managers

#### Johnson Montoya

University of Miami	Bachelor of Architecture	2010
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#### Jason Hill

University of Miami	Master of Architecture	2013
University of South Florida	Bachelor of Science	2010

#### Ortal Shaya

University of Miami	Bachelor of Architecture	2008
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## Principals

Erik Vogt  
Marianne Khoury-Vogt

FL: AR 15317  
FL: AR 17458

## Education

### Erik Vogt

University of Miami	Bachelor of Architecture	1992
Yale University	Masters of Architecture	2000

### Marianne Khoury-Vogt

Ecole Spéciale d'Architecture in Paris, France		1985-1988
University of Wisconsin, Milwaukee	Bachelor of Architecture	1989
University of Wisconsin, Milwaukee	Masters of Architecture	1992
	Masters of Urban Planning	1992

## Architectural Projects

2003 – Present      **Alys Beach**      Walton County, FL  
Town Architects for a new 160-acre resort town along  
the Gulf of Mexico. Design Projects include:

### **Civic / Commercial**

- Santorini's
- Sales Center
- Fonville Press
- Gulf Green
- Caliza Pool
- Lake Marilyn and Somerset Bridge
- Butteries
- Alys Shoppe
- Retail Liner Building
- Turtle Bale Baths

## Residential

- The Lucian (4-story mixed-use multi-family building)
- Model compound home
- Caliza Courts - (9) Rowhouses
- Frist Residence
- Boulton Residence
- Crockett Residence
- House Residence
- Mayers Residence
- Keliehor Residence
- Young Residence
- Tucker Residence
- Castro Residence
- McKay Residence
- Blakey Residence

## Landscape

- North and South Sea Garden Walks
- Papilio Park
- Palmera Park
- Gulf Green

2003	<b>Oak Plaza</b> Design of new two-story retail/restaurant building and adjacent plaza (in collaboration with Cure & Penabad Studio)	Miami, FL
2003	<b>Grand Island</b> Renovation of existing one-story building into new restaurant and new two-story building with retail at first floor and residential apartment at second floor	Coconut Grove, FL
2002	<b>Liberty Harbor</b> Design of four-story, 12 unit apartment buildings and model rowhouse	Jersey City, NJ
2002	<b>Villa DeGarmo</b> Renovation and additions to existing single-family residence	Coconut Grove, FL
2000	<b>Apartment House at Heulebrug</b> Design of a four-story, 50 unit / apartment building	Knokke-Heist, Belgium

## Charrette Projects (In association with DPZ and Werkgroep Stedenbouw)

2008	<b>ADNEC Marina Development</b> 73-hectare site along the waterfront to propose a mixed-use vibrant development to enhance the Grand Mosque District	Abu Dhabi, UAE
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2003	<b>Guilin University Extension</b> 1200-acre site for a new university district / town with surrounding villages and natural preserve	Guilin, China
2003	<b>Langfang Village</b> Residential types/models for a new planned town	Beijing, China
2002	<b>Hoog-Latem</b> 450-acre site with proposed infill and new mixed-use development	St. Maartens-Latem, Belgium
2001	<b>Le Petit Baulers</b> 150-acre greenfield site divided into three separate development zones organized according to site's surrounding context	Nivelles, Belgium
2000	<b>Michalowo Neighborhood</b> New neighborhood on a 100-acre site adjoining existing suburb outside Poznan	Poznan, Poland

### Urban Design Projects

2002	<b>Grand Avenue Master Plan</b> Proposed revitalization of Avenue with streetscape/right-of-way improvements and infill mixed-use development	Coconut Grove, FL
2002	<b>Tannin Town Square</b> Design of new town square	Tannin, AL

### Community / Pro-Bono Work

2007	<b>Rosedale – Simon Cyrene Group</b> Design of model bungalow cottage for distressed residential neighborhood	Birmingham, AL
2006-2008	<b>Cottages for Kids - CVHN</b> Design / construction of childrens' playhouses for charity auction	Walton County, FL
2003	<b>Buena Vista Neighborhood Plan</b> Streetscape improvements for a historic Miami Neighborhood	Miami, FL

## Teaching Experience (Erik Vogt)

1994-1996	<b>Design &amp; Architecture Senior High School</b> Adjunct Professor Grade 10 & 12	Miami, FL
1996-1999	<b>University of Miami – School of Architecture</b> Adjunct Professor 3 <sup>rd</sup> , 4 <sup>th</sup> & 5 <sup>th</sup> Year Design Studios	Miami, FL
1999-2000	<b>Yale – School of Architecture</b> Teaching Assistant to Vincent Scully, Demetri Porphyrios, Andres Duany, and Leon Krier Postgraduate Visiting Professor Design Studios	New Haven, CT
2002-2004	<b>University of Miami – School of Architecture</b> Adjunct Professor 4 <sup>th</sup> , 5 <sup>th</sup> , and Graduate Program Design Studios Graduate Design Studio in Rome	Miami, FL

## Teaching Experience (Marieanne Khoury-Vogt)

1993-1997	<b>Design &amp; Architecture Senior High School</b> Adjunct Professor Grade 10 & 12	Miami, FL
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## Awards / Competitions

2015	<b>ICAA – Mizner Award – Award of Excellence</b> Keliehor Residence	Alys Beach, FL
2015	<b>Palladio Award - Residential (under 5,000 sf)</b> Frist Residence	Alys Beach, FL
2015	<b>INTBAU World Congress Award – Award of Excellence</b> Frist Residence	Alys Beach, FL
2015	<b>AIA – NW Florida – Award of Excellence</b> Frist Residence	Alys Beach, FL
2014	<b>ICAA – Mizner Award – Award of Excellence</b> Riad Zasha (Boult Residence)	Alys Beach, FL
2012	<b>ICAA - Mizner Award</b> Gulf Green	Alys Beach, FL
2011	<b>Congress for New Urbanism - Charter Award</b> Caliza Pool	Alys Beach, FL

2010	<b>Florida ASLA - Open Space Design Award</b> Lake Marilyn, Somerset Bridge and Seagarden Walk	Alys Beach, FL
2010	<b>Palladio Award – Best Public Space</b> Lake Marilyn, Somerset Bridge and Seagarden Walk	Alys Beach, FL
2010	<b>ICAA - Shutze Award</b> Caliza Pool	Alys Beach, FL
2009	<b>Palladio Award – Best Public Space</b> Caliza Pool	Alys Beach, FL
2009	<b>AIA - Florida Chapter - Award of Excellence</b> Caliza Pool	Alys Beach, FL
2009	<b>Builder’s Choice Award – Attached House</b> Dos Flores - Courtyard Home	Alys Beach, FL
2009	<b>Residential Architect – Grand Merit Award</b> House of the Papyrii – Courtyard Home	Alys Beach, FL
2008	<b>Southern Living Home– Best Outdoor Space</b> Casa Azotea - Compound Home	Alys Beach, FL
2008	<b>Palladio Award – New Design and Construction Commercial - less than 30,000 s.f.</b> Fonville Press	Alys Beach, FL
2007	<b>Congress for the New Urbanism - Charter Award</b> Oak Plaza	Miami, FL
2004	<b>AIA Miami Chapter - Award of Merit</b> Oak Plaza	Miami, FL
2001	<b>I’On Bridge Competition</b> First Place Award	Mt. Pleasant, SC
1999	<b>New London Gateway Competition</b> First Place Award	New London, CT

## Publications

2004	<b><u>Yale in New Haven: An Urban and Architectural History</u></b> Vincent Scully, Catherine Lynn, Erik Vogt, and Paul Goldberger
2000	<b><u>Yale University Art Gallery Bulletin</u></b> , ‘The Trumbull Art Gallery’
1996	<b><u>Between Two Towers</u></b> , Vincent Scully Various drawings

## Articles

- 2015 Veranda Magazine – March 2016  
“Frist Residence”
- 2008 New Old House – Fall 2008  
“City by the Sea”
- 2008 Urban Land – September 2008  
“Florida: A Preview of America’s Future”
- 2008 Veranda – June 2008  
“Chasing Tranquility”
- 2007 Coastal Living – Special Section 2007  
“Standing Strong”
- 2007 Florida Living – September 2007  
“Building a Town”
- 2007 Portico – June 2007  
“Waterfront Living”
- 2004 Dwell – March 2004  
“Dense and Denser”
- 2004 The New York Times – January 14, 2004  
“A Miami Makeover for an Aspiring SoHo of the South”

PROJECT: CALIZA COURTS - Nine (9) Rowhouses

Location: Alys Beach, Florida  
Status: Under construction



The Caliza Court rowhouses, sited just south of Caliza Pool in Alys Beach, form a welcoming addition to this neighborhood amenity. Designed by Khoury & Vogt Architects, the homes are graced by an attached park along Somerset Street, with raised stoop entries bordered by landscaped planters.

The entry and stair hall ushers one into the main living area, elevated half a floor above grade. Spanning the width of the lot, the great room has a 16'-0" tall ceiling and 12'-0" tall doors and windows that open to a central landscaped courtyard, shaded by a retractable awning. Across the court, an open-air loggia looks out on the private garden and enfronts a detached guest suite, both raised above an enclosed garage.

In the four-bedroom home, the master bedroom suite is on the main living floor, with generous windows opening up to the park below. In the three-bedroom home, the master suite resides above the great room, with an expanse of windows looking east and south to the Gulf beyond.

**PROJECT:** THE LUCIAN - a 4-story mixed-use multi-family building

**Location:** Alys Beach, Florida  
**Status:** Under construction



In 1925, the unoccupied land that is now Alys Beach was given by the Federal Government to Lucian May as a homestead, upon which he planted orchards, raised livestock, and felled timber. It is in honor of the man who first civilized this stretch of beach and called it home that Alys has named its first Town Center building, The Lucian.

Located on the southwest corner of the Amphitheater, the Lucian stands four stories tall, with an enclosed parking garage beneath. There are eight residences, divided among one-, two-, and three bedroom suites, all with expansive porches and views east to the Amphitheater and south to the Gulf beyond.

The architecture, by Khoury & Vogt Architects, follows in the tradition of Alys Beach, with white stucco walls and piers divided by stained wood porches and balconies. A civic-scaled first floor, with an attached southern terrace, will accommodate retail/commercial activity and establish the standard for Alys Beach's permanent Town Center as it builds out in the years to come.

PROJECT: FRIST RESIDENCE



## PROJECT DESCRIPTION

The Frist Residence is the first gulf-front home built in Alys Beach, completed in 2012. Alys Beach is a third-generation New Urbanist community along Route 30A in the Florida Panhandle, following in the footsteps of Rosemary Beach and, before that, Seaside.

While the master plan for Alys Beach was designed by Duany Plater-Zyberk & Co., the plan for the first four tiers of gulf-front lots was refined by Demetri Porphyrios to maximize both the number of available lots and the gulf views afforded such lots. To that end, the lots were reduced in size and arranged in a more staggered, picturesque manner. The smaller footprint was offset by the allowance for three floors of living space in each home, as opposed to two stories for the rest of the town. This results in a townhouse configuration for many, if not all, of these homes, with the main living rooms raised to the second floor for the best views.

The Frist Residence follows this pattern, albeit with one somewhat radical departure: the house sets back about 16 feet from its southern building line to create a forecourt on the Gulf side. Conventional wisdom dictates that one build right up to this line to maximize views and living space but both Owner and Architect felt that a court, nestled in the scrub of the dune and adjoining a covered loggia, delivered a far more special experience of this unique environment than was lost in conditioned area.

The plan of the house, on all three floors, seeks to overcome its tight quarters by developing long axes and perspectival views. The first floor does so in three places. In addition to the one from the parking court through the entry and pool court, there is a major cross axis marked by the central entry hall. One extends laterally through the flanking entry doors and connects to the adjoining park, aligning with the fountain that marks the center of the elliptical green. The other organizes the spaces of the house in its long direction, from the center stair hall through the entry hall, out to the sunken loggia and through the raised forecourt, culminating in the framed view of the dune and Gulf through the court wall opening.

This long axis continues up the tunnel-like stair to the second floor, where its terminus is expressed in the bowed bay window of the family room, the only break in the otherwise taut rectangle of the structure. From here, the pattern of circulation insistently pushes one to the edges and to the oblique views out to the Gulf. The living room spans the width of the house, flanked on the landward side by a floating kitchen wall and on its seaward side by a set of ten-foot tall sliding doors that pocket into the wall to open the space to a porch and balcony overlooking the Gulf.

This pattern is repeated on the third floor, where the stair again divides the plate into a landward and seaward suite. The master bedroom, like the living room, opens up to a porch by way of pocketing doors. The bed wall, pushed forward to the Gulf, is formed by the master bath, which is treated like a miniaturized version of the house itself, a gabled volume buttressed on its sides and floating within the vaulted space.

This form, as embodied in the house itself, is ultimately essential to its meaning and character. It is a distilled, comforting image of domesticity that simultaneously, by way of its setting against the vast expanse of the Gulf, also evokes the timeless classicism of the temple, a gesture of willful place making within nature that resonates even today, however modestly, in the form of a simple family beach house.

# VPNE PARKING SOLUTIONS



# VPNE HISTORY

VPNE Parking Solutions was founded as Valet Park of New England in 1990 by Kevin W. Leary. Mr. Leary's vision was for the parking experience to be one of the highlights of the guests' visit, similar to the experience in the lobby of a luxury hotel or condominium.

Drawing from his education at Boston College, his military experience and his knowledge within the business world as an investment banker, Mr. Leary developed a business plan where his teammates became immersed in the culture and vision of every client they served, thus becoming a proud extension of the client's team. Within this plan, Mr. Leary focused on recruiting the best people, providing them with strong training and leadership, and compensating them for exceptional service.

Kevin J. Leary joined the firm after graduating from Villanova University. Kevin J. expanded on his father's vision from an extension of the customer's staff into a true partnership with our clients, learning their business from the foundation up and custom designing a service plan to reflect each client's values and objectives.

As your partner, VPNE believes it is our responsibility to drive your business and build your brand. We custom design an operating plan and customize a team around each client's definition of success. VPNE's recruiting philosophy is to target super friendly, smart, energetic, positive individuals, reward them for exceptional performance and provide them with constant opportunities for growth and development. Whether it is recruiting or training staff, selecting uniforms, or designing operating procedures, the objectives of your organization and the mission of your institution are our guiding principles. We coach and reward our team to deliver your definition of success.

# VPNE MIAMI EXPANSION

In 2013 VPNE began plans to expand operations into the South Florida Market. Our executive team has viewed Miami as the next logical step for our company's future and believe that there are tremendous opportunities especially within a booming city where real estate development is on the rise.

With operations in Miami to begin July 1<sup>st</sup> services include residential, commercial, and mixed-use retail parking, we are thrilled to be a part of the landscape of such an iconic city.

Whether it is a Commercial Parking Program, Hotel, Hospital, or Residential Valet, or Shuttle Program; VPNE is well-suited to be the provider of choice. Our team undergoes rigorous training to provide the best in class experience for our clients customers. We specialize in driving our clients business and building their brand.



# VPNE TODAY

Below, please see a sample listing of some of our clients. For many of our clients we provide multiple types of service, from Garage Management and Valet, to Shuttles and Hospital Patient Discharge.

Hotels	Commercial	Shuttles	Healthcare
Mandarin Oriental	Boston Properties (9 Locations) Including: The Prudential and Hancock Towers	Boston Children's Hospital (20 Shuttles)	Boston Children's Hospital
Ritz Carlton	Oxford Properties (6 Locations)	State Street Corporation (3 Shuttles)	Dana Farber Cancer Institute
Radisson (NH)	Millennium Partners (5 Locations)	Jamestown Properties (3 Shuttles)	Brigham and Women's Hospital
Marriott Residence Inn – Fenway	MASCO	Rhode Island Hospital (14 Shuttles)	Rhode Island Hospital
Marriott Residence Inn – Tudor Wharf	State Street Corporation (3 Locations)	Channel Center Shuttles (5 Shuttles)	Miriam Hospital
Envoy Hotel	Beacon Capital	Boston Medical Center	Danbury Hospital
Verb Hotel	Jones Lang LaSalle	Lesley University	Newton Wellesley Hospital
Pyramid Hotel Group (10 Locations)	Tishman Speyer	Faulkner Hospital (2 Shuttles)	Women and Infant Hospital
Hotel Buckminster	CBRE	Meritage Properties	Beth Israel Deaconess Medical Center

# OUR ASSET MANAGERS

Name	Area of Expertise	Years of Experience
Kevin J. Leary	Healthcare	25
Nick Litton	Commercial	31
Tom MacKinnon	Commercial/Shuttles	15
Kirk Pozadzides	Hospitality	15
Melvin Garcia	Commercial	20
Kevin Nadeau	Commercial	25
Feseha Wedajo	Commercial	15
Mohamed Warsame	Commercial	32
James Morris	Hospitality	7
Chris Sekora	Commercial	21
Barney Earle	Healthcare	25
Richard Coughlin	Hospitality	42
Tom Malone	Hospitality	15
Bill McGonagle	Shuttles	10
Lou Squier	Shuttles	11
Syyed Abbas	Hospitality	10
Paul Sheedy	Commercial	22
Domingos Teixeira	Healthcare	20
Mohammad Quereshi	Commercial	32
Habtom Hadgu	Commercial	24
Brian Murray	Healthcare	15
Combined Years of Experience		432

# DEVELOPMENT CONCEPT AND DESIGN

Terranova and its partners, ZOM and Gibson Development, are excited to submit this updated proposal for the Shops and Residences at Miracle Mile and Andalusia. Designed in a Mediterranean Style according to sustainable building practices, The Shops and Residences at Miracle Mile and Andalusia will help strengthen Coral Gables' competitive position internationally, regionally and within the Greater Miami area. To provide the City of Coral Gables with a project that will be worthy of its prominent location, we have engaged the internationally renowned design firm of Arquitectonica to design the proposed new developments in a manner that complements the upgrades planned for the Miracle Mile Streetscape. We are proposing three new buildings that will add to vitality of the heart of Coral Gables.

At the base of each site, the new garages are designed to maximize the comfort, convenience and safety of their patrons.

The programming for the rest of the development is designed to increase vibrancy in the area. On the ground floor of the garages and the lower two floors of the new Miracle Mile Tower, we will include new retail space with 20' floor-to-floor heights with entrances on the ground floors of the development to help attract new retailers and restaurants to the area. We are proposing multi-family rental residences because rental apartments tend to be more intensively utilized than condominiums in South Florida and will further contribute to the vibrancy of the businesses in the surrounding area.

This proposal is based on the Scheme A proposal that we submitted during Stage 1. We believe it results in the best project. To develop an alternate program, we would deviate from the Scheme B concept described in Stage 1 and shift the additional residential development to Garage 4 in a manner that is consistent with zoning code. The design vernacular would be consistent with what is presented here. The City's economics up-front would be comparable, however the public benefit from the impact of the redevelopment of the Miracle Building would be foregone and enhancement to the public realm and the enhanced paseo would not be realized. Though the renderings presented focus on the Garage 1 site and Miracle Mile, we would apply a similar treatment to the base of Garage 4 as depicted in our elevations and renderings and a similar treatment for the residences depicted in the Miracle Mile Building. It is our belief that the public environment is enhanced by bringing more life to the intersection of Ponce and Miracle Mile by establishing a residential building with an entrance on Ponce and Miracle Mile. We believe that when built in conjunction with a residential building atop Garage 4 the new residents and the activity they bring to the street will greatly enhance the quality of life for the City and its residents.

We further believe that our ability to provide an easement to the City for the Paseo within our 220 Miracle Mile building provides us with an unrivaled opportunity to create the most desirable public experience on this block.



## SITE

The proposed project includes the Site of Garage 1, Garage 4, and additional property comprising 220 Miracle Mile. By designing a project that eliminates substantial development above Garage 1, we can complete the garage six to nine months faster than if development were to occur above. This project would require that the City grant a variance from the height limits in the Miracle Mile District.

We are also seeking a variance to permit the garage to cantilever 12' over Andalusia, which makes it possible to create a better garage experience for users, and to create a sheltered sidewalk for pedestrians. We also would need to cantilever 10' over the alley, which the City has previously stated would be permissible.

## MIX OF USES, GROSS AND NET SQUARE FEET.

Please see the following summary table which details all requested information for all relevant program characteristics in the proposed project for Garage 1 and Garage 4.

The principal uses in the project are parking, retail, and residential. We have designed our proposal to include 20,000 square feet of office on the roof of the garage with a 1,000 sq foot lobby on the ground floor for a City lease if desired by the City. If instead the City would prefer to not lease the rooftop office space these development rights can be transferred to our Garage 4 site and would improve the value of the City's interest in the project by approximately \$1 million. It would also result in a net parking reduction of 68 spaces in Garage 1.

# GARAGE SITE 1

500 PUBLIC PARKING + OFFICE + 193 RES. UNITS

FAR SUMMARY (REQUIRED PUBLIC PARKING 500)											
	SITE AREA	BASE FAR	MED BONUS	ALLOWABLE F.A.R.	PROPOSED F.A.R.	REQUIRED RETAIL PARKING	REQUIRED RESIDENTIAL PARKING	REQUIRED OFFICE PARKING	REQUIRED PUBLIC PARKING	REQUIRED PARKING	PROPOSED PARKING
MIRACLE MILE AND PONCE DE LEON	23,948	3	0.5	83,818	222,646	60*	328	-79*	0	309	0
GARAGE 1	34,941	3	0.5	122,294	44,755	71	0	68	500	639	952
TERRANOVA TRANSFER RIGHTS				75,133							
<b>TOTAL</b>				281,245	267,401	131	328	-11	500	948	952

MIRACLE MILE AND PONCE DE LEON																	
FLOORS	F-F HEIGHT	BUILDING HEIGHT	RETAIL		MEP/BOH	RESIDENTIAL						TOTAL RESIDENTIAL UNIT AREA	F.A.R. PER LEVEL				
			GLA	CIRC/CORE		Studio	1/1 Unit		2/2 Unit		CIRC/CORE			AMENITY	LOBBY/FOH		
		184				660	533	582	750	900	1,040	1,125					
16	10	174				2	1	3	2	0	2	2	1,670			9,650	11,320
15	10	164				2	1	3	2	0	2	2	1,670			9,650	11,320
14	10	154				2	1	3	2	0	2	2	1,670			9,650	11,320
13	10	144				2	1	3	2	0	4	2	1,670			11,590	13,260
12	10	134				2	1	3	2	0	4	2	1,670			11,590	13,260
11	10	124				2	1	3	2	0	4	2	1,670			11,590	13,260
10	10	114				2	1	3	2	0	4	2	1,670			11,008	13,260
9	10	104				2	1	2	2	1	3	2	1,853	582		9,752	14,180
8	10	94				2	1	3	2	1	3	2	1,853	2,575		11,407	13,260
7	10	84				2	1	3	2	1	3	2	1,853			11,407	13,260
6	10	74				2	1	3	2	1	3	2	1,853			11,407	13,260
5	10	64				2	1	3	2	0	4	2	1,853			11,407	13,260
4	10	54				2	1	3	2	0	4	2	1,853			11,407	13,260
3	12	42				2	0	3	2	0	4	1	1,853			11,407	13,260
2	20	22	22,050										671				22,721
1	22	0	15,950		2,532								703		1,885		19,185
TOTAL			38,000		2,532	28	82		187				26,035	3,157	1,885	152,922	222,646

GARAGE 1												
FLOORS	F-F HEIGHT	BUILDING HEIGHT	RETAIL		OFFICE		RESIDENTIAL	BOH	PARKING SPACES			F.A.R. PER LEVEL
			GLA	CIRC/CORE	BOMA	CORE	AMENITIES		REGULAR	COMPACT	ADA	
10	15	117			19,400	600	4,000					24,000
9	10	102							104	18	2	
8	10	92							104	18	2	
7	10	82							104	18	2	
6	10	72							104	18	2	
5	10	62							104	18	2	
4	10	52							102	18	3	
3	10	42							102	18	3	
2	10	32							75	7	4	
1	22	22	17,145	550	900	360		2,700				20,755
TOTAL			17,695		21,260		4,000	2,700	799	133	20	44,755

MIRACLE MILE AND PONCE DE LEON GROSS AREA + GARAGE 1 SUMMARY				
AREA SUMMARY		PARKING SUMMARY		500 PUBLIC PARKING
TOTAL RESIDENTIAL UNITS	187	TOTAL REQUIRED RESIDENTIAL PARKING		328
TOTAL RESIDENTIAL AREA	186,114	TOTAL REQUIRED PUBLIC PARKING		500
RETAIL AREA (MIRACLE MILE SITE RENOVATION)	38,000	REQUIRED RETAIL PARKING (MIRACLE MILE SITE) *		152
EXISTING RETAIL AREA (MIRACLE MILE SITE)	22,981	-REQ'D EXISTING RETAIL PARKING (MIRACLE MILE SITE) *		-92 credit
RETAIL AREA (GARAGE 1)	17,695	REQUIRED RETAIL PARKING (GARAGE 1)		71
EXISTING OFFICE AREA (MIRACLE MILE SITE)	23,665	-REQ'D EXISTING OFFICE PARKING (MIRACLE MILE SITE) *		-79 credit
OFFICE AREA (GARAGE 1)	20,360	REQUIRED OFFICE PARKING (GARAGE 1)		68
TOTAL BOH	5,232	TOTAL REQUIRED PARKING		948



# GARAGE SITE 4

500 PUBLIC PARKING + 148 RES. UNITS

FAR SUMMARY (REQUIRED PUBLIC PARKING 500)										
	SITE AREA	BASE FAR	MED BONUS	ALLOWABLE FAR	PROPOSED AREA	REQUIRED RETAIL PARKING	REQUIRED RESIDENTIAL PARKING	REQUIRED PUBLIC PARKING	REQUIRED PARKING	PROPOSED PARKING
<b>GARAGE 4</b>	55,000	3	0.5	192,500	192,500	136	264	500	900	923

GARAGE 4																										
FLOORS	F-F HEIGHT	BUILDING HEIGHT	RETAIL		MEP/BOH	RESIDENTIAL							PARKING SPACES			TOTAL RESIDENTIAL UNIT AREA	F.A.R. PER LEVEL									
			GLA	CIRC/CORE		1/1 Unit			2/2 Unit			3/2 Unit	CIRC/CORE	AMENITY	LOBBY/FOH			REGULAR	COMPACT	ADA						
		174				660	700	795	1,015	1,150	1,260	1,375														
16	10	164				1	1	8	1	2	1	1	1,772											13,699	15,471	
15	10	154				1	1	8	1	2	1	1	1,772											13,699	15,471	
14	10	144				1	1	8	1	2	1	1	1,772											13,699	15,471	
13	10	134				1	1	8	1	2	1	1	1,772											13,699	15,471	
12	10	124				1	1	8	1	2	1	1	1,772											13,699	15,471	
11	10	114				1	1	8	1	2	1	1	1,772											13,699	15,471	
10	10	104				1	1	8	1	2	1	1	1,772											13,699	15,471	
9	10	94				1	1	8	1	2	1	1	1,772											13,699	15,471	
8	10	84				1	1	8	1	2	1	1	1,772											13,699	15,471	
7	12	72				1	1	8	1	2	0	0	2,040	2,480										12,991	15,471	
6	10	62															129	36	4							
5	10	52															159	36	4							
4	10	42															159	36	4							
3	10	32															159	36	4							
2	10	22															133	20	4							
1	22	0	33,610	180	2,850								1,150		2,760											37,790
TOTAL			33,790		2,850	100			39		9		19,138		2,760		739	164	20				136,282	192,500		

GARAGE 4 SUMMARY				
AREA SUMMARY		PARKING SUMMARY		500 PUBLIC PARKING
TOTAL RESIDENTIAL UNITS	148	REQUIRED RESIDENTIAL PARKING	264	
TOTAL RESIDENTIAL AREA	155,860	REQUIRED RETAIL PARKING	136	
TOTAL RETAIL AREA	33,790	REQUIRED PUBLIC PARKING	500	
TOTAL MEP/BOH AREA	2,850	TOTAL REQUIRED PARKING	900	
TOTAL ACCOUNTABLE AREA (F.A.R.)	192,500	TOTAL PROPOSED PARKING	923	

\* Loading spaces are not required (nonresidential floor area is under 100,000 SF).



## PARKING PROPOSAL

For both Garage 1 and 4 we are proposing that a private operator is selected to manage the garages under the oversight of the TC Gables partnership according to standards agreed to with the City.

As the City explores the possibility of reduced parking requirements and finding opportunities to favor alternate modes of transport, there will be an opportunity to favorably impact project economics. Ultimately we believe the size of the garage is a public policy choice.

The retail spaces would be part of the public parking inventory. We would propose that the Retail Developer participation on a pro-rata basis in the net proceeds of the garage.

The residential parking spaces would be paid for by the residential developer and these spaces would be gated for exclusive use of the residents. The spaces may be leased directly to tenants or provided to tenants with an apartment rental.

If there is an office user, it will be the City, and therefore anyone using the garage will be using the garage for a public purpose. If the City elects to increase the public parking supply for this use, we would anticipate that the parking would be paid for as part of the public garage.

## ALLOCATION OF REVENUE AND EXPENSES

In the base case, it is anticipated that the inventory will be divided into a public pool comprising the parking spaces requested by the City, plus the spaces required by zoning for retail and office. The revenue and costs would be shared on a pro-rata basis according to beneficial user.

## ESTIMATED PROJECTED COSTS

### Garage 1

RESPONSIBILITY	AMOUNT	% OF TOTAL	DESCRIPTION
ZOM	\$58,000,000	58%	187 residential units, 328 parking spaces
TERRANOVA	\$23,900,000	24%	17,695 sq feet retail, 36 parking spaces
CITY OF CORAL GABLES	\$17,721,600	18%	580 parking spaces
<b>TOTAL PROJECT</b>	<b>\$99,621,600</b>	<b>100%</b>	

Note: 68 spaces provided for office users are included in the 580 public parking spaces listed above.

### Garage 4

RESPONSIBILITY	AMOUNT	% OF TOTAL	DESCRIPTION
ZOM	\$57,000,000	67%	148 residential units, 264 parking spaces
TERRANOVA	\$12,000,000	14%	33,790 sq feet retail, 136 parking spaces
CITY OF CORAL GABLES	\$16,224,000	19%	520 parking spaces
<b>TOTAL PROJECT</b>	<b>\$85,224,000</b>	<b>100%</b>	

## Capital

In the base proposal, it is anticipated that the development entity would be responsible for the cost to construct their portion of the project and the City would pay for its portion. The City's lower cost of capital would make it more cost-effective to finance this portion of the project using public dollars, however we are open to exploring alternatives. We can develop structures to accommodate the public financing.

Because rates for parking in this garage, and in the area, are controlled by the City, the public garage is not efficiently financeable according to standard commercial terms. Additionally, a portion of the garage costs could be paid for by an upfront payment by the retail lessee and residential lessee to reduce costs up front, or we can structure the payment to recur as ground rent.

## Operations

We propose that we enter in an agreement whereby the City, Retail Lessee and Residential lease jointly hire a manager to manage and maintain the garage. The net revenues would be split between the City and Development Entity in such a manner as to first compensate the City for their lease payment and then to the development entity for their performance. This garage revenue is proposed in lieu of a guaranteed rent payment.

## CONCEPTUAL DESIGN

Renderings and elevations that illustrate this project appear at the front of this section. The requested diagrams detail the proposed project.



## Project 1: Development of New Garage 1 + Development of the Miracle Mile Tower

We believe that the most impactful way to utilize the development rights from Garage 1 is to unify that site with 220 Miracle Mile, which Terranova controls together with our partner, an affiliate of Morgan Stanley Real Estate Investing. We propose shifting all development rights that are not required for Andalusia facing ground floor retail to a new high rise building to be built on the southwest corner of Miracle Mile and Ponce de Leon Boulevard. The advantages of this approach include the following considerations:

- New Garage 1 could be built faster and more cost-effectively because it won't need to accommodate additional development above it.
- A new tower located in the middle of Miracle Mile will provide an anchor for the street including new retailers and residents that will help give life to the street.
- Density would be consistent with what could be built as-of-right by we are shifting the building envelope from Andalusia to Miracle Mile.
- Variances from height would be sought to secure the same treatment for this site as would otherwise be available in a Mixed-Use District framework which is in effect south of the alley from which the majority of the development rights would come.

### New Garage 1

Designed in a Mediterranean style, with sustainable design practices, the new Garage 1 structure will be a 102' tall, containing 9 stories (1 level of retail and 8 levels of parking) with floorplates that will cantilever 10' over the alley and 5' over the street to attain a 115' floor plate at the garage levels. The Garage will contain multiple connection points to the new building allowing visitors to the area to pass directly from the garage to Miracle Mile or Andalusia, connect in multiple ways with the street and the adjacent Miracle Tower, and utilize a paseo that will connect through the Garage and the Miracle Tower to provide uninterrupted passage between Andalusia and Miracle Mile. The direct garage connection to Miracle Mile level 2, and at level 3 for residents, will be elevated above 22' to permit safe passage for emergency vehicles. Although we believe the project is enhanced by approving our ability to bridge the alley, the proposal is not dependent upon it.

The proposed New Garage 1 program contains approximately 17,000 SF of retail space on the ground level and 923 parking spaces: 500 public parking spaces, 67 for the retail uses provided in Miracle Garage East, 10 for the net new uses provided in commercial program for the Miracle Tower, to be described below, and 343 spaces for the planned residences in the Miracle Tower. (see below for summary table). The roof of the garage is proposed to contain amenities for the adjacent building connected by an elevated passageway.

### Miracle Mile Tower

To be designed in a Mediterranean style, the proposed Miracle Mile Tower would rise up to 184' above the street from within the footprint of the 23,948 SF lot that contains the existing Miracle Building located at 220 Miracle Mile. With a varied facade containing multiple setbacks from the Mile, the new tower will contain slightly more than 220,000 SF of floor area, including two levels of retail at the base (with 20' floor to floor heights) wrapped at the ground floor around a lobby for a new rental apartment building which will be accessed from Ponce De Leon Boulevard. The top of the retail base of the building relates to the roof heights of the adjacent property. Rising above the retail base, the tower will contain 14 stories with 187 residences. We are prepared to offer the City a permanent easement through the paseo from the garage to Miracle Mile, if selected to develop Garage 1 and permitted to develop a tower as depicted in our Preferred Miracle Tower concept. The summary table provided details the layout of each floor including distribution of unit type.



## Project 2: Development of New Garage 4 and Residences

We propose to construct the New Garage 4 as the base for a new residential building which will be a sister building to the apartments planned for Miracle Mile and Ponce de Leon. Designed in a Mediterranean style, the 16-story building will rise 174'. The Garage will contain 923 parking spaces, including 500 public parking spaces, 136 that will be allocated to the new retail uses contained on the Ground Floor in the garage and 264 for the residences that will be constructed above the garage. Beneath the parking, the building will contain approximately 33,700 SF of retail on the ground floor. On top of the garage we will construct a rental apartment building that will provide approximately 148 apartments and parking for the residents stacked between the public parking and the residences.

### Proposed Upgrades

We propose to provide the City with a permanent easement through a paseo in the 220 Miracle Mile Building if selected as developer. We would be open to discussing other streetscape enhancements that could be accomplished concurrently with the redevelopment of the Garages.

## CHARACTERIZATION OF DEVELOPMENT

### Parking

The parking garages are conceived of as an important gateway to the Miracle Mile district. The quality of the garage experience will be an important indicator of the progress the City is making in the public realm and much be treated with care to ensure that it meets the standards of the other work the City is undertaking in areas such as streetscape. The garages will employ technology to ease the customer experience and will provide necessary staffing to ensure that the customer experience is pleasant.

### Shops

To create a world-class experience, we believe it is essential that we carefully curate the tenant mix and scrutinize the standards of operators to ensure that they share the same values as Terranova and the City. The new proposed space on Miracle Mile will have the opportunity to attract new retailers to the Mile that can't currently go there because of a mismatch between the store formats and the types of space that users desire. Andalusia will likely have more dining and service use.

We imagine leading drivers of foot traffic in the area will be:

- Apparel, shoes and accessories
- Beauty and wellness services
- Home and gifts
- Other users that benefit and value being in high-quality space

To create a world-class experience, we believe it is essential that we carefully curate the tenant mix and scrutinize the standards of operators to ensure that they share the same values as Terranova and the City.

## Residence

ZOM intends to develop a first class high-rise residential building. The project will consist of residential units that range in size from 500sf to 1250sf. Unit finishes will be top of the line and will compete with the best appointed multi-family buildings in all of the Southeastern United States. Residents will enjoy a ground floor lobby with volume ceilings, perfectly located on prestigious Ponce De Leon Boulevard. A generous clubroom will be located on the third floor with an outdoor veranda that overlooks the world famous Miracle Mile. A resort style pool deck will be located atop the adjacent parking garage featuring resident cabanas, a gutterless beach-entry pool and abundant lush landscaping. The deck will also feature a state of the art fitness center and aqua lounge that functions as an indoor-outdoor living space to take advantage of the beautiful South Florida climate. As an industry leader in luxury multifamily housing, ZOM will attract established working professionals and empty nesters alike. The maintenance free, attention to detail lifestyle continues to attract more and more stand out members of the community. Current rental rate projections forecast monthly rental payments in the \$1900-\$4500 range.

## SCHEDULE

At the time of our first stage submittal we were hopeful that a developer designation would occur at the beginning of 2016. The schedule below has been revised to reflect our current best guess regarding timing.

During the process from designation through closing, we will collaborate with staff to ensure that the project designs satisfy the City's objectives. The schedule below is based on the Scheme A above.

### Pre-Construction

We estimate that we can complete the design review within one year of entering into a lease with the City. We would endeavor to complete Schematic Design within 90 days of lease completion.

We will work to expeditiously resolve design and contractual matters.

We expect that design and approvals for Garage 1 will take one year from the time that the developer is designated.

We will commence marketing the sites once public design review is complete. This will allow us to close on financing for the Garage 1 project prior to completion of permitting, which we anticipate will last through 2017.

We are confident that the City is on track to successfully deliver the Miracle Mile Streetscape Improvements on schedule. If there are significant deviations in the streetscape schedule, and the streetscape is not complete by the end of 2017, this would introduce delays into our proposed schedule.

### Construction

As soon as permits are issued for foundations, we will be prepared to demolish the existing garage. We believe that the construction of the garage, including the ground floor retail, will take approximately one year. If the office is elected to be included, it will take approximately 90-120 days longer to complete.

Our schedule anticipates that by December of 2018, when Garage 1 is complete, Garage 4 will be fully permitted and financed and we will be ready to begin construction. We anticipate that the construction of Garage 4, inclusive of demolition and site work, will take 12-16 months and that the construction of the residences on top of Garage 4 will take an additional 12 months. Therefore, if all goes according to plan, the new Garage 4 will open in the Spring of 2019 and the Residences above the Miracle Garage West will open in the summer of 2021.



## APPROACH TO DEVELOPMENT

Our years of ownership on Miracle Mile have provided us with an intimate understanding of the Miracle Mile area and the interests and concerns of the City. We have assembled a team capable of satisfying the multi-variate needs of the City by designing a project that will be a success with residents, shoppers, business owners and the community.

Terranova takes a long-term approach to development and partners with investors that have a similar point of view. ZOM develops, operates and stabilizes residential communities which are ultimately owned by a portfolio owner such as a pension fund or insurance company that has a long-term approach to ownership.

Selection of a development team placed emphasis not only on the professional qualifications of the team members but their demonstrated ability to understand the requirements and procedures of both the users and the land owner.

During the schematic design process, the design team will develop a program which has been crafted to respond our understanding of market demand, within a framework of zoning, planning and aesthetic desires of Coral Gables.

The development team, which will communicate regularly with City Staff, will meet weekly during the design process to review progress and make any modifications necessary, including ensuring that the input of the City is appropriately reflected in the design. We get contractor input in the design process to insure we are able to bring in a project on budget.

Once the project has been designed and permitted, the team focuses on the project delivery at which point weekly meetings occur that focus on schedule, cost and design conflict resolution.



## MARKET ANALYSIS

The following retail and residential analysis reflects the competitive environment for the residential and retail portions of this project. The residential project would face competition from Downtown Miami, Brickell and the rest of Coral Gables. The retail market competitors for Andalusia are much more local. The ability to lease spaces on Andalusia will be challenged by the supply on the better located Miracle Mile and the consideration that the fragmented ownership base makes it more challenging to secure competitive rents. We believe that Andalusia will lease at a considerable discount to Miracle Mile and in the foreseeable future we think it will be challenging to secure rents above \$30/ft, NNN.

<b>Coral Gables Market Survey - May 2016</b>						
Property	Address	City	Submarket	Units	Low Rent	High Rent
Gables Ponce II	310 Granello Ave, Coral Gables, FL 33146	Coral Gables	Coral Gables	119	\$1,701	\$3,215
Merrick Park	4251 Salzedo St, Coral Gables, FL 33146	Coral Gables	Coral Gables	120	\$2,321	\$4,841
Met 3	201 SE 2nd Ave, Miami, FL 33131	Miami	Downtown	462	\$1,885	\$4,266
One Broadway	1451 S Miami Ave, Miami, FL 33130	Miami	Brickell	371	\$2,000	\$4,400
Aviva	3880 Bird Rd, Miami, FL 33146	Miami	Coral Gables	275	\$1,567	\$3,051
Milagro	2263 SW 37th Ave, Miami, FL 33145	Miami	Coral Gables	237	\$1,803	\$3,421

<b>Miracle Mile Market Rent Survey, Spring 2016</b>		
CROSS STREETS	NET RENT	CAM*
Le Jeune and Salzedo	\$45-60	\$11-15
Salzedo and Ponce	\$60-65	\$10-15
Ponce and Galiano	\$45-55	\$10-17
Galiano and Douglas	\$40-45	\$8-15

\*CAM reflects aggregate costs of insurance, taxes and property management

Residential rates have been provided by a third-party market research firm. Retail rent survey was conducted by Terranova's leasing deptment.



## DEVELOPMENT COST BUDGET

<b>Garage 1 Retail Development Budget Area 17,342</b>		
<b>LAND/ACQUISITION COSTS</b>	<b>TOTAL</b>	<b>PSF</b>
Retail Parking Contribution	\$1,123,000	\$65
Hard/Construction Costs		
GC Contract	\$3,374,096	\$195
owner controlled costs	\$150,000	\$9
TI	\$837,464	\$48
Contingency	\$206,000	\$12
<b>Total Hard/Construction Costs</b>	<b>\$5,690,560</b>	<b>\$328</b>
Soft/Development Costs		
Architect	\$86,760	\$5.00
Civil Engineer	\$8,676	\$0.50
Mechanical Engineer	\$8,676	\$0.50
Structural Engineer	\$8,676	\$0.50
Landscape Designer	\$4,338	\$0.25
Permitting Expediter	\$2,082	\$0.12
Traffic Study	\$1,735	\$0.10
Threshold Inspections	\$5,262	\$0.30
Lender's Consultant	\$25,750	\$1.48
Environmental Testing	\$2,603	\$0.15
Soil Testing	\$1,735	\$0.10
Material Testing	\$6,941	\$0.40
contingency	\$200,000	\$11.53
Building Permit Fees	\$107,696	\$6.21
Impact Fees	\$252,017	\$14.53
water and sewer	\$10,500	\$0.61
Developer Overhead	\$159,000	\$9.17
Project Management	\$154,545	\$8.91
<b>Total Soft Costs</b>	<b>\$1,046,992</b>	<b>\$60</b>
Financing Costs		
Closing and Carry	\$31,800	\$2
Interest Reserve	\$196,100	\$11
Loan Origination	\$21,200	\$1
<b>Total</b>	<b>\$249,100</b>	<b>\$14</b>
<b>Total Development Costs</b>	<b>\$6,986,652</b>	<b>\$403</b>

**Garage 1 Residential Development Budget**

# ZOM Coral Gables Garage 1 L.P.



**TOTAL DEVELOPMENT BUDGET**

<b>HARD COSTS</b>	<i>Total</i>	<i>Common Size</i>	<i>Per Unit</i>	<i>Per Residential Square Foot</i>
Total Acquisition Cost	\$9,284,000	14.2%	\$49,122	\$60.17
GC Contract	\$41,351,000	63.5%	\$218,788	\$267.98
Owner Controlled Construction Costs	\$256,000	0.4%	\$1,354	\$1.66
Furnishings, Fixtures & Equipment	\$759,000	1.2%	\$4,016	\$4.92
<b>Total Hard Costs</b>	<b>\$51,650,000</b>	<b>79.3%</b>	<b>\$273,280</b>	<b>\$334.72</b>
<b>SOFT COSTS</b>				
Professional Fees	\$3,064,000	4.7%	\$16,212	\$19.86
Municipal / Impact / Permit Fees	\$3,384,000	5.2%	\$17,905	\$21.93
Construction Management	\$845,000	1.3%	\$4,471	\$5.48
Project Overhead	\$1,956,000	3.0%	\$10,349	\$12.68
<b>Total Soft Costs</b>	<b>\$ 9,249,000</b>	<b>14.2%</b>	<b>\$48,937</b>	<b>\$59.94</b>
<b>FINANCING / CLOSING COSTS</b>				
Closing & Carry Costs	\$377,000	0.6%	\$1,995	\$2.44
Interest Reserve - Construction Loan	\$2,452,000	3.8%	\$12,974	\$15.89
Loan Origination & Agent Fees	\$236,000	0.4%	\$1,249	\$1.53
<b>Total Financing / Closing Costs</b>	<b>\$3,065,000</b>	<b>4.7%</b>	<b>\$16,217</b>	<b>\$19.86</b>
<b>Contingency Reserve</b>	<b>\$2,281,000</b>	<b>3.5%</b>	<b>\$12,069</b>	<b>\$14.78</b>
<b>Lease-Up Income</b>	<b>(\$1,080,000)</b>	<b>-1.7%</b>	<b>-\$5,714</b>	<b>-\$7.00</b>
<b>Total Development Budget</b>	<b>\$ 65,165,000</b>	<b>100.0%</b>	<b>\$344,788</b>	<b>\$422.31</b>
Total Construction Loan	\$42,357,000	65.0%	\$224,111	\$274.50
Total Equity	\$22,808,000	35.0%	\$120,677	\$147.81



<b>Garage 4 Retail Development Budget Area 33,790</b>		
<b>LAND/ACQUISITION COSTS</b>	<b>TOTAL</b>	<b>PSF</b>
Retail Parking Contribution	\$2,539,457.52	\$125.78
<b>Hard/Construction Costs</b>		
GC Contract	\$6,574,253	\$194.56
owner controlled costs	\$150,000	\$4.44
TI	\$537,717	<b>\$15.91</b>
contingency	\$206,000	\$6.10
<b>Total Hard/Construction Costs</b>	<b>\$10,007,428</b>	<b>\$296.17</b>
<b>Soft/Development Costs</b>		
Architect	168,950	\$5.00
Civil Engineer	16,895	\$0.50
Mechanical Engineer	16,895	\$0.50
Structural Engineer	16,895	\$0.50
Landscape Designer	8,447	\$0.25
Permitting Expediter	4,055	\$0.12
Traffic Study	3,379	\$0.10
Threshold Inspections	10,137	\$0.30
Lender's Consultant	25,750	\$0.76
Environmental Testing	5,069	\$0.15
Soil Testing	3,379	\$0.10
Material Testing	13,516	\$0.40
contingency	200,000	\$5.92
Building Permit Fees	200,000	\$5.92
Impact Fees	450,000	\$13.32
water and sewer	25,000	\$0.74
Developer Overhead	159,000	\$4.71
Project Management	154,545	\$4.57
<b>Total Soft Costs</b>	<b>\$1,481,912</b>	<b>\$43.86</b>
<b>Financing Costs</b>		
Closing and Carry	31,800	\$0.94
Interest Reserve	196,100	\$5.80
Loan Origination	21,200	\$0.63
<b>Total</b>	<b>\$249,100</b>	<b>\$7.37</b>
<b>Total Soft/Development Costs</b>	<b>\$1,731,012</b>	<b>\$51</b>
<b>Total Development Costs</b>	<b>\$11,987,540</b>	<b>\$355</b>



Garage 4 Residential Development Budget

# ZOM Coral Gables Garage 4 L.P.



## TOTAL DEVELOPMENT BUDGET

HARD COSTS	Total	Common Size	Per Unit	Per Residential Square Foot
Total Acquisition Cost	\$8,187,000	14.1%	\$55,318	\$61.07
GC Contract	\$36,228,000	62.3%	\$244,784	\$270.23
Owner Controlled Construction Costs	\$265,000	0.5%	\$1,791	\$1.98
Furnishings, Fixtures & Equipment	\$760,000	1.3%	\$5,135	\$5.67
<b>Total Hard Costs</b>	<b>\$45,440,000</b>	<b>78.1%</b>	<b>\$307,027</b>	<b>\$338.94</b>
<b>SOFT COSTS</b>				
Professional Fees	\$2,878,000	4.9%	\$19,446	\$21.47
Municipal / Impact / Permit Fees	\$2,650,000	4.6%	\$17,905	\$19.77
Construction Management	\$789,000	1.4%	\$5,331	\$5.89
Project Overhead	\$1,744,000	3.0%	\$11,784	\$13.01
<b>Total Soft Costs</b>	<b>\$ 8,061,000</b>	<b>13.9%</b>	<b>\$54,466</b>	<b>\$60.13</b>
<b>FINANCING / CLOSING COSTS</b>				
Closing & Carry Costs	\$342,000	0.6%	\$2,311	\$2.55
Interest Reserve - Construction Loan	\$2,409,000	4.1%	\$16,277	\$17.97
Loan Origination & Agent Fees	\$215,000	0.4%	\$1,453	\$1.60
<b>Total Financing / Closing Costs</b>	<b>\$2,966,000</b>	<b>5.1%</b>	<b>\$20,041</b>	<b>\$22.12</b>
<b>Contingency Reserve</b>	<b>\$2,035,000</b>	<b>3.5%</b>	<b>\$13,750</b>	<b>\$15.18</b>
<b>Lease-Up Income</b>	<b>(\$347,000)</b>	<b>-0.6%</b>	<b>-\$2,345</b>	<b>-\$2.59</b>
<b>Total Development Budget</b>	<b>\$ 58,155,000</b>	<b>100.0%</b>	<b>\$392,939</b>	<b>\$433.78</b>
Total Construction Loan	\$37,801,000	65.0%	\$255,412	\$281.96
Total Equity	\$20,354,000	35.0%	\$137,527	\$151.82



## FINANCING ASSUMPTIONS FOR CONSTRUCTION AND OPERATING PERIODS

### Construction

- Financing will be contingent upon being able to secure design approval.
- Closing of lease is contingent upon financing.
- The residential portion of the project will be financed with a construction loan, which is expected to require 35% equity. In addition to sponsor equity, additional equity will come from an institutional-type capital partner.
- The retail portion of the project may be financed with cash or a loan, but we would like to have the right to use financing for up to 65% project value.
- The residential developer of Garage 1 and 4 will likely need to be able to build the entire garage because their financing for the residence will include guaranteeing completion of the garage. Since the private spaces are at the top of the garage, all parties can be assured that the residential developer at risk will be the most motivated party to complete the project.
- Construction start would depend upon the acceptable availability of funds for all public and private uses.

### Operations

- We acknowledge City's interest in having right to lease the ground floor retail property in Garage 1. The economics and analysis presented herein assume the developer will be able to lease the space on the private market.
- Residential property and retail property will both be financed at commercially prudent levels post stabilization, approximately 65% debt.
- The residential property is anticipated to capitalize the costs of the entire garage, and will rely upon lease payments from the City to support those obligations.

## SOURCES AND USES OF FUNDS

The commercial portions of these project will be financed with up debt up to 65% of project value. The remaining portion will come from equity. As is typical in commercial real estate developments, there will be a GP/LP structure for each asset to fund the equity. The GP will guarantee completion of the project once it is financed.

## PRO FORMA

Please see attached proformas for retail, residential, and parking presented separately. Parking demand was based on publicly available information.



GARAGE 1 RETAIL

For the Years Ending	Year 1 Dec-2020	Year 2 Dec-2021	Year 3 Dec-2022	Year 4 Dec-2023	Year 5 Dec-2024	Year 6 Dec-2025	Year 7 Dec-2026	Year 8 Dec-2027	Year 9 Dec-2028	Year 10 Dec-2029
Potential Gross Revenue	\$49,500	\$50,985	\$52,515	\$54,090	\$55,713	\$57,384	\$59,106	\$60,879	\$62,705	\$64,586
Base Rental Revenue	49,500	50,985	52,515	54,090	55,713	57,384	59,106	60,879	62,705	64,586
Absorption & Turnover Vacancy	114,000	117,420	120,943	124,571	128,308	132,157	136,122	140,206	144,412	148,744
Scheduled Base Rental Revenue	37,800	38,934	40,102	41,305	42,544	43,821	45,135	46,489	47,884	49,320
Garage Retail, A	324,900	334,647	344,686	355,027	365,678	376,648	387,948	399,586	411,574	423,921
Garage Retail, B										
Garage Retail, C										
Expense Reimbursement Revenue	31,461	32,404	33,377	34,379	35,409	36,471	37,567	38,694	39,853	41,050
Management Fee	100,624	103,643	106,752	109,954	113,254	116,650	120,150	123,755	127,467	131,291
CAM	23,958	24,677	25,418	26,180	26,965	27,774	28,607	29,466	30,349	31,260
Insurance	191,664	197,414	203,336	209,437	215,719	222,191	228,857	235,723	242,795	250,079
Real Estate Taxes	347,707	358,138	368,883	379,950	391,347	403,086	415,181	427,638	440,464	453,680
Total Reimbursement Revenue	873,907	900,124	927,129	954,943	983,590	1,013,096	1,043,492	1,074,798	1,107,039	1,140,251
Total Potential Gross Revenue	(43,695)	(45,006)	(46,356)	(47,747)	(49,180)	(50,655)	(52,175)	(53,740)	(55,352)	(57,013)
General Vacancy	(43,695)	(45,006)	(46,356)	(47,747)	(49,180)	(50,655)	(52,175)	(53,740)	(55,352)	(57,013)
Collection Loss	786,517	810,112	834,417	859,449	885,230	911,786	939,142	967,318	996,335	1,026,225
Effective Gross Revenue	31,461	32,404	33,377	34,378	35,409	36,471	37,566	38,693	39,853	41,049
Operating Expenses	100,624	103,642	106,752	109,954	113,253	116,651	120,150	123,755	127,467	131,291
Management Fee	23,958	24,677	25,417	26,180	26,965	27,774	28,607	29,465	30,349	31,260
CAM	191,664	197,414	203,337	209,437	215,720	222,191	228,857	235,723	242,795	250,078
Insurance	21,855	22,510	23,185	23,881	24,597	25,335	26,095	26,878	27,685	28,515
Real Estate Taxes	369,562	380,647	392,068	403,830	415,944	428,422	441,275	454,514	468,149	482,193
Owners Admin	416,955	429,465	442,349	455,619	469,286	483,364	497,867	512,804	528,186	544,032
Total Operating Expenses	810,414	822,260	834,417	846,700	859,286	871,999	884,932	898,092	911,390	924,839
Net Operating Income	1,232,674	1,232,674	1,232,674	1,232,674	1,232,674	1,232,674	1,232,674	1,232,674	1,232,674	1,232,674
Leasing & Capital Costs										
Tenant Improvements										
Leasing Commissions										
Total Leasing & Capital Costs										
Cash Flow Before Debt Service & Taxes	(\$815,719)	\$429,465	\$442,349	\$455,619	\$469,286	\$483,364	\$497,867	\$512,804	\$528,186	\$544,032

# ZOM Coral Gables Garage 1 L.P. - Investment Value

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OPERATING YEAR	1	2	3	4	5	6	7	8	9	10
YEAR BEGINNING	Dec-19	Dec-20	Dec-21	Dec-22	Dec-23	Dec-24	Dec-25	Dec-26	Dec-27	Dec-28

## Property Before Tax Cash Flows

### Operating Income

Primary Rental	6,410,500	6,618,842	6,833,954	7,056,057	7,285,379	7,522,154	7,766,624	8,019,039	8,279,658	8,548,747
Secondary Rental	0	0	0	0	0	0	0	0	0	0
Parking Lease - City	0	0	0	0	0	0	0	0	0	0
Residential Storage & Parking	501,660	502,795	516,622	530,829	545,427	560,426	575,838	591,674	607,945	624,663
Other Income	158,112	163,251	168,556	174,034	179,691	185,530	191,560	197,786	204,214	210,851
<b>Potential Gross Income (PGI)</b>	<b>7,070,272</b>	<b>7,284,888</b>	<b>7,519,133</b>	<b>7,760,921</b>	<b>8,010,497</b>	<b>8,268,111</b>	<b>8,534,023</b>	<b>8,808,499</b>	<b>9,091,817</b>	<b>9,384,261</b>
Primary Rent PSF (Al-In)	3.46	3.57	3.69	3.81	3.93	4.06	4.19	4.33	4.47	4.62

### Vacancy/ Collections Loss

Total Vacancy/ Collection Loss	424,216	437,093	451,148	465,655	480,630	496,087	512,041	528,510	545,509	563,056
Physical Occupancy	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%
<b>Effective Gross Income (EGI)</b>	<b>6,646,056</b>	<b>6,847,794</b>	<b>7,067,985</b>	<b>7,295,266</b>	<b>7,529,867</b>	<b>7,772,024</b>	<b>8,021,981</b>	<b>8,279,989</b>	<b>8,546,308</b>	<b>8,821,206</b>

### Operating Expenses

#### Controllable Expenses

Administration & Easement Cost	173,764	178,716	183,809	189,048	194,436	199,977	205,676	211,538	217,567	223,768
Advertising & Promotion	70,356	72,361	74,424	76,545	78,726	80,970	83,278	85,651	88,092	90,603
Utilities	133,616	137,424	141,340	145,369	149,512	153,773	158,155	162,663	167,299	172,067
Building Maint	142,579	145,787	149,067	152,421	155,850	159,357	162,942	166,609	170,357	174,190
Ground Maint	27,372	28,152	28,954	29,780	30,628	31,501	32,399	33,322	34,272	35,249
Payroll	343,990	353,794	363,877	374,248	384,914	395,884	407,166	418,771	430,706	442,981
Retail Expense	-	-	-	-	-	-	-	-	-	-
Total Controllable Expenses	891,676	916,234	941,472	967,409	994,066	1,021,462	1,049,617	1,078,554	1,108,293	1,138,857

#### Uncontrollable Expense

Real Estate Taxes	885,769	911,014	936,978	963,682	991,147	1,019,394	1,048,447	1,078,328	1,109,060	1,140,668
Insurance	156,122	160,571	165,147	169,854	174,695	179,674	184,795	190,061	195,478	201,049
Management Fee	132,921	136,956	141,360	145,905	150,597	155,440	160,440	165,600	170,926	176,424
<Enter Other Exp>	-	-	-	-	-	-	-	-	-	-
Total Uncontrollable Expenses	1,174,812	1,208,541	1,243,485	1,279,441	1,316,439	1,354,509	1,393,681	1,433,989	1,475,464	1,518,141

### Total Operating Expenses

Total Operating Expenses	2,066,489	2,124,775	2,184,957	2,246,850	2,310,505	2,375,970	2,443,298	2,512,542	2,583,757	2,656,998
Operating Expense Ratio (%)	31.1%	31.0%	30.9%	30.8%	30.7%	30.6%	30.5%	30.3%	30.2%	30.1%

### Reserves for Replacement (Cap Ex)

Reserves for Replacement (Cap Ex)	9,450	9,450	18,900	37,800	66,150	66,150	66,150	66,150	66,150	66,150
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### Net Operating Income (NOI)

Net Operating Income (NOI)	\$4,570,117	\$4,713,570	\$4,864,128	\$5,010,616	\$5,153,212	\$5,329,904	\$5,512,533	\$5,701,297	\$5,896,401	\$6,098,057
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**Garage #1 - Coral Gables**

**Year 1 Budget**

Income	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Budget Total	Comments
Monthly & Residential Revenue	77,093	77,093	77,093	77,093	77,093	77,093	77,093	77,093	77,093	77,093	77,093	77,093	\$ 925,120	758 Monthlies sold @ \$102
Transient & Retail Revenue	40,443	40,443	40,443	40,443	40,443	40,443	40,443	40,443	40,443	40,443	40,443	40,443	\$ 485,316	93,000 cars annually
Validation Books Sold	500	500	500	500	500	500	500	500	500	500	500	500	\$ 6,000	Assumes 1000 hours sold/month @ 50% off
Parking Tax @ 23.05%	(9,437)	(9,437)	(9,437)	(9,437)	(9,437)	(9,437)	(9,437)	(9,437)	(9,437)	(9,437)	(9,437)	(9,437)	\$ (113,248)	23.05% of Transient and Coupon Revenue
<b>Total Revenue</b>	<b>108,599</b>	<b>\$ 1,303,188</b>												
<b>Total Income</b>	<b>108,599</b>	<b>\$ 1,303,188</b>												
<b>Expenses</b>														
<b>Billable Labor</b>														
Direct Labor	15,461	15,461	19,326	15,461	19,326	15,461	15,461	19,326	15,461	15,461	19,326	15,461	\$ 200,992	4.2% Of Direct Labor
Sick/Vaca/Hol/Pers/Other	774	774	502	502	774	502	774	502	774	774	1,046	774	\$ 8,474	
<b>Employee Benefits</b>														
Health/Dental/Taxes/401K	4,783	4,783	5,602	4,712	5,673	4,712	4,783	5,602	4,783	4,783	5,744	4,783	\$ 60,745	29.0% Of Total Payroll
<b>Insurances</b>														
Workers Comp	873	873	873	873	873	873	873	873	873	873	873	873	\$ 10,473	5.0% Of Total Payroll
Liability Insurance	1,876	1,876	1,876	1,876	1,876	1,876	1,876	1,876	1,876	1,876	1,876	1,876	\$ 22,509	6.0% Of Total Expenses
<b>R&amp;M</b>														
Uniforms	2,100						2,745						\$ 2,100	
Tickets/Chaser Inventory	2,745												\$ 5,489	
Transponders/Prox/AVI	1,563												\$ 1,563	
Painting/Striping				6,468									\$ 6,468	
Powerwashing					2,772								\$ 2,772	
Signs/printing	750												\$ 750	
Operational Supplies	200	200	200	200	200	200	200	200	200	200	200	200	\$ 2,400	
Equipment R&M	300	300	300	300	300	300	300	300	300	300	300	300	\$ 3,600	
<b>G&amp;A</b>														
Office Supplies	200	200	200	200	200	200	200	200	200	200	200	200	\$ 2,400	
ADP Processing/Timekeeping fees	153	153	173	153	173	153	153	173	153	153	173	153	\$ 1,916	
Bank Service Charges	217	217	217	217	217	217	217	217	217	217	217	217	\$ 2,606	
Credit Card Fees	2,355	2,355	2,355	2,355	2,355	2,355	2,355	2,355	2,355	2,355	2,355	2,355	\$ 28,266	
Background Checks	480	22	22	22	22	22	22	22	22	22	22	22	\$ 720	
Telephone/Internet	250	250	250	250	250	250	250	250	250	250	250	250	\$ 3,000	
Computer Related/Paris licensing	105	105	105	105	105	105	105	105	105	105	105	105	\$ 1,260	
<b>Mgmt</b>														
Operation Oversight	500	500	625	500	625	500	500	625	500	500	625	500	\$ 6,500	
Management Fee	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	\$ 30,000	
<b>Total Expenses</b>	<b>38,444</b>	<b>30,829</b>	<b>35,387</b>	<b>36,954</b>	<b>38,501</b>	<b>30,486</b>	<b>33,574</b>	<b>35,387</b>	<b>30,829</b>	<b>30,829</b>	<b>36,072</b>	<b>30,829</b>	<b>\$ 408,123</b>	
<b>Net Income to Owner</b>	<b>\$ 70,154</b>	<b>\$ 77,770</b>	<b>\$ 73,212</b>	<b>\$ 71,645</b>	<b>\$ 70,098</b>	<b>\$ 78,113</b>	<b>\$ 75,025</b>	<b>\$ 73,212</b>	<b>\$ 77,770</b>	<b>\$ 77,770</b>	<b>\$ 72,527</b>	<b>\$ 77,770</b>	<b>\$ 895,065</b>	



# ZOM Coral Gables Garage 4 L.P. - Investment Value

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OPERATING YEAR	1	2	3	4	5	6	7	8	9	10
YEAR BEGINNING	Feb-23	Feb-24	Feb-25	Feb-26	Feb-27	Feb-28	Feb-29	Feb-30	Feb-31	Feb-31

## Property Before Tax Cash Flows

### Operating Income

Primary Rental	5,677,311	5,861,824	6,052,333	6,249,034	6,452,127	6,661,822	6,878,331	7,101,877	7,332,687	7,571,000
Secondary Rental	0	0	0	0	0	0	0	0	0	0
Parking Lease - City	0	0	0	0	0	0	0	0	0	0
Residential Storage & Parking	402,240	403,150	414,237	425,629	437,333	449,360	461,717	474,415	487,461	500,866
Other Income	124,474	128,520	132,697	137,009	141,462	146,060	150,807	155,708	160,768	165,993
<b>Potential Gross Income (PGI)</b>	<b>6,204,025</b>	<b>6,393,494</b>	<b>6,599,267</b>	<b>6,811,672</b>	<b>7,030,923</b>	<b>7,257,241</b>	<b>7,490,855</b>	<b>7,731,999</b>	<b>7,980,917</b>	<b>8,237,859</b>
Primary Rent PSF (Al-In)	3.53	3.64	3.76	3.88	4.01	4.14	4.28	4.41	4.56	4.71

### Vacancy/ Collections Loss

Total Vacancy/ Collection Loss	372,242	383,610	395,956	408,700	421,855	435,434	449,451	463,920	478,855	494,272
Physical Occupancy	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%
<b>Effective Gross Income (EGI)</b>	<b>5,831,784</b>	<b>6,009,884</b>	<b>6,203,311</b>	<b>6,402,971</b>	<b>6,609,067</b>	<b>6,821,807</b>	<b>7,041,403</b>	<b>7,268,079</b>	<b>7,502,062</b>	<b>7,743,588</b>

### Operating Expenses

#### Controllable Expenses

Administration & Easement Cost	43,867	45,117	46,403	47,726	49,086	50,485	51,924	53,403	54,925	56,491
Advertising & Promotion	55,352	56,930	58,552	60,221	61,937	63,703	65,518	67,385	69,306	71,281
Utilities	105,122	108,118	111,199	114,368	117,628	120,980	124,428	127,974	131,621	135,373
Building Maint	118,049	120,705	123,421	126,198	129,037	131,940	134,909	137,944	141,048	144,222
Ground Maint	21,535	22,149	22,780	23,429	24,097	24,783	25,490	26,216	26,963	27,732
Payroll	210,681	216,685	222,861	229,212	235,745	242,463	249,374	256,481	263,790	271,309
Retail Expense	-	-	-	-	-	-	-	-	-	-
Total Controllable Expenses	554,605	569,703	585,215	601,154	617,529	634,355	651,642	669,404	687,655	706,407

#### Uncontrollable Expense

Real Estate Taxes	757,659	779,252	801,461	824,302	847,795	871,957	896,808	922,367	948,654	975,691
Insurance	122,828	126,329	129,929	133,632	137,440	141,357	145,386	149,530	153,791	158,174
Management Fee	116,636	120,198	124,066	128,059	132,181	136,436	140,828	145,362	150,041	154,872
<Enter Other Exp>	-	-	-	-	-	-	-	-	-	-
Total Uncontrollable Expenses	997,122	1,025,778	1,055,456	1,085,994	1,117,417	1,149,751	1,183,022	1,217,258	1,252,487	1,288,737

### Total Operating Expenses

Total Operating Expenses	1,551,728	1,595,481	1,640,671	1,687,147	1,734,946	1,784,105	1,834,664	1,886,662	1,940,142	1,995,144
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### Operating Expense Ratio (%)

Operating Expense Ratio (%)	26.6%	26.5%	26.4%	26.3%	26.3%	26.2%	26.1%	26.0%	25.9%	25.8%
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### Reserves for Replacement (Cap Ex)

Reserves for Replacement (Cap Ex)	7,400	7,400	14,800	29,600	51,800	51,800	51,800	51,800	51,800	51,800
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### Net Operating Income (NOI)

Net Operating Income (NOI)	\$4,272,656	\$4,407,003	\$4,547,939	\$4,686,224	\$4,822,322	\$4,985,901	\$5,154,939	\$5,329,616	\$5,510,120	\$5,696,644
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**Garage #4 - Coral Gables**

**Year 1 Budget**

Income	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Budget Total	Comments
Monthly & Residential Revenue	67,112	67,112	67,112	67,112	67,112	67,112	67,112	67,112	67,112	67,112	67,112	67,112	\$ 805,343	738 Monthlies sold @ \$90.95
Transient & Retail Revenue	39,349	39,349	39,349	39,349	39,349	39,349	39,349	39,349	39,349	39,349	39,349	39,349	\$ 472,185	90,700 cars annually
Validation Books Sold	500	500	500	500	500	500	500	500	500	500	500	500	\$ 6,000	Assumes 1000 hours sold/month @ 50% off
Parking Tax @ 23.05%	(9,185)	(9,185)	(9,185)	(9,185)	(9,185)	(9,185)	(9,185)	(9,185)	(9,185)	(9,185)	(9,185)	(9,185)	\$ (110,222)	23.05% of Transient and Coupon Revenue
<b>Total Revenue</b>	<b>97,776</b>	<b>\$ 1,173,307</b>												
<b>Total Income</b>	<b>97,776</b>	<b>\$ 1,173,307</b>												
<b>Expenses</b>														
<b>Billable Labor</b>														
Direct Labor	15,461	15,461	19,326	15,461	19,326	15,461	15,461	19,326	15,461	15,461	19,326	15,461	\$ 200,992	4.2% Of Direct Labor
Sick/Vaca/Hol/Perf/Other	774	774	502	502	774	502	774	502	774	774	1,046	774	\$ 8,474	
<b>Employee Benefits</b>														
Health/Dental/Taxes/401K	4,783	4,783	5,602	4,712	5,673	4,712	4,783	5,602	4,783	4,783	5,744	4,783	\$ 60,745	29.0% Of Total Payroll
<b>Insurances</b>														
Workers Comp	873	873	873	873	873	873	873	873	873	873	873	873	\$ 10,473	5.0% Of Total Payroll
Liability Insurance	1,861	1,861	1,861	1,861	1,861	1,861	1,861	1,861	1,861	1,861	1,861	1,861	\$ 22,326	6.0% Of Total Expenses
<b>R&amp;M</b>														
Uniforms	2,100												\$ 2,100	
Tickets/Chaser Inventory	2,745						2,745						\$ 5,489	
Transponders/Prox/AVI	1,563												\$ 1,563	
Painting/Stripping				6,293									\$ 6,293	
Powerwashing					2,697								\$ 2,697	
Signs/printing	750												\$ 750	
Operational Supplies	200	200	200	200	200	200	200	200	200	200	200	200	\$ 2,400	
Equipment R&M	300	300	300	300	300	300	300	300	300	300	300	300	\$ 3,600	
<b>G&amp;A</b>														
Office Supplies	200	200	200	200	200	200	200	200	200	200	200	200	\$ 2,400	
ADP Processing/Timekeeping fees	153	153	173	153	173	153	173	153	153	153	173	153	\$ 1,916	
Bank Service Charges	196	196	196	196	196	196	196	196	196	196	196	196	\$ 2,347	
Credit Card Fees	2,144	2,144	2,144	2,144	2,144	2,144	2,144	2,144	2,144	2,144	2,144	2,144	\$ 25,724	
Background Checks	480	22	22	22	22	22	22	22	22	22	22	22	\$ 720	
Telephone/Internet	250	250	250	250	250	250	250	250	250	250	250	250	\$ 3,000	
Computer Related/Paris licensing	105	105	105	105	105	105	105	105	105	105	105	105	\$ 1,260	
<b>Mgmt</b>														
Operation Oversight	500	500	625	500	625	500	500	625	500	500	625	500	\$ 6,500	
Management Fee	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	\$ 30,000	
<b>Total Expenses</b>	<b>38,196</b>	<b>30,581</b>	<b>35,138</b>	<b>36,531</b>	<b>38,178</b>	<b>30,238</b>	<b>33,325</b>	<b>35,138</b>	<b>30,581</b>	<b>30,581</b>	<b>35,824</b>	<b>30,581</b>	<b>\$ 404,889</b>	
<b>Net Income to Owner</b>	<b>\$ 59,580</b>	<b>\$ 67,195</b>	<b>\$ 62,638</b>	<b>\$ 61,245</b>	<b>\$ 59,598</b>	<b>\$ 67,538</b>	<b>\$ 64,450</b>	<b>\$ 62,638</b>	<b>\$ 67,195</b>	<b>\$ 67,195</b>	<b>\$ 61,952</b>	<b>\$ 67,195</b>	<b>\$ 768,418</b>	

## FINANCING COMMITMENTS

We will be able secure financing commitments upon design approval. If the design is approved as proposed, we don't anticipate difficulty with the financing of either project.

## RATIONALE FOR PUBLIC PARKING FINANCING SCHEME

- The City's cost of capital is less than the capital cost of the private development entities.
- Public parking revenue at rates and use mixes controlled by the City is discounted by commercial capital markets for a development asset. It cannot support the construction cost.
- Land value in the development is not sufficient to deliver garage to City for free.
- Overall public value is maximized when public funds are used to construct garage and private land value can be made available to the City.

## ALLOCATED MARGINAL COST TO DEVELOPER FOR OPERATIONS

Marginal cost of operating the garage is expected to be approximately 35-40% of total income assuming current parking rates. If garage rates increased, the marginal cost would decline.

## VEHICULAR AND PEDESTRIAN TRAFFIC ANALYSIS AND PLAN

### Garage 1

This parking facility contains eight (8) floors of parking on levels 2 through 10, accommodating approximately 950 spaces. Lower parking level(s) will be allocate for public parking of 500 spaces, with upper parking levels serving office, retail and residential users.

Vehicular access is provided along Andalusia Avenue where three (3) parking access lanes are located, including an entry lane, reversible entry/exit lane, and exit lane. The center reversible lane will be utilized based on peak morning and evening demand. Parking equipment is anticipated to be located on level 2 to maximize vehicular entry queuing.

A northern bay speed ramp provides access to the second level. The functional flow of the parking garage contains double loaded ninety-degree parking with two-way traffic. A single ramp provides circulation to all upper levels, with flat bay parking along the south façade. Increased end bay clear widths of approximately 26' will be provided to allow proper vehicular maneuverability between opposing turning vehicles.

### Garage 4

This parking facility contains five (5) floors of parking on levels 2 through 6, accommodating approximately 930 spaces. Lower parking level(s) will be allocate for public parking of 500 spaces, with upper parking levels serving retail and residential users.

Vehicular access is provided along Salzedo Street where three (3) parking access lanes are located, including an entry lane, reversible entry/exit lane, and exit lane. The center reversible lane will be utilized based on peak morning and evening demand. Parking equipment is anticipated to be located on level 2 to maximize vehicular entry queuing.

A northern bay speed ramp provides access to the second level. The functional flow of the parking garage contains double loaded ninety-degree parking with two-way traffic. A single ramp provides circulation to all upper levels, with flat bay parking along the south façade. An additional internal drive aisle is provided on all upper levels to minimize the circulation route for ramp access. Increased end bay clear widths of approximately 26' will be provided to allow proper vehicular maneuverability between opposing turning vehicles.



## Next Steps

If selected, Kimley-Horn will conduct a thorough transportation impact analysis as part of the further refinement of the development's conceptual plans for both Garages 1 and 4. Consistent with the City of Coral Gables requirements, the traffic study will examine the project's new trip generation potential, the distribution of that additional traffic throughout the roadway network, and the impacts directly attributable to the project's traffic. Improvements will focus on alternative modes (pedestrian, bicycle, and transit) rather than more conventional roadway improvements accounting for the urban environment in which the projects are located in. The analysis will need to account for other planned major developments in the area. The analysis will examine intersection operations as well as entry gate queueing and site operations. The purpose of this analysis is ensure that any impacts associated with the projects are appropriately mitigated. Kimley-Horn has performed numerous traffic impact analyses within the City and is extremely familiar with the City's processes, requirements, and preferences.

## Initial Review of Traffic Flow and Site Design by Kimley-Horn

The proposed development concepts for both garages specifically address the current deficiencies related to site access. Access to/from the existing garages are at angle to Andalusia Avenue which encourages higher speeds and limits site distance for both motorists and pedestrians. Our proposed concepts at both sites provide a more typical driveway at a right angle to the adjacent thoroughfare which will slow down vehicles at the critical pedestrian conflict zone at the sidewalk. Also, both concepts provide for 3 access lanes with a center reversible lane allowing for access capacity to be response to the peak traffic direction (ingress or egress).

## CONSTRUCTION STAGING PLAN

TC Gables is committed to maintaining a job site that is friendly to the community and allows the adjacent residents and business to operate as normal. To ensure this plan is complete and thorough we will work with the city with the following items to develop a full and comprehensive plan.

- **Truck Route:** A truck route will be established for all material deliveries from the nearest major intersections, highlighting the required route to a specified unloading area.
- **Material Storage:** A designated area will be established for material storage (if needed)
- **Construction Offices:** Construction administration offices will be provided for the supervision of work.
- **Traffic Control:** A professionally designed fully permitted MOT (Maintenance of Traffic) Plan will be established and approved by all required jurisdictions for any occasions when construction requires the occupation of any traffic lanes, parking lanes, or any other public right-of way.
- **Parking:** We will develop a full parking plan for all construction workers for the site indicating the number of workers and the areas where their vehicles will be parked through the duration of this phase of the project
- **Clean-up:** All work on site and work adjacent to public right-of-way will be maintained including dust control, street sweeping, controlled construction entrances, and truck wash off areas.

# MAINTENANCE AND MANAGEMENT OF DEVELOPMENT

During Construction, Terranova and ZOM will retain a single general contractor that will build the entire project. This contractor will be under the oversight of the management team of both companies. This project is a strategic priority for both firms and it will merit the consistent attention of top management at each firm.

Terranova will manage the retail to the same standards and professionalism that have allowed the company to grow over its first thirty-five years in existence and which we have demonstrated during the past twelve years we have operated on Miracle Mile.

ZOM's sister company ZRS Management, will manage the residential units with a level of professionalism that reflects the high-quality product to be created.

Parking will be managed by a designated third-party operator. Public inventory availability will be indicated and real time occupancy and utilization data will be collected and reported and shared with the City.

# FINANCIAL PROPOSAL

The attached tables summarize our financial proposal.

## GARAGE 1 RENT

	\$/MO	# MONTHS	TOTAL RENT
Pre-Possession Rent	0	unknown	\$-
Construction Period Rent	\$16,667	24	\$400,000

LEASE YEAR	MINIMUM GUARANTEED RENT	PARTICIPATION RENT	ADDITIONAL COMPENSATION <sup>1</sup>	TOTAL COMPENSATION
1	\$205,000	tbd	\$377,400	\$582,400
2	\$205,000	tbd	\$388,722	\$593,722
3	\$205,000	tbd	\$400,384	\$605,384
4	\$205,000	tbd	\$412,395	\$617,395
5	\$205,000	tbd	\$424,767	\$629,767
6	\$205,000	tbd	\$437,510	\$642,510
7	\$205,000	tbd	\$450,635	\$655,635
8	\$205,000	tbd	\$464,154	\$669,154
9	\$205,000	tbd	\$478,079	\$683,079
10	\$205,000	tbd	\$492,421	\$697,421
11	\$225,500	tbd	\$507,194	\$732,694
12	\$225,500	tbd	\$522,410	\$747,910
13	\$225,500	tbd	\$538,082	\$763,582
14	\$225,500	tbd	\$554,225	\$779,725
15	\$225,500	tbd	\$570,851	\$796,351
16	\$225,500	tbd	\$587,977	\$813,477
17	\$225,500	tbd	\$605,616	\$831,116
18	\$225,500	tbd	\$623,785	\$849,285
19	\$225,500	tbd	\$642,498	\$867,998
20	\$225,500	tbd	\$661,773	\$887,273
21	\$248,050	tbd	\$681,626	\$929,676
22	\$248,050	tbd	\$702,075	\$950,125
23	\$248,050	tbd	\$723,137	\$971,187
24	\$248,050	tbd	\$744,832	\$992,882
25	\$248,050	tbd	\$767,176	\$1,015,226
26	\$248,050	tbd	\$790,192	\$1,038,242
27	\$248,050	tbd	\$813,898	\$1,061,948
28	\$248,050	tbd	\$838,314	\$1,086,364



29	\$248,050	tbd	\$863,464	\$1,111,514
30	\$248,050	tbd	\$889,368	\$1,137,418
31	\$272,855	tbd	\$916,049	\$1,188,904
32	\$272,855	tbd	\$943,530	\$1,216,385
33	\$272,855	tbd	\$971,836	\$1,244,691
34	\$272,855	tbd	\$1,000,991	\$1,273,846
35	\$272,855	tbd	\$1,031,021	\$1,303,876
36	\$272,855	tbd	\$1,061,952	\$1,334,807
37	\$272,855	tbd	\$1,093,810	\$1,366,665
38	\$272,855	tbd	\$1,126,625	\$1,399,480
39	\$272,855	tbd	\$1,160,423	\$1,433,278
40	\$272,855	tbd	\$1,195,236	\$1,468,091
41	\$300,141	tbd	\$1,231,093	\$1,531,234
42	\$300,141	tbd	\$1,268,026	\$1,568,166
43	\$300,141	tbd	\$1,306,067	\$1,606,207
44	\$300,141	tbd	\$1,345,249	\$1,645,389
45	\$300,141	tbd	\$1,385,606	\$1,685,747
46	\$300,141	tbd	\$1,427,174	\$1,727,315
47	\$300,141	tbd	\$1,469,989	\$1,770,130
48	\$300,141	tbd	\$1,514,089	\$1,814,230
49	\$300,141	tbd	\$1,559,512	\$1,859,652
50	\$300,141	tbd	\$1,606,297	\$1,906,438
51	\$330,155	tbd	\$1,654,486	\$1,984,641
52	\$330,155	tbd	\$1,704,121	\$2,034,275
53	\$330,155	tbd	\$1,755,244	\$2,085,399
54	\$330,155	tbd	\$1,807,902	\$2,138,056
55	\$330,155	tbd	\$1,862,139	\$2,192,293
56	\$330,155	tbd	\$1,918,003	\$2,248,157
57	\$330,155	tbd	\$1,975,543	\$2,305,698
58	\$330,155	tbd	\$2,034,809	\$2,364,964
59	\$330,155	tbd	\$2,095,854	\$2,426,008
60	\$330,155	tbd	\$2,158,729	\$2,488,884
61	\$363,170	tbd	\$2,223,491	\$2,586,661
62	\$363,170	tbd	\$2,290,196	\$2,653,366
63	\$363,170	tbd	\$2,358,902	\$2,722,072
64	\$363,170	tbd	\$2,429,669	\$2,792,839
65	\$363,170	tbd	\$2,502,559	\$2,865,729
66	\$363,170	tbd	\$2,577,635	\$2,940,805
67	\$363,170	tbd	\$2,654,965	\$3,018,135
68	\$363,170	tbd	\$2,734,613	\$3,097,783
69	\$363,170	tbd	\$2,816,652	\$3,179,822
70	\$363,170	tbd	\$2,901,151	\$3,264,321
71	\$399,487	tbd	\$2,988,186	\$3,387,673
72	\$399,487	tbd	\$3,077,832	\$3,477,319
73	\$399,487	tbd	\$3,170,167	\$3,569,654



74	\$399,487	tbd	\$3,265,272	\$3,664,759
75	\$399,487	tbd	\$3,363,230	\$3,762,717
76	\$399,487	tbd	\$3,464,127	\$3,863,614
77	\$399,487	tbd	\$3,568,050	\$3,967,537
78	\$399,487	tbd	\$3,675,092	\$4,074,579
79	\$399,487	tbd	\$3,785,345	\$4,184,832
80	\$399,487	tbd	\$3,898,905	\$4,298,392
81	\$439,436	tbd	\$4,015,872	\$4,455,308
82	\$439,436	tbd	\$4,136,348	\$4,575,784
83	\$439,436	tbd	\$4,260,439	\$4,699,874
84	\$439,436	tbd	\$4,388,252	\$4,827,688
85	\$439,436	tbd	\$4,519,899	\$4,959,335
86	\$439,436	tbd	\$4,655,496	\$5,094,932
87	\$439,436	tbd	\$4,795,161	\$5,234,597
88	\$439,436	tbd	\$4,939,016	\$5,378,452
89	\$439,436	tbd	\$5,087,187	\$5,526,622
90	\$439,436	tbd	\$5,239,802	\$5,679,238
91	\$483,379	tbd	\$5,396,996	\$5,880,376
92	\$483,379	tbd	\$5,558,906	\$6,042,285
93	\$483,379	tbd	\$5,725,673	\$6,209,053
94	\$483,379	tbd	\$5,897,444	\$6,380,823
95	\$483,379	tbd	\$6,074,367	\$6,557,746
96	\$483,379	tbd	\$6,256,598	\$6,739,977
97	\$483,379	tbd	\$6,444,296	\$6,927,675
98	\$483,379	tbd	\$6,637,625	\$7,121,004
99	\$483,379	tbd	\$6,836,753	\$7,320,133

1. Estimated: Source of additional compensation: tax on residential parking; property tax on residential and retail; development would not happen but for this project; increases at 3% per year

2. Developer payment for City's out of pocket costs will be a credit against future rent payments.

3. Rent can be increased if parking for retail is reduced. 100% reduction in retail parking could provide additional \$125,000 per year.



## GARAGE 4 RENT

	\$/MO	# MONTHS	TOTAL RENT
Pre-Possession Rent	0	unknown	\$-
Construction Period Rent	\$16,667	24	\$400,000

LEASE YEAR	MINIMUM GUARANTEED RENT	PARTICIPATION RENT	ADDITIONAL COMPENSATION <sup>1</sup>	TOTAL COMPENSATION
1	\$370,000	tbd	\$377,400	\$747,400
2	\$370,000	tbd	\$388,722	\$758,722
3	\$370,000	tbd	\$400,384	\$770,384
4	\$370,000	tbd	\$412,395	\$782,395
5	\$370,000	tbd	\$424,767	\$794,767
6	\$370,000	tbd	\$437,510	\$807,510
7	\$370,000	tbd	\$450,635	\$820,635
8	\$370,000	tbd	\$464,154	\$834,154
9	\$370,000	tbd	\$478,079	\$848,079
10	\$370,000	tbd	\$492,421	\$862,421
11	\$407,000	tbd	\$507,194	\$914,194
12	\$407,000	tbd	\$522,410	\$929,410
13	\$407,000	tbd	\$538,082	\$945,082
14	\$407,000	tbd	\$554,225	\$961,225
15	\$407,000	tbd	\$570,851	\$977,851
16	\$407,000	tbd	\$587,977	\$994,977
17	\$407,000	tbd	\$605,616	\$1,012,616
18	\$407,000	tbd	\$623,785	\$1,030,785
19	\$407,000	tbd	\$642,498	\$1,049,498
20	\$407,000	tbd	\$661,773	\$1,068,773
21	\$447,700	tbd	\$681,626	\$1,129,326
22	\$447,700	tbd	\$702,075	\$1,149,775
23	\$447,700	tbd	\$723,137	\$1,170,837
24	\$447,700	tbd	\$744,832	\$1,192,532
25	\$447,700	tbd	\$767,176	\$1,214,876
26	\$447,700	tbd	\$790,192	\$1,237,892
27	\$447,700	tbd	\$813,898	\$1,261,598
28	\$447,700	tbd	\$838,314	\$1,286,014



29	\$447,700	tbd	\$863,464	\$1,311,164
30	\$447,700	tbd	\$889,368	\$1,337,068
31	\$492,470	tbd	\$916,049	\$1,408,519
32	\$492,470	tbd	\$943,530	\$1,436,000
33	\$492,470	tbd	\$971,836	\$1,464,306
34	\$492,470	tbd	\$1,000,991	\$1,493,461
35	\$492,470	tbd	\$1,031,021	\$1,523,491
36	\$492,470	tbd	\$1,061,952	\$1,554,422
37	\$492,470	tbd	\$1,093,810	\$1,586,280
38	\$492,470	tbd	\$1,126,625	\$1,619,095
39	\$492,470	tbd	\$1,160,423	\$1,652,893
40	\$492,470	tbd	\$1,195,236	\$1,687,706
41	\$541,717	tbd	\$1,231,093	\$1,772,810
42	\$541,717	tbd	\$1,268,026	\$1,809,743
43	\$541,717	tbd	\$1,306,067	\$1,847,784
44	\$541,717	tbd	\$1,345,249	\$1,886,966
45	\$541,717	tbd	\$1,385,606	\$1,927,323
46	\$541,717	tbd	\$1,427,174	\$1,968,891
47	\$541,717	tbd	\$1,469,989	\$2,011,706
48	\$541,717	tbd	\$1,514,089	\$2,055,806
49	\$541,717	tbd	\$1,559,512	\$2,101,229
50	\$541,717	tbd	\$1,606,297	\$2,148,014
51	\$595,889	tbd	\$1,654,486	\$2,250,375
52	\$595,889	tbd	\$1,704,121	\$2,300,009
53	\$595,889	tbd	\$1,755,244	\$2,351,133
54	\$595,889	tbd	\$1,807,902	\$2,403,790
55	\$595,889	tbd	\$1,862,139	\$2,458,027
56	\$595,889	tbd	\$1,918,003	\$2,513,892
57	\$595,889	tbd	\$1,975,543	\$2,571,432
58	\$595,889	tbd	\$2,034,809	\$2,630,698
59	\$595,889	tbd	\$2,095,854	\$2,691,742
60	\$595,889	tbd	\$2,158,729	\$2,754,618
61	\$655,478	tbd	\$2,223,491	\$2,878,969
62	\$655,478	tbd	\$2,290,196	\$2,945,673
63	\$655,478	tbd	\$2,358,902	\$3,014,379
64	\$655,478	tbd	\$2,429,669	\$3,085,146
65	\$655,478	tbd	\$2,502,559	\$3,158,036
66	\$655,478	tbd	\$2,577,635	\$3,233,113
67	\$655,478	tbd	\$2,654,965	\$3,310,442
68	\$655,478	tbd	\$2,734,613	\$3,390,091
69	\$655,478	tbd	\$2,816,652	\$3,472,129
70	\$655,478	tbd	\$2,901,151	\$3,556,629
71	\$721,025	tbd	\$2,988,186	\$3,709,211
72	\$721,025	tbd	\$3,077,832	\$3,798,857
73	\$721,025	tbd	\$3,170,167	\$3,891,192



74	\$721,025	tbd	\$3,265,272	\$3,986,297
75	\$721,025	tbd	\$3,363,230	\$4,084,255
76	\$721,025	tbd	\$3,464,127	\$4,185,152
77	\$721,025	tbd	\$3,568,050	\$4,289,076
78	\$721,025	tbd	\$3,675,092	\$4,396,117
79	\$721,025	tbd	\$3,785,345	\$4,506,370
80	\$721,025	tbd	\$3,898,905	\$4,619,930
81	\$793,128	tbd	\$4,015,872	\$4,809,000
82	\$793,128	tbd	\$4,136,348	\$4,929,476
83	\$793,128	tbd	\$4,260,439	\$5,053,567
84	\$793,128	tbd	\$4,388,252	\$5,181,380
85	\$793,128	tbd	\$4,519,899	\$5,313,027
86	\$793,128	tbd	\$4,655,496	\$5,448,624
87	\$793,128	tbd	\$4,795,161	\$5,588,289
88	\$793,128	tbd	\$4,939,016	\$5,732,144
89	\$793,128	tbd	\$5,087,187	\$5,880,314
90	\$793,128	tbd	\$5,239,802	\$6,032,930
91	\$872,441	tbd	\$5,396,996	\$6,269,437
92	\$872,441	tbd	\$5,558,906	\$6,431,347
93	\$872,441	tbd	\$5,725,673	\$6,598,114
94	\$872,441	tbd	\$5,897,444	\$6,769,884
95	\$872,441	tbd	\$6,074,367	\$6,946,808
96	\$872,441	tbd	\$6,256,598	\$7,129,039
97	\$872,441	tbd	\$6,444,296	\$7,316,736
98	\$872,441	tbd	\$6,637,625	\$7,510,065
99	\$872,441	tbd	\$6,836,753	\$7,709,194

1. Estimated: Source of additional compensation: tax on residential parking; property tax on residential and retail; development would not happen but for this project; increases at 3% per year

2. Developer payment for City's out of pocket costs will be a credit against future rent payments

3. Rent can be increased if parking for retail is reduced.

4. First year of lease is assumed to be January, 1 following C of O.





