

Proposal for
the Tropicana Field Site
St. Petersburg, FL

Deadline: Jan. 15, 2021 @ 10 am

Developer Applicant:

**Wendover
Housing
Partners**

Lead Contact:

Ryan von Weller

Director of Real Estate

(407) 333-3233 x 294

rvonweller@wendovergroup.com

Introduction Letter

Jan. 15, 2021

Brian Caper
Economic Development Officer
City of St. Petersburg Municipal Services Center
9th Floor – Economic & Workforce Development Department
One Fourth Street North
St. Petersburg, FL 33701

RE: Proposal for the Tropicana Field Site

Mr. Caper,

Wendover Housing Partners is incredibly excited to pursue this long-anticipated Request for Proposals for the 86-acre redevelopment opportunity on the Tropicana Field site.

Our Development Team is uniquely qualified to address the needs and requirements set forth in the RFP.

We'll work with the City's leadership to develop a mixed-use Master Plan that fulfills the City's urban center vision, with phases that introduce new forms of affordable workforce and market-rate housing that are accessible to all, as well as attract high-quality employers, new job training opportunities and more alongside a potential new Major League Baseball stadium.

Our team of urban design, architecture and engineering consultants bring a wealth of experience in placemaking to this project, and have direct relevant experience working in years past for the City and Tampa Bay Rays on the Tropicana Field site, as well as for the City on its long-term vision for the nearby Warehouse Arts District and Deuces Live Joint Action Plan.

With ongoing input of City leaders and residents, coupled with our Development Team's own extensive experience serving as Master Developer of large multi-phase projects, we believe our vision for the Tropicana Field site – and financial resources to execute it – make Wendover and its equity partners the best strategic Master Developer for the City to breathe new life into this 86-acre land asset.

Sincerely,



Ryan von Weller
Director of Real Estate
Wendover Housing Partners
Based in Altamonte Springs, FL
RVonWeller@wendovergroup.com
(407) 333-3233 x 294

EXHIBIT "D"
PROPOSAL FORM

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

Issue Date

July 27, 2020

The undersigned certifies that the enclosed proposal is being submitted and is subject to the terms and conditions as outlined in the Request for Proposal as issued by the City of St. Petersburg on July 27, 2020.

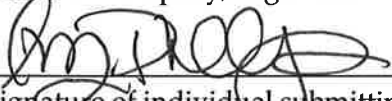
<u>Wendover Housing Partners</u>	<u>Ryan Von Weller</u>
<u>Name of Company/Organization</u>	<u>Proposal Contact Person</u>
	<u>rvonweller@wendovergroup.com</u>
<u>Signature of individual submitting proposal for above Company/Organization</u>	<u>Contact Person E-mail address</u>
<u>Amy Phillips</u>	<u>954-646-8204</u>
<u>Printed name of individual</u>	<u>Contact Person Phone</u>
<u>Jan. 15, 2021</u>	
<u>Date</u>	

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Section A – Development Team



Team Organizational Chart

MASTER DEVELOPER - RESIDENTIAL



ARCHITECTURE & DESIGN



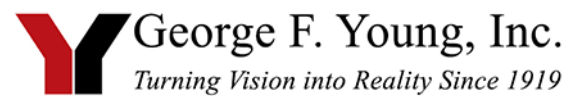
EQUITY PARTNER & COMMERCIAL DEVELOPER

**Business Park
Development
Corporation**

URBAN DESIGN
& LANDSCAPE ARCHITECTURE



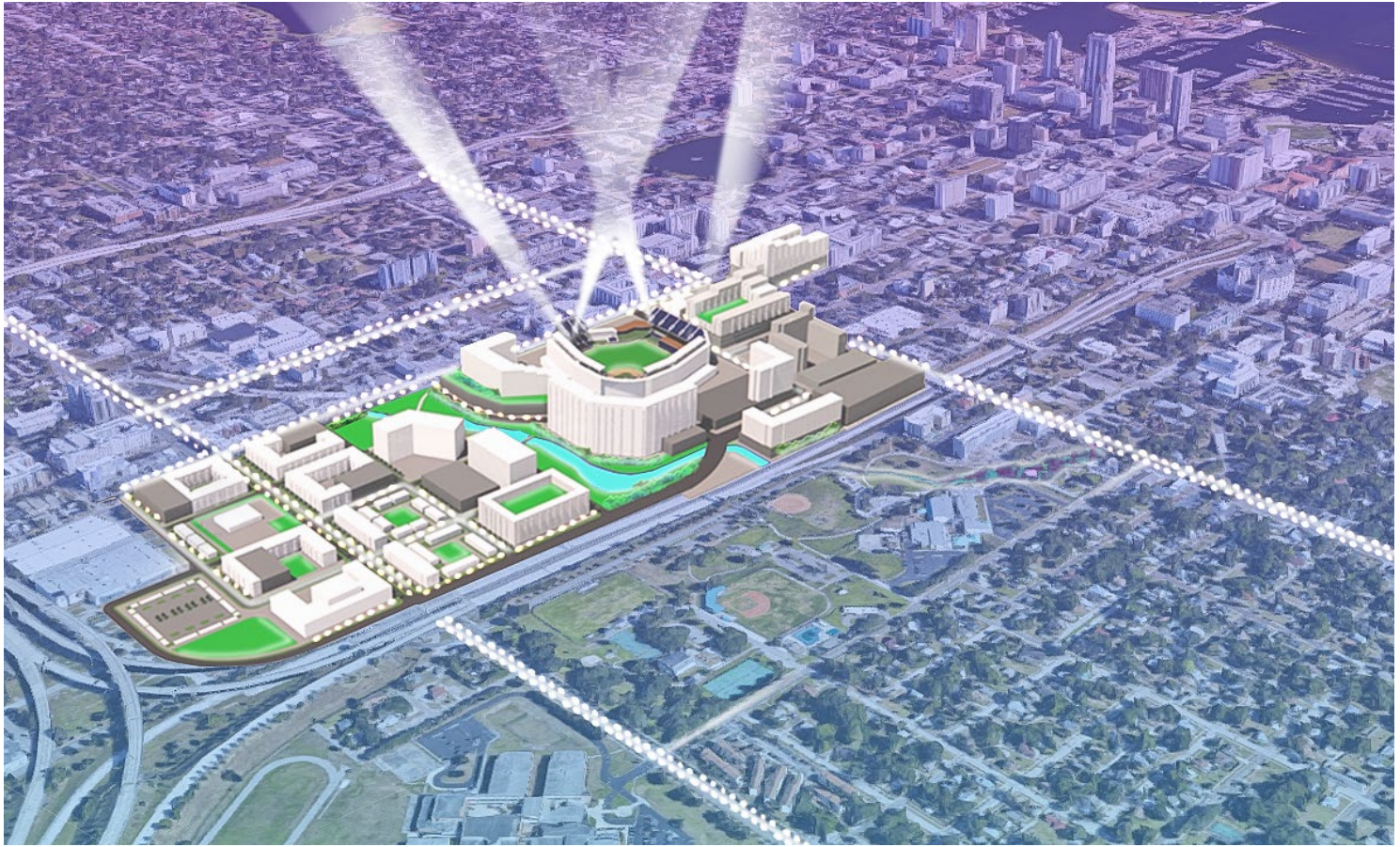
CIVIL ENGINEERING & SURVEYING



TRAFFIC ENGINEERING



Team Composition & Structure



Massing study 3D rendering of the proposed development on the 86-acre site (ELEVEN18 Architecture)

We believe that the City of St. Petersburg and its residents would benefit most from a master developer that focused the redevelopment of this Tropicana Field site on delivering a plethora of new workforce housing options across the price spectrum.

If the City commits to prioritizing accessible housing options on this redevelopment site, then **Wendover Housing Partners** is the ideal master developer for you.

Our Master Plan is projecting 1,286 units of affordable and workforce multifamily, which accounts for more than half (58%) of our total residential unit count of 2,196 across multiple phases.

There is an insatiable demand in the City and greater St. Pete/Clearwater/Tampa market for rental and fee simple housing options that are priced at an attainable level for the working class.

We need those residents to be able to build savings for their families' futures, and personal financial advisors emphasize that most can't build equity for the next generation when spending more than 30 percent of their monthly income on housing expenses.

Nothing will stand in our way of making downtown St. Petersburg the most affordable urban market in Florida to live in and raise a family.

We're confident that by focusing on housing first, demand will surface for subsequent phases of development that attract high-quality employers to new office space, retailers to serve the masses, and the Tampa Bay Rays to commit to a new MLB stadium that will have tens of thousands of fans within walking distance.

Team Composition & Structure



(Above) Rendering of a planned multifamily tower within the development, with ground-level retail and a public plaza (ELEVEN18 Architecture)

Lead Entity that will execute agreements with the City:

Wendover Housing Partners

Co-Developer of Residential Phases, and Lead Equity Partner:

Wendover Housing Partners

Co-Developer of Office & Retail Phases, and Major Equity Partner:

Business Park Development Corporation

ELEVEN18 Architecture is a WBE-certified architectural design firm that has a long history of working with Business Park Development Corporation, specifically on master planning and design of Public-Private Partnerships (P3s) for the development of public land assets in Florida.

NAK Design Strategies is our urban design and landscape architecture consultant, and together with **Kisinger Campo & Associates** their staff share direct relevant experience from recent years helping the City create a growth vision for the nearby Warehouse Arts District and Deuces Live neighborhoods.

And **George F. Young, Inc.**, is arguably the most experienced and longest tenured civil engineering and surveying firm in St. Petersburg. They know the Tropicana Field site like the back of their collective hand from decades of direct project experience.

Wendover Housing Partners builds, finances and manages affordable housing communities for families and active seniors across Florida, Texas and Georgia. As one of the Southeast's premier workforce housing developers, our portfolio of 41 affordable and mixed-income developments with 6,576 units since 1995 demonstrates our continuing ability to create housing opportunities in a variety of economically and socially diverse neighborhoods.

Wendover's pipeline through 2021 includes three new affordable housing properties currently under construction, and seven more in development that will offer a mix of affordable, market rate and homeless-transition housing.

Our partnerships are diverse, working with public and private enterprises to develop high-quality affordable housing inventory. We have procured funding through state and local housing finance authorities, as well as international financial institutions and pension advisory firms. Wendover is particularly adept at working with the State and Federal government to secure financing.

Wendover believes that giving back to the community is crucial to the success of the company. We are committed to using environmentally sustainable and safe methods in building and managing our properties. We also believe in supporting charities and community initiatives that provide a better standard of living for those in the community.

Wendover's dedication to the highest possible standards in every aspect of our business is visible in everything we do. It is reflected in the distinctive design of our developments, in the quality of our construction, in the amenities we offer, in the distinction of our partners, and in the consistently high level at which our properties operate. It is also apparent in our long-term commitment to owning and managing our properties.

Resident Satisfaction

Wendover works hard to make residents want to call our community's home. According to a 2015 survey from the National Apartment Association, turnover rate for affordable housing communities nationally was 37 percent. Resident turnover at Wendover's affordable communities in 2019 was just 22 percent, below the national average.

Wendover begins accepting resident applications 90 days prior to the estimated date to receive a Certificate of Occupancy (C/O), and typically reaches 100 percent occupancy within 90 days of receiving a C/O.





Jonathan Wolf

PRESIDENT
WENDOVER HOUSING PARTNERS
45 YEARS' EXPERIENCE

Jonathan oversees the strategic direction of both Wendover Housing Partners – which consists of a portfolio of affordable and market-rate multifamily communities, senior housing, transit-oriented communities and student housing – and Wendover Management, which provides full-service property management for Wendover’s own properties as well as other properties throughout the country.

He founded Wendover Housing Partners in 1995, and has built the company into one of the premier housing companies in the southeastern United States. His mission is to provide housing opportunities in a variety of economically and socially diverse neighborhoods. Jonathan works actively at the local, state and national level to encourage lawmakers and governments to take the necessary measures to address the critical need for affordable housing nationwide.

His success in developing affordable housing communities has earned Jonathan a reputation as a leading authority in affordable tax credit housing development. He also has expertise in creating public-private partnerships to bring developments to fruition.

Prior to his career in real estate development, Jonathan worked in finance, which included executive positions at The Chase Manhattan Bank and Citicorp.

A native of Charlotte, Jonathan graduated from Georgetown University’s School of Foreign Service. He also studied at The American University in Cairo. Mr. Wolf fulfills many philanthropic roles on a variety of charity, education and civic boards.



Pictured from top to bottom: Weston Park, a transit-oriented development adjacent to a commuter rail station in Longwood, Florida; Granite Crossing, an affordable family housing community in Lithonia, Georgia; and Arrive 850, a student housing community in Tallahassee, Florida.



Ryan Von Weller

DIRECTOR OF REAL ESTATE
WENDOVER HOUSING PARTNERS

19 YEARS' EXPERIENCE

Ryan is an experienced real estate broker, investor and developer in Central Florida who has overseen the site selection, development and construction of thousands of affordable multifamily apartments in recent years across the Southeastern United States. Ryan specializes in commercial real estate investment, analysis, management and leasing strategy, and has extensive experience in rezoning and land use changes for development.

RELEVANT EXPERIENCE

Director of Real Estate for Wendover Housing Partners in Altamonte Springs (2014 – present)

Managing Partner for Orange Crown Companies, a real estate investment and development group in Orlando (2007 – present)

Broker & Owner of VW Realty, LLC, a real estate acquisition, leasing and management firm in Winter Park (2012 – present)

EDUCATION

2004, MBA – International Business, Rollins College Crummer Graduate School of Business

2001, BSBA – Decision and Information Sciences, Univ. of Florida

LICENSE & REGISTRATION

Florida Real Estate License



Outdoor pool amenity at a Wendover Housing development in Greater Orlando.



On-site theater rooms have become a common amenity in Wendover's recent workforce housing developments.

Founded in 1999 in Jupiter, Florida, **Business Park Development Corporation** is a family-owned, privately held commercial real estate developer of office, industrial and master planned mixed-use projects across the state of Florida.

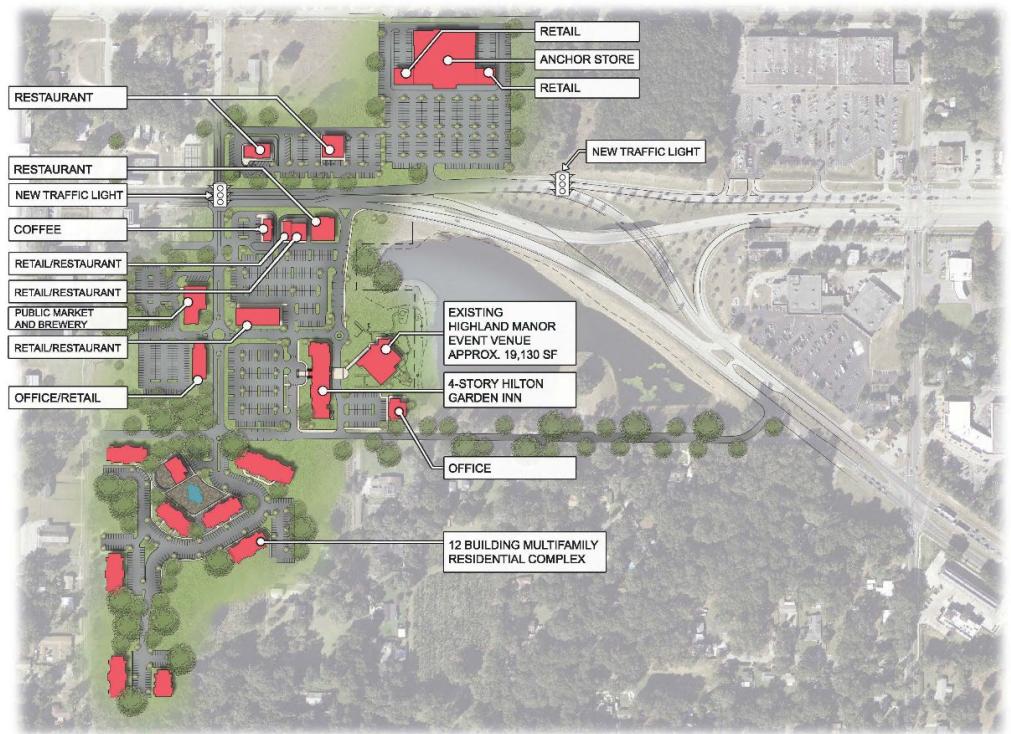
Led by President Craig Govan, a native of Clearwater, the company has successfully served as Master Developer or collaborated in joint ventures with a co-developer on more than a million square feet of commercial development.

Govan has collaborated in successful Public-Private Partnerships (P3s) with municipalities to help develop public land assets, most recently with the City of Apopka on 35 acres that is now under construction for "Apopka City Center," intended as a new urban core for the growing community northwest of Orlando.

Govan has more than 30 years of successful experience coordinating and sourcing equity from a global pool of high-net worth private investors to help fund large commercial development projects like the Tropicana Field site.

We're well-practiced at partnering with municipalities and local agencies on the long-term development of large land assets to ensure that their development provides sustainable growth for the entire community.

With a proven track record of commercial real estate investment results spanning more than three decades, Business Park Development Corporation delivers above-average returns year over year for its investors.



(Pictured Above, from top to bottom) A Master Plan for the 35-acre Apopka City Center, and P3 mixed-use development of public land with the City of Apopka that is now under construction. Also pictured are renderings of the planned multifamily apartments at Apopka City Center.



Craig Govan

PRESIDENT

BUSINESS PARK DEVELOPMENT CORPORATION

35 YEARS' EXPERIENCE

Craig has a wealth of career experience developing and building master-planned commercial developments, including business parks and mixed-use community hubs with residential components. He also specializes in complex land entitlement projects that require a comprehensive knowledge of local, county and state governmental regulations. Craig has completed projects throughout the southeastern United States, grew up in Clearwater and added Pinellas Park High School.

CAREER HIGHLIGHTS

Mixed-use Apopka City Center over 35 acres in Apopka, FL (Master Developer)

Four Walmart- or Sam's Club-anchored shopping centers (Developer)

Contractors Business Park – 470,000 SF of industrial across 39 acres in Broward and Palm Beach counties (Developer)

Numerous single-tenant, Triple Net-lease retail sites (Developer)

EDUCATION

1994, Master of Science in Real Estate Development, Massachusetts Institute of Technology (MIT)

1985, Bachelors in Building Construction, Univ. of Florida

LICENSE & REGISTRATION

Licensed Florida Real Estate Broker
Licensed Class-A General Contractor



Partial view rendering of the mixed-use Apopka City Center, now under construction in Apopka, FL.



Partial rendering of the Contractors Business Park in Broward and Palm Beach counties.



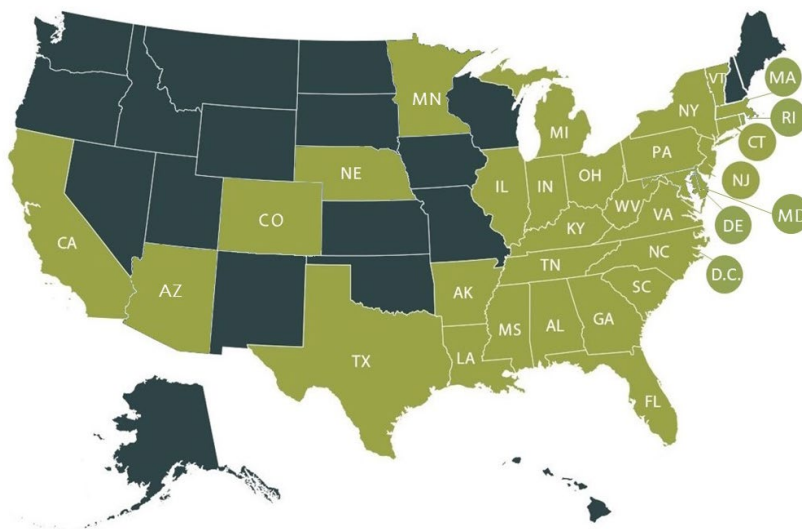
ELEVEN18 Architecture is a full-service, boutique design firm that provides architectural, engineering, and interior design services. Founded in 2009, the company is proud to be a certified Women’s Business Enterprise (WBE) and is licensed to work in 32 states. From retail to hospitality, education to industrial, we focus on using engaging design to solve practical problems for our clients.

All of **ELEVEN18** work is performed locally and every member of the design team has a professional degree in architecture, engineering or interior design to ensure a quality product and professional performance. With a focus on great design and exceptional detailing, **ELEVEN18’s** mission is the delivery of an incredible product and a professional performance.



The award-winning firm’s team works in an open studio office located adjacent to downtown Orlando and operates on the principle that great service is the cornerstone of a professional services practice. Building relationships with clients, knowing their projects, and delivering well-designed, technically accurate products on time and on budget are the key building blocks of the firm.

ELEVEN18 Architecture was founded by Kim Day McCann AIA LEED AP, Mark Adams AIA and Neke White. When you work with us, you work with experts in your industry. Our creative client-focused teams are led by these partners who work every day to bring their breadth of experience and creativity in architecture, interiors, planning, and graphics to every project.



Certified

WBE

Women’s Business Enterprise

Our promise to you is the delivery of an incredible product and a professional performance!





Kimberly McCann, AIA LEED AP CEO & PRINCIPAL ARCHITECT ELEVEN18 ARCHITECTURE / 22 YEARS' EXPERIENCE

Kim has devoted her time as managing partner of ELEVEN18 to build the small startup company, founded in 2009, into a full-service firm that turns out approximately six million square feet of various projects a year. Kim has won awards such as multiple ABC Golden Eagles, the 2007 Green Building of the Year, and US Metal Building Association's Outstanding Design award. She is registered with the National Council of Architectural Registration Boards, and currently holds active licenses in 24 states. She brings decades of experience leading large mixed-use urban infill developments as Project Architect in Central Florida.

RELEVANT EXPERIENCE

Baldwin Park Mixed-Use Town Center in Orlando (Project Architect)

Dellagio Mixed-Use Office & Retail Complex in Dr. Phillips neighborhood of Orlando (Project Architect)

Uptown Altamonte Mixed-Use development and P3 initiative in Altamonte Springs (Project Architect)

Apopka City Center, a 35-acre Mixed-Use development in Apopka, FL (Project Architect)

EDUCATION

2000, Master of Architecture, Univ. of Florida

1998, Bachelor of Architecture, Univ. of Florida

REGISTRATIONS

Professional Architect registered in: AL, AR, CA, CT, FL, GA, IL, IN, KY, LA, MD, MI, MN, MS, NJ, NY, NC, OH, PA, SC, TN, TX, VA, & WV

National Council of Architectural Registration Boards (NCARB)



Urban redevelopment concepts for the historic Town of Eatonville, the oldest Black-incorporated municipality in the U.S., located near Orlando.



Blue-Sky and concept development for proposed renovation of the Tampa Bay Buccaneers stadium.

About NAK Design Strategies

NAK has had an impact on the world around us for more than three decades.

Founded in 1987 in Toronto with offices across Canada and in Orlando, Florida, NAK is widely recognized as one of North America’s leading Landscape Architecture and Urban Design practices.

With work spanning the public and private sectors, significant public spaces and community master plans, NAK has an established reputation for design creativity. We believe in an approach to Landscape Architecture and Urban Design that contributes to the health and viability of the communities we live and work in.

Visioning

From key sites to large-scale master plans, our team facilitates a rich exchange of ideas with communities to imagine extraordinary places to live, work and play.

Landscape Architecture & Urban Design

Our work articulates the foundation established by visioning and analysis to create a rich vocabulary of interconnected public space, streetscapes, natural areas and built form. With a multidisciplinary emphasis on the integration of urban form, landscape and architecture, our work spans the spectrum from large-scale, mixed-use developments and land-use studies to parks, trail networks and urban plazas.



Master planning by NAK for the 10,000-acre West Villages (Wellen Park), a new urbanist development based primarily in Sarasota County. NAK provided early-stage visioning and community planning for developer Mattamy Homes, in particular on its urban Town Center (pictured above). Pedestrian-friendly streets and neighborhoods, amenities within walking distance and an active lifestyle were reinforced through bike lanes, trails, parks and open spaces. NAK established design standards that will transcend through years of development.

Sustainability & Green Infrastructure

NAK specializes in the integration of living systems into urban design, uniting technology and ecology to create functioning ecosystems within buildings and communities. We are industry leaders in the design of rooftop gardens and parks, innovative stormwater management systems, urban horticulture and sustainability certifications. In recent years, NAK has been involved with more than 20 LEED-certified projects.



NAK has been a lead consultant for Urban Design and Landscape Architecture on the Master Plan for the 177-acre Lakeview Village, a waterfront redevelopment project on former industrial land in Greater Toronto. The sustainable mixed-use community features a range of housing, education and office space, an Innovation District, extensive parks systems, trails, pathways and access to local transit.



Ryan Seacrist, PLA, ASLA

REGIONAL ASSOCIATE & ORLANDO OFFICE LEADER
NAK DESIGN STRATEGIES / 10 YEARS' EXPERIENCE

Ryan specializes in landscape architectural planning and design and has a passion for developing elevated human experiences through thoughtful and inspired placemaking. He was a lead design consultant for the City of St. Petersburg on the **Warehouse Arts District / Deuces Live Joint Action Plan** in 2018, and has an intimate understanding of neighborhoods surrounding the Tropicana Field site. His skill set includes project management, master planning, complete streets, public engagement, wayfinding, site analysis, low-impact development and brownfield remediation. By taking a hands-on approach to project management, Ryan has led projects from sketched concept to poured concrete, while maintaining design intent and integrity.

RELEVANT EXPERIENCE

Regional Associate for NAK Design Strategies in Orlando (2018 – present)

Project Landscape Architect for GAI Consultants in Orlando and Charleston, W.V. (2010 – 2018)

Warehouse Arts District / Deuces Live Joint Action Plan for the City of St. Petersburg (2018): Planning & Landscape Architecture Design Team

Meridian Parks: a 2,000-acre master planned community near Lake Nona, FL

Celebration Island Village: the 350-acre final phase expansion of the Town of Celebration in Osceola County, FL

Tohoqua: an 800-acre master planned mixed-use community along the eastern side of Lake Toho in St. Cloud, FL

EDUCATION

2010, B.S. Landscape Architecture, West Virginia University

LICENSE & REGISTRATION

Landscape Architecture Licenses:
Florida - LA6667322
West Virginia - 387



Partial view of the Deuces Live Main Street core and proposed improvements Ryan led design for in the 2018 Joint Action Plan for the City.



Rendering by NAK of a mixed-use streetscape for the 350-acre Celebration Island Village, final phase of the Town of Celebration in Osceola County.



Anielle Delgado, AICP **PLANNING PROJECT MANAGER** **NAK DESIGN STRATEGIES / 5 YEARS' EXPERIENCE**

Anie is a nationally-certified Planner with experience and accomplishments in land master planning, concept design, regional planning, transportation planning, architectural visualization, site analysis, feasibility studies and facility programming. She is adept at managing complex planning studies and development applications, including Comprehensive Plan amendments, rezoning, entitlements, annexations, site plans and plats. Anie is passionate about providing a voice for stakeholders that represent our most vulnerable populations. She advocates for people-centric design that is walkable, inspiring, inclusive and safe for all users.

RELEVANT EXPERIENCE

Master Planner & Architectural Designer at Universal Creative (Universal Parks & Resorts) in Orlando (2018 – Sept 2020)

Transportation Analyst – Grant Application/Bike Coordinator for City of Boca Raton (2017-18)

Planner II – Multimodal Transportation for Palm Beach Transportation Planning Agency (2015-17)

Master Planning design for Universal's new Epic Universe theme park in Orlando

Developed RFQ document & preliminary yield study for Universal's new affordable housing initiative in Orlando

Hazardous Walking Conditions Analysis and Bike Suitability Study & Map for Palm Beach County

EDUCATION

2015, Master of Urban & Regional Planning, Florida Atlantic University

2012, B.D. in Architecture, University of Florida

LICENSE & REGISTRATION

AICP-Certified Urban Planner,
no. 31020



Anie worked on master planning and transportation design efforts while with Universal Creative for the new Epic Universe theme park.



Rendering designed by Anie for the US-1 Multimodal Corridor Study in Palm Beach County.

George F. Young, Inc. has provided surveying and civil engineering services in the City of St. Petersburg since its founding in 1919. With approximately 100 staff in our local office, George F. Young's team have provided utility design and complete streets design for the City, and has experience with a multitude of projects such as parks, trails, multifamily and office buildings, utility extensions, stormwater and municipal buildings.

Over that century of service, we have provided engineering and surveying services directly to the City on numerous public land assets, and served private developers for countless residential and commercial projects in St. Pete.

Project Experience in the City of St. Petersburg

Tropicana Field Site: George F. Young has been involved with the Tropicana Field property since before its development as a baseball facility, and has decades of knowledge of this property. We were the original surveyor for the area surrounding Tropicana Field when it was first developed as the Gas Plant. Our civil engineers and surveyors were later involved in the development of the Tropicana Field property, and over the past 30 years have remained involved there by serving both the City and Tampa Bay Rays with support services for projects on an as-needed basis.

Continuing Services for City: Our firm holds continuing services contracts with the City, and in recent years has completed projects that include the 28th Street PD&E Study, the Lift Station 42 Design, and the Tinney Creek Dredging.

Tortuga Pointe Apartments: Engineering and Surveying services for 295-unit multifamily project with 50,000 square feet of retail, located on Gandy Boulevard.

Hermitage Apartments: Engineering and Surveying services for this 348-unit multifamily building with 488-space parking garage, located on First Avenue South.

One St. Pete Condo & Hotel: Engineering and Surveying services for this 41-story condominium tower with a six-story parking garage, to be the tallest building in Pinellas County. Project site includes a 175-key hotel.

Fusion 1560 Apartments: Engineering and Surveying services for a 483,000-square-foot, six-story mixed use development with 326 apartments, 42,600 square feet of retail space and six-level parking garage. Project is in direct proximity to Tropicana Field.

Arlington Lofts: Engineering and Surveying services for this new three-story, 68,000-square-foot condominium building in downtown St. Pete.

Ovation Condo & Retail: Engineering and Surveying services for this 27-story, 45-unit condo development with ground-level retail space in downtown St. Pete.

More St. Petersburg Projects:

- AER Apartments (now Camden Pier District)
- Cottonwood Bayview Apartments
- Urban Style Flats Apartments
- Ibis Walk Apartments
- The VUE Condominium & Westin Hotel
- Halcyon Apartments



Pictured above, from top to bottom: the Hermitage Apartments on First Avenue South, the Ovation Condominiums and retail project on Beach Drive, and the AER Apartments (now known as Camden Pier District) on 3rd Street South.



MATT WALKER, PE

Matt is a results-driven engineer with 18 years of experience in water, sanitary sewer, stormwater and private land development civil engineering design and construction. Over the past 18 years, Matt has worked on a variety of projects including the design and construction of retail, residential subdivisions, roadways, culverts, and utilities providing a turnkey approach from conceptual design thru construction administration providing a single point of contact to the client. **Matt recently graduated from Leadership St. Pete and is a past chair of the City of St. Petersburg’s Development Review Commission (DRC).**

Qualifications

Years of Experience: 18
Years with GFY: 2

Education

University of Alabama
Bachelor of Science – Civil Engineering

Auburn University
Master of Science – Environmental Science

Licenses / Certifications

Professional Engineer: FL #70246
Florida Stormwater Inspector Certification

Affiliations

Society of American Military Engineers
International Council of Shopping Centers (ICSC)

City of St Petersburg Development Review Commission (*Chair*)

Leadership St. Pete - 2019

Project Experience

Blue Jays Player Development Complex, Dunedin, FL: Project manager for the removal and re-routing of approximately 1,300 l.f. of 6” water main for the City of Dunedin. Also, in this project were three groundwater wells which supply the City with drinking water and continuous operation of these wells were considered in the design phase so that there was no down time during construction. One of the wells is located adjacent to a playing field and behind the new Player Development Complex and a new water main was designed to Garrison Road to maintain service for the City.

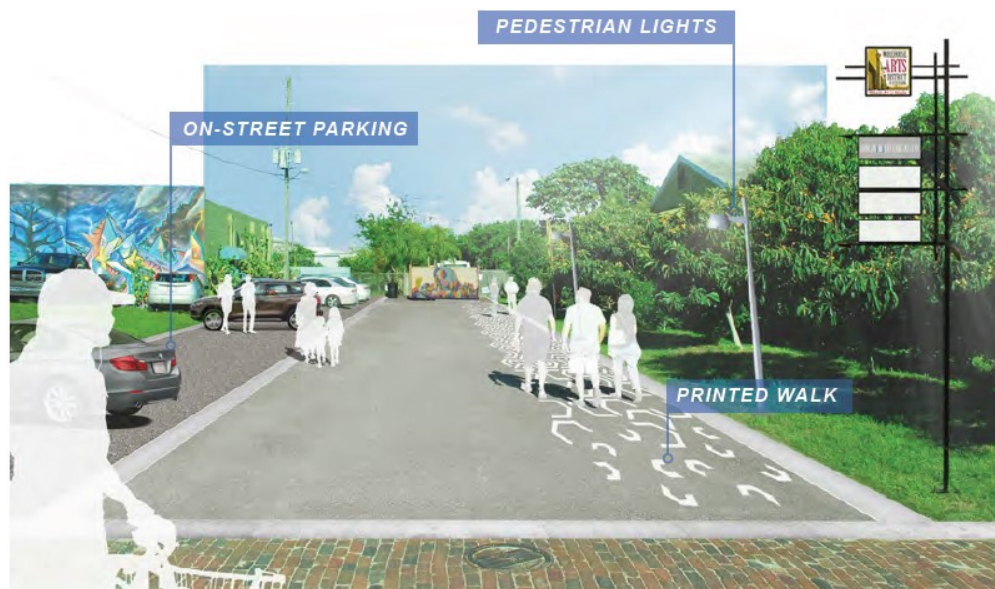
Blue Jays Spring Training Complex, Dunedin, FL: This project involves the renovation of the main Spring Training Stadium for the Toronto Blue Jays. As part of this project, the existing bowl of the stadium is being modified so that new concession and merchandise buildings can be constructed as well as a new Visitors Club House along the third base line. In addition, media access and parking has been provided near the third base foul pole. Around the outfield, a new elevated pavilion and “Fan Zone” walkway has been provided with views of both bullpens as well as the playing field. On this elevated section are new bars and amenities located in right center field. The existing stormwater system and underground utility systems are being modified to accommodate this development. The existing grassed parking lot is being converted to a new asphalt lot with a wide pedestrian walkway connection to the adjacent right of way to enhance the fan experience.

UPC Headquarters Project, St. Petersburg, FL: This project involved approximately 320 l.f. of 12" PVC gravity sewer main within MLK Street South being rerouted north to 1st Avenue South. Also, approximately 850 l.f. of 16" ductile iron water main is being installed along 3rd Avenue South from MLK Street South to 8th Street South and along 8th Street South from 3rd Avenue South to 2nd Avenue South. These new utilities allow for water and sewer to bypass the property and remain fully within the City of St. Petersburg rights of way. Project also involved the reroute of water lines and sewer lines for this project. New sewer line and manholes within MLK South right of way, new water line within 3rd Ave South and 8th Street South to route water around the project site.

Established in 1976 and based in Tampa, **Kisinger Campo & Associates (KCA)** is a multidisciplinary engineering firm that has served Florida's transportation industry for 44 years.

Project Experience with the City of St. Petersburg

The City of St. Petersburg has been one of our valued clients for nearly 15 years. KCA has knowledge of the City's needs through our past and current work with the City of St. Petersburg, City of Clearwater and Pinellas County, as well as numerous local FDOT projects. We are extremely familiar with all City infrastructure, contract requirements, standards and deliverables. Some of the projects that KCA has worked on with the City of St. Petersburg include:



A snapshot of on-street parking and pedestrian access improvements recommended in the Warehouse Arts District / Deuces Live Joint Action Plan.

Warehouse Arts District/Deuces Live Joint Action Plan (WADA): KCA and City of St. Petersburg planners and engineers worked together and met with local businesses and residents to develop an Action Plan for enhancements to the 22nd Street Deuces Live Corridor and Warehouse Arts District. A former industrial area, the Warehouse Arts District is a growing hotbed of artist studios, galleries and creative businesses, facing the challenges of an area designed for industrial and warehouse use. Similarly, the Deuces Live Main Street was once the center of activity for the City's African-American community, but has since faced a lack of private investment and business activity. The Plan goal was to discover the needs and strategic objectives of both the Deuces Live and Warehouse Arts District organizations, creating an umbrella for both, while preserving and enhancing the unique identity of each. Recommendations included physical enhancements such as streetscape, open space and infrastructure needs; branding and wayfinding; private property enhancement opportunities; and programs for events, investment and celebration of this diverse urban place. KCA provided transportation planning and public involvement services for this project.

Carillon Park Intersection Improvements: KCA provided roadway design, drainage design, S&PM, signalization, landscaping, utility coordination, and lighting services for improvements to three intersections in St. Petersburg including Ulmerton Road (SR 686) and Carillon Parkway/Feather Sound Drive, Roosevelt Boulevard (SR 688) and 28th Street/Lake Carillon Drive, and Carillon Parkway and Lake Carillon Drive.

31st Street South and 54th Avenue Intersection Improvements – Project #12027-212: KCA performed design services for the upgrade of this signalized intersection, which coordinated with FDOT to fund improvements through the LAP.

Pinellas Trail Bridge over 34th Street – Project #06103-912: KCA developed structural plans and project specifications and provided post-design services for the construction of the Pinellas Trail Extension bridge over 34th Street/SR 55 (US 19).

34th Street South/South of Pinellas Trail – Gibbs High School Pedestrian Bridge Demolition – Project #09103-212: KCA developed deconstruction plans and project specs for demolition of the bridge at Gibbs High School over SR 55.

Miscellaneous Professional Services for Stormwater Management, Transportation and Bridge Improvement Projects, City of St. Petersburg, FL: KCA has provided a variety of professional services for the City of St. Petersburg under its continuing Miscellaneous Professional Services contract.



Education

- Ph.D., Civil Engineering, University of Central Florida, 2003
- MSCE (Transportation), Cairo University, 1999
- BSCE, Zagazig University, Egypt 1995

Registrations/Certifications

- Professional Engineer: Florida, 63914; North Carolina, 043459; South Carolina, 38585; Michigan, 51908
- Professional Traffic Operations Engineer, 1578
- FDOT Advanced MOT Certification
- FDOT Specification Package Preparation (Certified)

Professional Affiliations

- Institute of Transportation Engineers, 38575
- American Society of Civil Engineers, 412294
- American Society of Highway Engineers

Areas of Specialization

Signalization Design ● Traffic Impact/Circulation Studies ● Traffic Simulation/Modeling ● Intersection/Interchange/Corridor Analysis ● Signing and Pavement Marking ● Traffic Safety

Project Experience

Warehouse Arts District/Deuces Live Action Plan, City of St. Petersburg, FL. KCA and City of St. Petersburg planners and engineers worked together and met with local businesses and residents to develop an Action Plan for enhancements to the 22nd Street Deuces Live Corridor and Warehouse Arts District. A former industrial area, the Warehouse Arts District is a growing hotbed of artist studios, galleries, and creative businesses, facing the challenges of an area designed for industrial and warehouse use. Similarly, the Deuces Live Main Street was once the center of activity for the City’s African-American community, but has since faced a lack of private investment and business activity. The Plan goal was to discover the needs and strategic objectives of both the Deuces Live and Warehouse Arts District organizations, creating an umbrella for both, while preserving and enhancing the unique identity of each. Recommendations included physical enhancements such as streetscape, open space, and infrastructure needs; branding and wayfinding; private property enhancement opportunities; and programs for events, investment, and celebration of this diverse urban place. KCA provided planning and public involvement services for this project. **Role:** Task Manager/Traffic Engineer

Engineering Services and Planning and Urban Design Services, City of St. Petersburg, FL. KCA performed miscellaneous professional engineering services on a continuing basis for the City of St. Petersburg’s

Dr. Abdalla has 24 years of diversified experience in the transportation industry as Senior Traffic/Roadway Engineer/Reviewer. Traffic experience includes traffic impact studies, traffic circulation studies, traffic simulation and modeling, intersection/interchange analysis, corridor analysis, traffic safety, signing and pavement marking design and plan preparation, and signalization design. He has prepared numerous transportation/traffic studies for FDOT and other local authorities. Typical traffic studies include trip generation, trip distribution, level of service/capacity analyses of signalized intersections and arterials, freeway merge, diverge, and weaving analyses along with the associated recommendations for the improvements necessary to meet design criteria. Roadway experience includes roadway plan and profile design, typical section design, pavement design, and preparing exceptions/Variations. Dr. Abdalla has served as Project Engineer for different City/County/FDOT roadway design projects in Florida, including new construction, widening, and resurfacing projects.

stormwater management, transportation, and bridge improvement projects. A task order under this contract involved designing 13 signals with safety and roadway improvements. **Role:** Lead Traffic Engineer

31st Street South and 54th Avenue South Intersection Improvements, City of St. Petersburg, FL. Under the Miscellaneous Professional Services for Stormwater Management, Transportation, and Bridge Improvement contract for the City of St. Petersburg, one project at 31st Street consisted of adding a designated right-turn lane onto 31st Street at the eastbound approach to the intersection and modifications to existing medians. In addition, proposed work included milling and resurfacing, replacement of the existing strain pole signals to mast arm signals, replacement of intersection ramps to meet ADA requirements, and addition of textured crosswalks. The project is part of a LAP agreement between the City of St. Petersburg and FDOT, requiring special coordination and project documentation to properly allocate funding for the construction of the project. **Role:** Task Manager

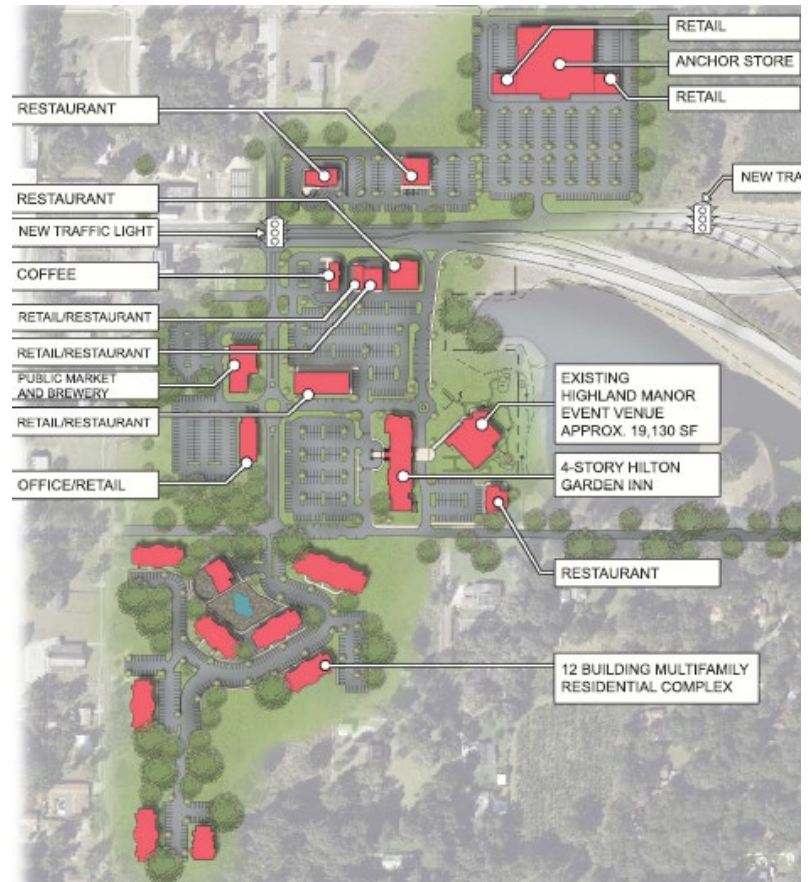
20th Avenue SE Roadway Improvement, Pinellas County, FL. This project consisted of the design of a 0.5-mile section of roadway in an industrialized area with heavy truck traffic. Project requirements included coordination with the railroad at four spur crossings and reconstruction of the roadway within limited right-of-way to minimize impact to adjacent ditches and avoid the need for treatment ponds. **Role:** Project Engineer



Section B – Projects, Experience & Qualifications



Reference Project



Apopka City Center – Apopka, FL

The Apopka City Center project is a mixed-use development being designed and constructed as a public-private partnership between **Business Park Development Corporation** as Master Developer and the City of Apopka. The 35-acre site is located at the intersection of US 441 and SR 436 in Apopka, FL. **ELEVEN18 Architecture** is the overall design architect working in partnership with the master developer.

Designed to honor historic lakefront Highland Manor which remains on site as a prominent wedding venue, the project consists of a five-story 114-room Hilton Garden Inn hotel which opened in July 2020, 200,000 square feet of restaurant, retail and office space, and 250 multifamily apartments.

Over the past three years, ELEVEN18 and the developer have been working with members of the community to finalize the pre-development of this project, with the hotel quickly being constructed once the public roadway improvements were complete. The retail spaces are under development and multifamily should begin in 2021.

Project Cost: \$25 million invested thus far, forecasted for \$100 million through completion

Reference: Jim Hitt, Community Development Director for City of Apopka, jhitt@apopka.net, (407) 703-1712





Weston Park in Longwood, FL (Transit-Oriented Development)

Located directly adjacent to a SunRail commuter rail stop in Longwood (Seminole County), Florida, this 208-unit market rate multifamily development was built in 2014 and funded by equity from developer **Wendover Housing Partners** and traditional lender financing. This project was the first new multifamily development built in the City of Longwood since the 1990s.

Project Cost: \$30 million

Reference: Tom Krueger, Economic Development Manager for City of Longwood
tkrueger@longwoodfl.org, (407) 260-3430



Warley Park in Sanford, FL (permanent housing for homeless)

Recognized as the first permanent supportive housing community for the homeless in Central Florida when it opened in mid-2020, this 81-unit multifamily development by **Wendover Housing Partners** involved collaborative partnership with multiple public agencies and non-profit service providers.

Financing sources included funds from Florida Housing Finance Corporation provided through the 9 percent Low Income Housing Tax Credits (LIHTCs), State Apartment Incentive Loan (SAIL), National Housing Trust Fund programs and institutional debt.

The community consists of two buildings over 4.5 acres with one- to three-bedroom apartments. All units are reserved for homeless individuals and families, with a priority for veterans and the chronically homeless. Amenities include a multipurpose clubhouse, computer labs, activity rooms and meeting rooms.

The project's design and construction was certified as meeting Florida Green Building standards.

The non-profit Step Up on Second is providing on-site services such as mental health care, after-school kids programs, job training and placement, GED classes and educational programs for ongoing skills. Warley Park also has a commercial kitchen that can be used to train residents for restaurant jobs.

Project Cost: \$17 million

Reference: Amye King, Director of Planning & Development Services, City of Sanford,
amy.e.king@sanfordfl.gov, (407) 688-5142



Granite Crossing Apartments in Lithonia, GA

This 75-unit affordable multifamily development was built in 2016 in downtown Lithonia, and has served as a catalyst for the redevelopment of other under-utilized sites in the city's urban core. Developer **Wendover Housing Partners** removed an existing blighted retail center and replaced it with new, high quality mixed-income housing. This was the first redevelopment of a commercial site in the city's history.

The design and construction was certified "Green" by relevant agencies in the state of Georgia. Funding sources included 9 percent LIHTCs and institutional debt.

Project Cost: \$15 million

Reference: Shameka S. Reynolds, Mayor of Lithonia, Shameka.Reynolds@lithoniacity.org, (770) 482-8136



Arrive 850 in Tallahassee, FL (townhomes – student housing)

This urban infill development, built in 2018 and just a half mile from the main campus of Florida State University, features eight three-story buildings that total 32 townhomes and 140 beds of student rental housing. The market-rate development by **Wendover Housing Partners** was privately financed with equity and institutional debt.

Project Cost: \$10 million

Shared St. Petersburg Experience



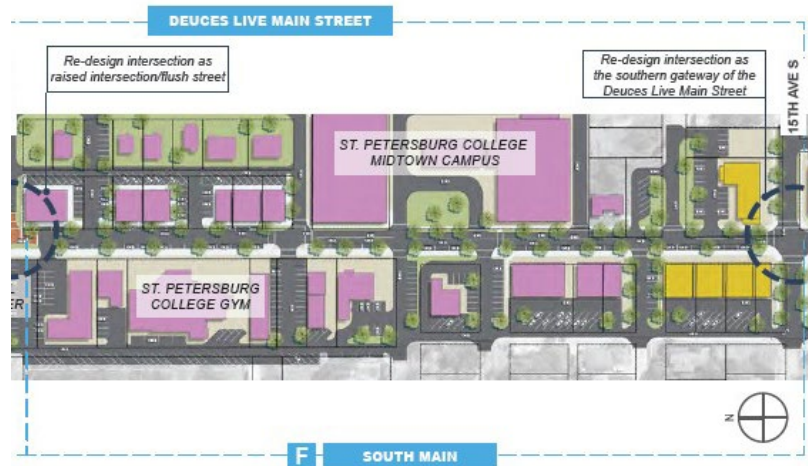
Warehouse Arts District / Deuces Live Joint Action Plan

NAK's Ryan Seacrist and the staff of **Kisinger Campo & Associates** worked collaboratively for the City of St. Petersburg from 2016 through 2018 to produce the Warehouse Arts District / Deuces Live Joint Action Plan, which is meant to identify specific opportunities to enhance public infrastructure that can support social, economic and cultural growth in these historic neighborhoods.

Located adjacent to the Tropicana Field site, Ryan Seacrist and KCA have an intimate understanding of the goals for sustainable and equitable growth in St. Petersburg's historic 22nd Street South District.

They spent extensive time in recent years gathering input from residents, business and property owners of those neighborhoods, along with City staff.

Those relationships and on-the-ground insight will allow them to advise our Development Team on how to create an urban environment for the people, and ensure that Black residents surrounding Tropicana Field can prosper from its redevelopment.



Urban Infill & Public-Private Partnership



Uptown Altamonte Town Center

ELEVEN18 Architecture's Kim Day (McCann), AIA LEED AP, served as Project Architect (while with a previous firm) on this waterfront, urban mixed-use development which has become the heart of Altamonte Springs, FL, about 20 minutes north of Orlando.

Designing on behalf of Unicorp National Developments, this large-scale public-private collaboration with the City incorporates a one-mile continuous boardwalk along a 37-acre lake, which now features an amphitheater and pier extending into the lake that have become focal points for public events and annual celebrations.

The master-planned development included more than 220,000 square feet of commercial office and retail space, and approximately 500 multifamily and condominium units.

Project Cost: \$65 million (for commercial)

Reference: Frank Martz, City Manager for the City of Altamonte Springs, fmartz@altamonte.org, (407) 571-8031





Section C – Financial Information



Wendover Housing Partners will be the main equity investor in all phases of residential development for multifamily rental housing, and anticipates procuring bids from outside homebuilders for any tracts planned for fee-simple townhomes, in its role as Master Developer on behalf of the City.

Business Park Development Corporation will serve as main equity investor and developer on a majority of phases of the commercial development (retail and office).

We do not anticipate needing to rely on any financial assistance from the municipality in the form of local bonds or Tax Increment Financing (TIF) as master developer. We remain open to utilizing those options if the City's economic development staff believe they can help speed up the development timeline.

Wendover's capital stack for an affordable/workforce multifamily development typically includes:

- Developer Contribution via deferred fee
- Institutional Equity
- Low-Income Housing Tax Credit (LIHTC) equity
- County & State Affordable Housing Incentive Loans
- Conventional Retail Commercial Mortgage
- Tax-Exempt Multifamily Bonds
- Conventional Workforce Multifamily Mortgage

As Master Developer, Wendover will evaluate each phase of the 86-acre development on its own financial merits and will generate a Pro Forma for each project within a phase in order to raise the appropriate equity funds, up to a point where traditional lender financing may be available to match.

20-Year Cash Flow Analysis:

Wendover and Business Park Development Corporation can provide this information to the City if shortlisted as a finalist for selection.

Financial Partners:

Wendover has existing strategic partnerships with numerous global top-tier financial institutions. A sampling of testimonials follow:

"Wendover's ability to finance projects by using innovative capital structures is unmatched. Their ability to weave together local, state and federal public monies along with private capital sources to create new affordable housing is often at the vanguard of what is occurring nationally and should serve as a case study for all others who aspire to create affordable housing today throughout the country."

Michael Murray - Senior Vice President, CREA

"With respect to development of workforce housing in Central Florida, Wendover not only has development experience in the region and Orlando, but also has experience working with Housing Finance and Community Development agencies that will be important stakeholders in creating a workable financing structure."

Helen Feinberg - Managing Director, RBC Capital Markets Housing Group

"We have remained your partner and supporter over the years because of your financial strength and the quality of your product; which are vitally important to any lender."

Tammy Haylock-Moore - Executive Director, JP Morgan Chase Community Development Banking

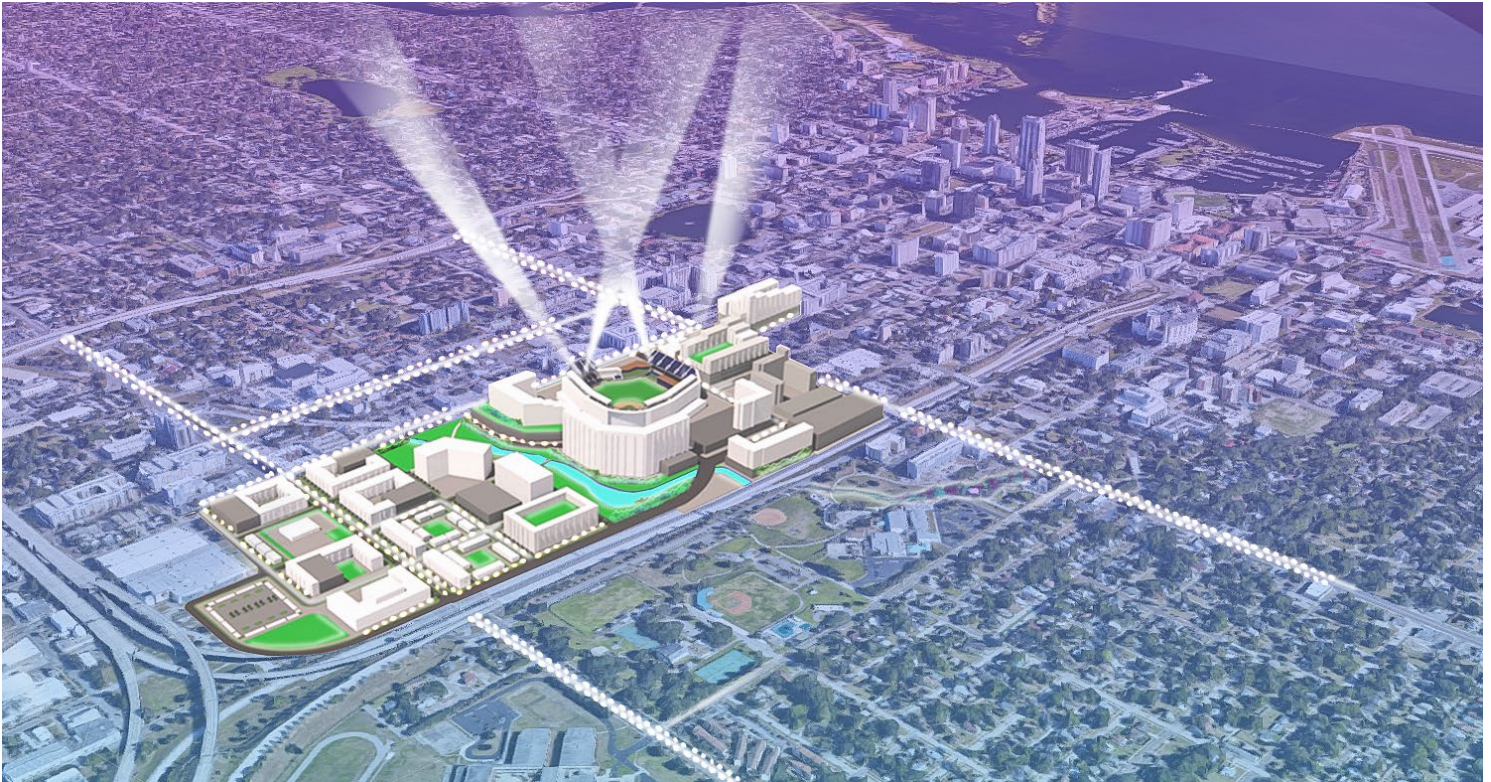
"Based on our ongoing banking relationship, we consider Wendover to be one of the top affordable housing developers in the southeast."

Matthew Parkhill - Senior Vice President, Wells Fargo Community Lending and Investment



Section D – Narrative Response





The conceptual Master Plan rendering above offers perspective of the massing and density we are proposing to achieve on this 86-acre site with a mix of uses, and improved connectivity to the public road network (ELEVEN18 Architecture).

The **City of St Petersburg** is a unique and historic Florida city that exemplifies the deep character, nostalgia and community of small-town America, while encouraging progress and business growth to become a renowned urban growth market. The City has focused on developing strong ties in the community to maintain local culture, while working hard to improve quality of life for its residents. This makes it such a wonderful place to live and visit.

Wendover Housing Partners and our Development Team's vision incorporates the elements identified through extensive research by City staff into their desired future, and introduces our knowledge of realistic expectations for the size and scope of new development that could be successful on this site. The key is merging idealistic with realistic -- and promoting a phased development that is financially feasible while meeting most of the desired initiatives.

The timeline of this project will span an estimated 10 years, and allows the design team and City to first develop the infrastructure needed to knit the downtown and surrounding neighborhoods back into this site and extend the urban grid system to improve flow and continuity. By focusing efforts early on connectivity, you can improve the lives of existing residents and convert them into ambassadors for our redevelopment project. In addition, improving traffic flow and public access is a key initiative for the City's transportation plan as we re-integrate this site back into the grid.

Our approach focuses on extending St. Petersburg's vibrant cultural diversity and history into a space that was lost with the original development of the Tropicana Field stadium. Embracing the artistic and Black communities in the nearby Warehouse Arts District and Deuces Live neighborhood will be key to earning local support.

We plan to develop a streetscape that is walkable, safe and provides great opportunities for art, sculptures, green space and neighborhood businesses to thrive. The adjacent districts have a high percentage of residential development but need more to expand and support local businesses.

Collaboration with Rays

The key to a successful mixed-use development is understanding how to incorporate the right product into the right location on the site, at the right time. Understanding the needs of the Rays' leadership for the stadium and accommodating their wishes will go a long way toward allowing for development of portions of the site before 2027 to replace parking and start construction for a new stadium. We also understand the need for flexibility and ensuring the development team can pivot and embrace change if the Rays choose not to stay on site.

Providing Access to Build Equity

Our best chance to help the underserved community surrounding this site build new generational wealth is to ensure you have a mixed income, mixed use, transit-oriented focus to the development. These three elements together can infuse neighborhoods with opportunities and resources to fuel long-term growth and revitalization. Research has shown that mixed-income neighborhoods strengthen social networks and social capital to improve the productivity and outcomes of low-income citizens.

We are living in a time where rental prices are high, and the supply of affordable housing is insufficient to meet the needs of current demand. By increasing the amount of long-term affordable housing in a high opportunity area like Tropicana Field, we support and grow the adjacent neighborhoods with young residents who will foster an amazing source of innovation and creativity.

Grow Smarter with Housing

A development of this size must include a large mixed-income residential component that flows well within the commercial uses, and provides just the right combination to achieve community stability and viability.

As requested by the city, a 60/90/120 mix would be an appropriate goal for residential feasibility on the Tropicana Field site. Having a robust middle band of workforce housing will make this project more feasible, due to the broad range of incomes. Providing more housing stability will allow St. Petersburg workers to secure and maintain employment, meeting the needs of Grow Smarter initiative.

'Life Cycle' Housing

Our vision also incorporates an underserved and actively growing sector within the multifamily realm, one that allows the community to serve the life cycle from beginning to end by addressing the shortage of affordable and market-rate housing for aging adults. By adding senior living to the mix of this residential development, primarily independent living and assisted living housing, we'll meet a growing demographic of two types of residents.

Seniors in Florida have a shortage of affordable housing that provide the amenities they need as they age, as well as the demographic of well-capitalized senior residents that would be attracted to this location.

Planning for the People

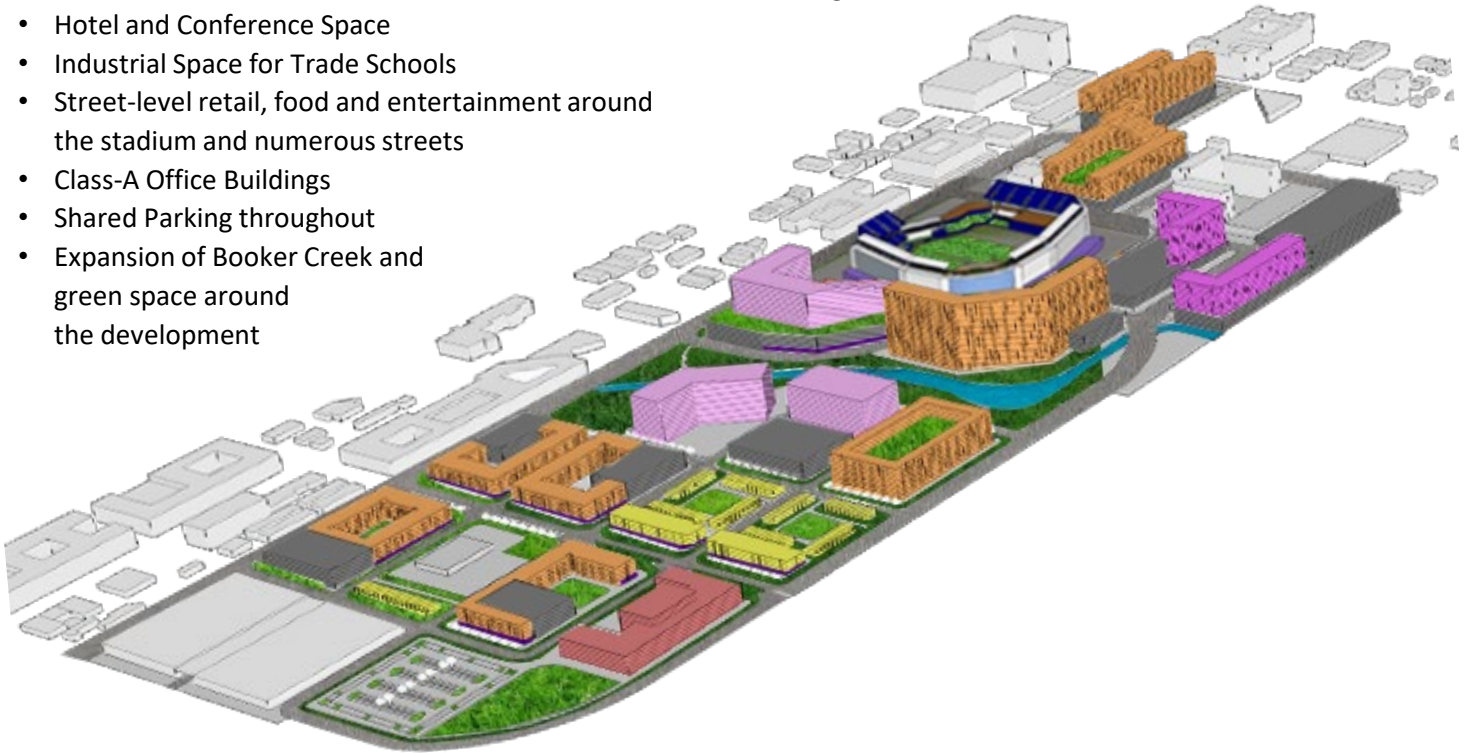
Our Master Plan's vision is rooted in improving pedestrian walkability and local transportation options, and adding extensive common green spaces and parks. Those "evergreen" design elements never go out of style, and consistently draw urban residents to spend their time in master-planned developments like we're proposing.

Entertainment, restaurants and retail development will extend around the stadium and across various ground-floor and street-side locations, making this a place where residents young and old will want to make their home, and inject vitality new ideas and enthusiasm to downtown St. Petersburg.

We Know Development

Our Development Team has a deep commitment to building and managing high-quality commercial, hotel and residential properties with leading-edge yet affordable amenities. We are placemakers who believe that as developers, builders and service providers we are vital stewards of the communities we build. The vision and design of this development incorporates the guiding principals desired by the City with the inclusion of:

- Mixed-Income Residential with Affordable and Workforce Housing
- Hotel and Conference Space
- Industrial Space for Trade Schools
- Street-level retail, food and entertainment around the stadium and numerous streets
- Class-A Office Buildings
- Shared Parking throughout
- Expansion of Booker Creek and green space around the development



We're eager to partner with the City and create a successful development that considers the future with the Rays leadership, while meeting the long-term development, growth and sustainability goals of the City. We are qualified to fill the Master Developer role as outlined in this RFP and will work with City leaders to develop and finalize a robust Master Plan. We appreciate the importance of maintaining the quality and uniqueness of the history and culture of downtown St. Petersburg, and the need for our project to feel new and exciting yet aligned with the City's core values.

The project will require extensive phasing and collaboration as well as working to maintain the appropriate percentages of residential, office and retail/entertainment space as the development evolves. Ensuring we maintain parking for the stadium will align decision-makers and allow us to work with the community and City to create a sense of place where innovation, culture, arts and housing co-mingle elegantly.

Outreach Program

We also strongly believe that good business is grounded not just in favorable economics but born from long-term partnerships with local residents who trust our Development Team to collaborate. Public-Private Partnerships provide wonderful opportunities to meet the vision and goals of the many. We are experienced in obtaining input from an array of stakeholders and know that embracing inclusion with soliciting feedback will be key when there are so many impacted by this development.

Consistency with City Plans



Photo courtesy of Visit Florida

Through a community outreach program, our Team can make certain we keep stakeholders engaged and incorporate local voices into the fabric of the project's planning. Communication and meetings will be held with community stakeholders as well as with the city council, local associations, economic development board and transportation authorities.

Our Development Team wants this redevelopment plan be a true partnership with the City and the Rays' leadership, with a full realization of your vision for incorporating the Tropicana Field site back into the city's fabric. In the spirit of this, we've poured over previous plans for the Tropicana Field and have ensured our project is consistent with the City's long-term plans for and regulations governing this site.

Relevant Planning Efforts

As mentioned in the RFP, the primary portion of the property lies within Intown Community Redevelopment Area (Intown CRA) approved in 1991, with the western portion of the site located in the Intown West Community Redevelopment Area established in 1990. To the south lies the South St. Petersburg Community Redevelopment Plan (SSCRA), the largest in the city, which will provide direct assistance for residential and non-residential redevelopment.

Our development goals for the site are consistent with the proposal and the latest CRA Plans for the area, and we plan to adhere to the land use and mix of uses for the site as much as possible. We believe our project will help to achieve the stated goals, including:

- **To extend the grid and integrate it into the downtown** — Our project will feel fully integrated with the downtown and encourage visits to the waterfront.
- **To aesthetically enhance the site, provide housing, business and retail opportunities fueled by a mixture of activities, and to encourage development complementary to existing uses** — Our project is drawing inspiration from current aesthetics of the downtown while also introducing modern architecture to create a high-intensity urban infill redevelopment.
- **To create new development and growth while building a new stadium and addressing parking conflicts** — As part of our project, we will be working with the city and Rays leadership for phased and shared parking that can meet existing stadium demand, as well as future demand for access to and from a new stadium on site and the additional uses that will be built on site for residential, office and hospitality.

We believe our redevelopment vision for Tropicana Field will help the City achieve its vision laid out in many of the CRA plans and proposals, without exception.

Consistency with City Plans

City Plans

In addition to the SSPCRA, the City of St. Petersburg has recommendations and guidance to be incorporated into this development from six other redevelopment plans and studies. This plan takes public consensus and progress to-date to define a strategic vision for the downtown, specifically to help reinvigorate the economic vitality of the area in three key phases:

- Phase 1: Improvements through the efforts of the City
- Phase 2: Development geared toward revitalizing the stadium, entertainment and local businesses
- Phase 3: Development of high-density, mixed-use sites to capture a rebound in residential markets

The City has already made incredible progress in Phases 1 and Phase 3, and our development vision for Tropicana Field will further the progress in all three Phases by:

- Connecting the site back into neighboring communities by improving the traffic grid as well as incorporating connectivity recommendations and opportunities;
- Adding more walkability across the site and along boundary streets while leveraging smart design to mitigate increased traffic and parking requirements;
- Enhancing streetscapes along the project in line with enhancements in other parts of downtown;
- Creating jobs and workforce development through design, construction and with the vibrant business community that will be created with this project;
- Delivering on infill residential as a part of the project to support the workforce initiatives as well as provide mixed-use residential and affordable housing.

Our Development Team is confident that our partnership in this redevelopment will make St. Petersburg's plan a reality and help the City achieve the goals outlined therein.

Comprehensive Plan, Guiding Principles and Development Regulations

We have reviewed St. Petersburg's Land Development Regulations and Guiding Principles to verify that our goals and plans for this development project are consistent with the requirements laid out therein.

This includes land use, commercial and mixed-use requirements, intensity/FAR maximums, design district designations, parking requirements and recommended building height.

If we are chosen to proceed and develop this project as we are presenting it, our Development Team will not need to ask for variances or exceptions to the existing City regulations and designations. The project is entirely consistent with the established City plans and requirements.

Our Development Team has full confidence that our project will meet all requirements and aspirations laid out by St. Petersburg's extensive efforts to date for strategically planning the future of Tropicana Field.

Honoring Local History



Honoring the Past Through New Development

This property and surrounding neighborhoods are rich with history, and offer a wealth of character, nostalgia and community that we as a Development Team want to honor and incorporate into our redevelopment vision for the 86-acre Tropicana Field site.

The predominantly African-American community of several neighborhoods which collectively were known as the “Gas Plant” community prior to 1990, when the stadium was built, will be recognized in our new development. We’ll partner with local historians, leaders of community programs and local minority business groups to ensure that every segment of our future residential, office and retail space can be occupied by St. Petersburg-grown talent.

Our goal is to give residents in the nearby “Deuces Live” district and those within a certain mile radius the first opportunity to apply for workforce housing or invest in purchasing our for-sale townhomes. Supportive financing programs for first-time homebuyers will be made available.

St. Petersburg is the fifth-largest city in Florida and has the third largest downtown waterfront park system in North America. From the natural beauty located on the Pinellas peninsula, the city is known for its vibrant arts scene and was one of the most visited cities in Florida in 2020. It’s often recognized as a perfect getaway location with its iconic beaches and historic destinations and is recognized as an “International City of Peace.” With a full calendar of local events, every corner feels rightly celebrated.

We believe the 86-acre Tropicana site represents an opportunity to amplify and extend one of the most vibrant and walkable downtowns in the nation, one that is already thriving but thrilled about the recent completion of the world-class St. Pete Pier. Our Team also has an important responsibility to protect these qualities while creating growth where economic indicators are booming.

Hiring and Community Benefits

Community Benefit Program

We recognize the city has a program under development in conjunction with the community to address employment goals, living wages, small business participation, workforce training, affordable housing, childcare opportunities, transportation improvements and sustainable initiatives with the overall vision to improve the community and neighborhoods that reside in this opportunity zone.

Our Development Team's vision will make substantial positive impacts on all these elements by bringing a diversity of new jobs to close gaps in the labor pool, improve living wages, and provide affordable housing options that help residents save money and build wealth for a brighter future.



The need for a systematic and collaborative approach within the vicinity of Tropicana Field is needed to align businesses, educators, service providers and the workforce. Research has shown that workforce gaps and replacement demand is effectively addressed on a regional or local level. Workers commute to and from jobs with the labor force regionally, with three major factors influencing improved employment: work, housing and transportation, as well as locational preferences.

St. Petersburg knows that understanding the employment demand among emerging or growing industries takes communication and networking within the community. With the **GrowSmarter** initiative there are guidelines, principals and various tools to assist the local community with workforce development, and through specific emphasis on the targeted sectors of Marine and Life Science, Data Analytics, Specialize Manufacturing, Financial Services and Creative Arts and Design.

Trade and Tech Campus

By allocating space in our Master Plan for institutional/trades training schools, our Development Team and the City will focus on teaming to bolster education, graduation rates and higher education enrollment for the city as well as job placement improvements in low-income areas.

Attracting a career academy to our development, which combines traditional school curriculum with skills training and industry work experience, will bolster the types of productive and skilled workers available locally to companies that want to move to or open new offices in St. Petersburg.



Hiring and Community Benefits

Local Hiring, Job Creation and Small Business Enterprise

Our Development Team understands the value of collaborating with the City to foster not only trade and community school partnerships, but aligning and augmenting the corporate and small business opportunities that will be available as this site is developed.

Utilizing resources like **St Pete Works!** will allow the Team to promote the targeted **GrowSmarter** industries and companies that have generated high demand in the area, and improve the probability of finding companies to move into the new office, industrial and retail spaces we'll be developing.

Local hire programs can provide substantial new job opportunities to low-income residents, and in many cases allow for open access to permanent jobs. Challenging the political and economic reality to improve urban communities can unify groups behind programs like these.

We'll commit to prioritizing jobs and new paths and resources for the local community by improving wages and providing workplace training opportunities. Using local hire requirements to target low-income residents, people of color and local minority-owned businesses improves opportunities to those who might otherwise not benefit from new development.

Utilizing our knowledge from over years of collaboration with local consultants, we can capitalize immediately to promote job creation during design and construction. Our goal is to expand the overall development team as we proceed through the process by hiring locally, as well as promoting small and minority-owned business engagement in the many trades that will be needed.

The Development Team embraces the city's commitment to assisting small businesses, and commits to hiring locally throughout the development process should this team be chosen. We have set a goal of a minimum of 33 percent SBE/MBE participation throughout the design and construction process.

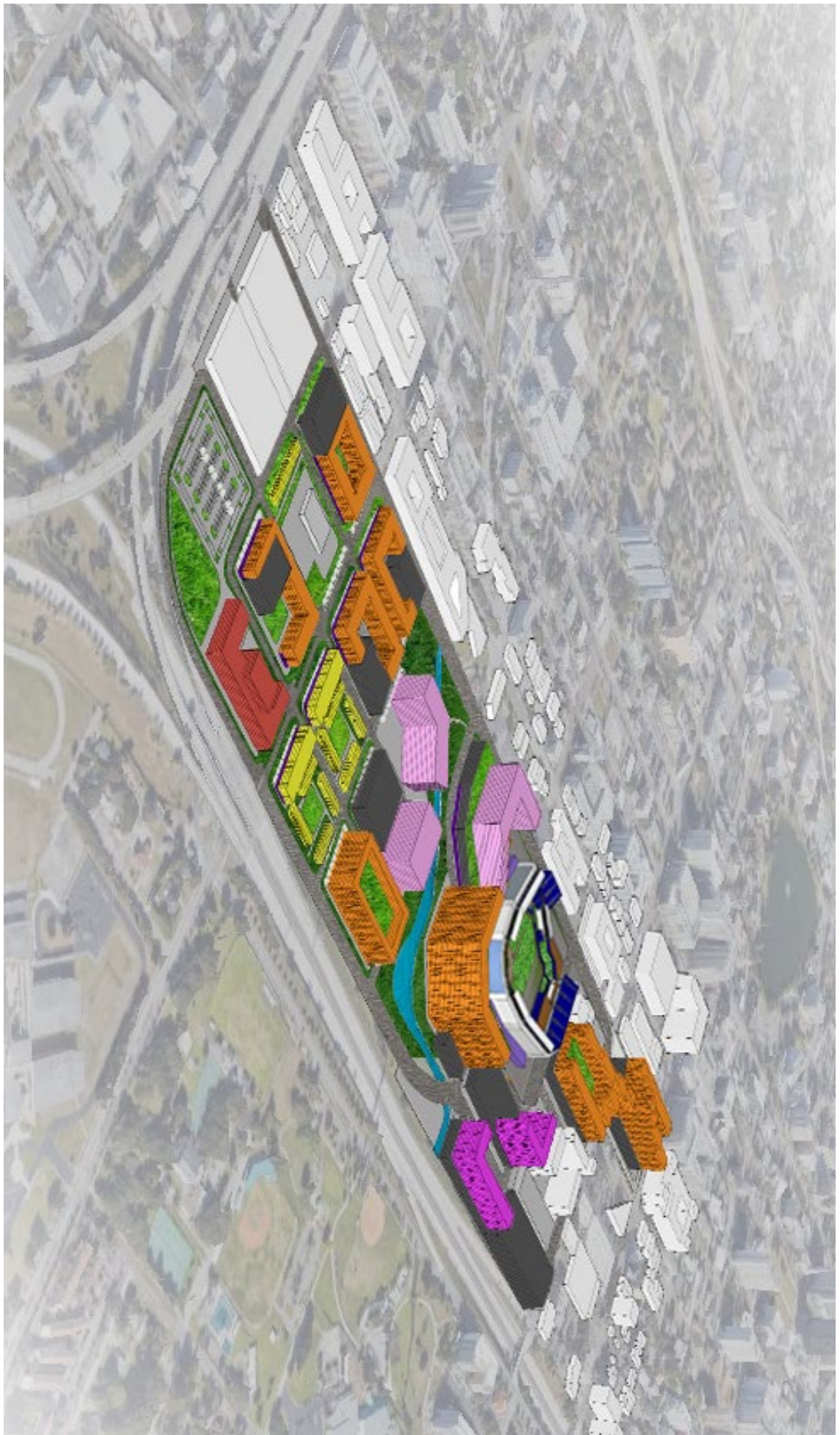
ELEVEN18 Architecture is a certified WBE and meets the criteria of a small business enterprise, outside the fact that the office headquarters are based in Orlando, FL.

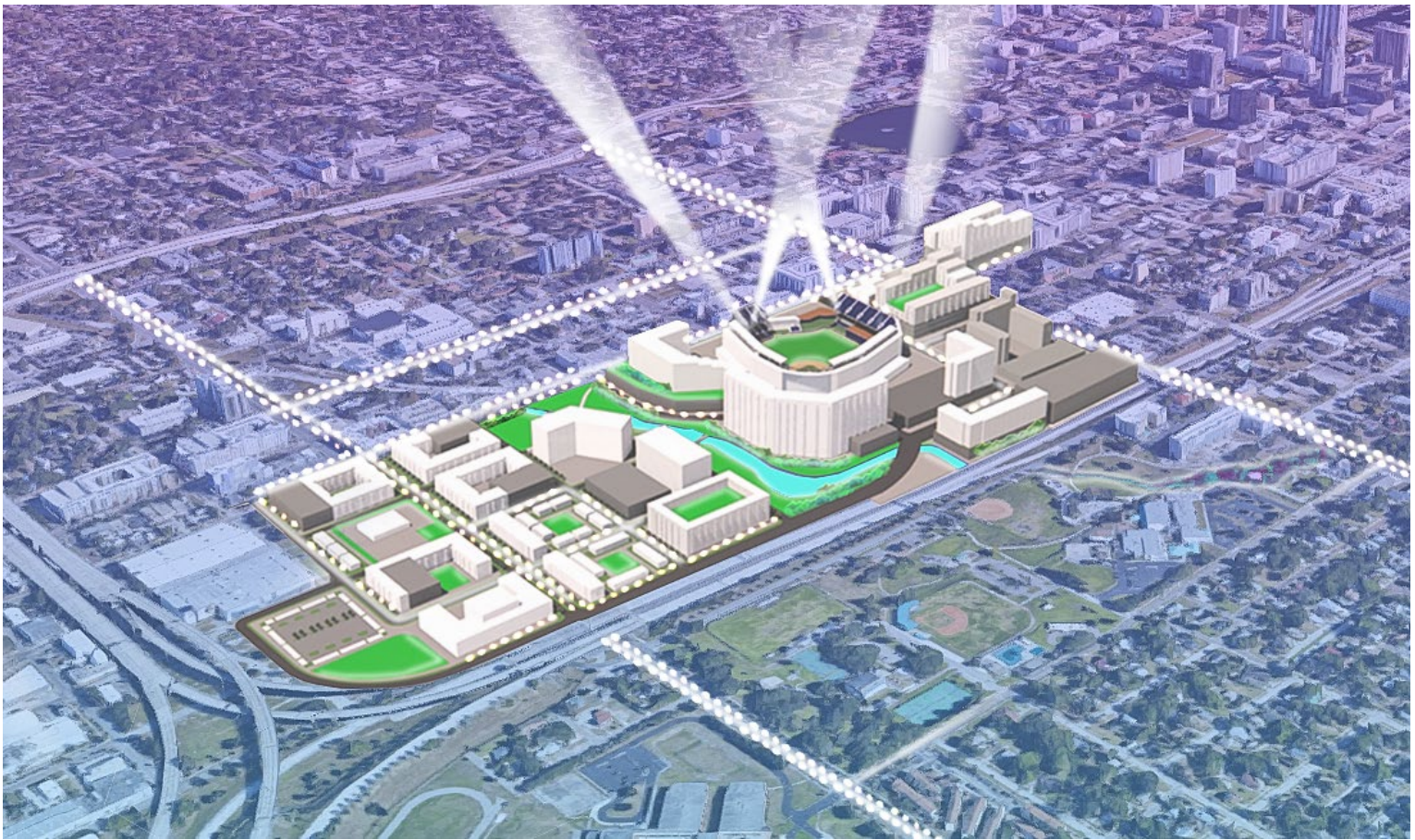




Section E – Depiction of Development







(Above and below) Massing study 3D renderings of the proposed development on the 86-acre site (ELEVEN18 Architecture)

Comprehensive Strategy and Master Plan

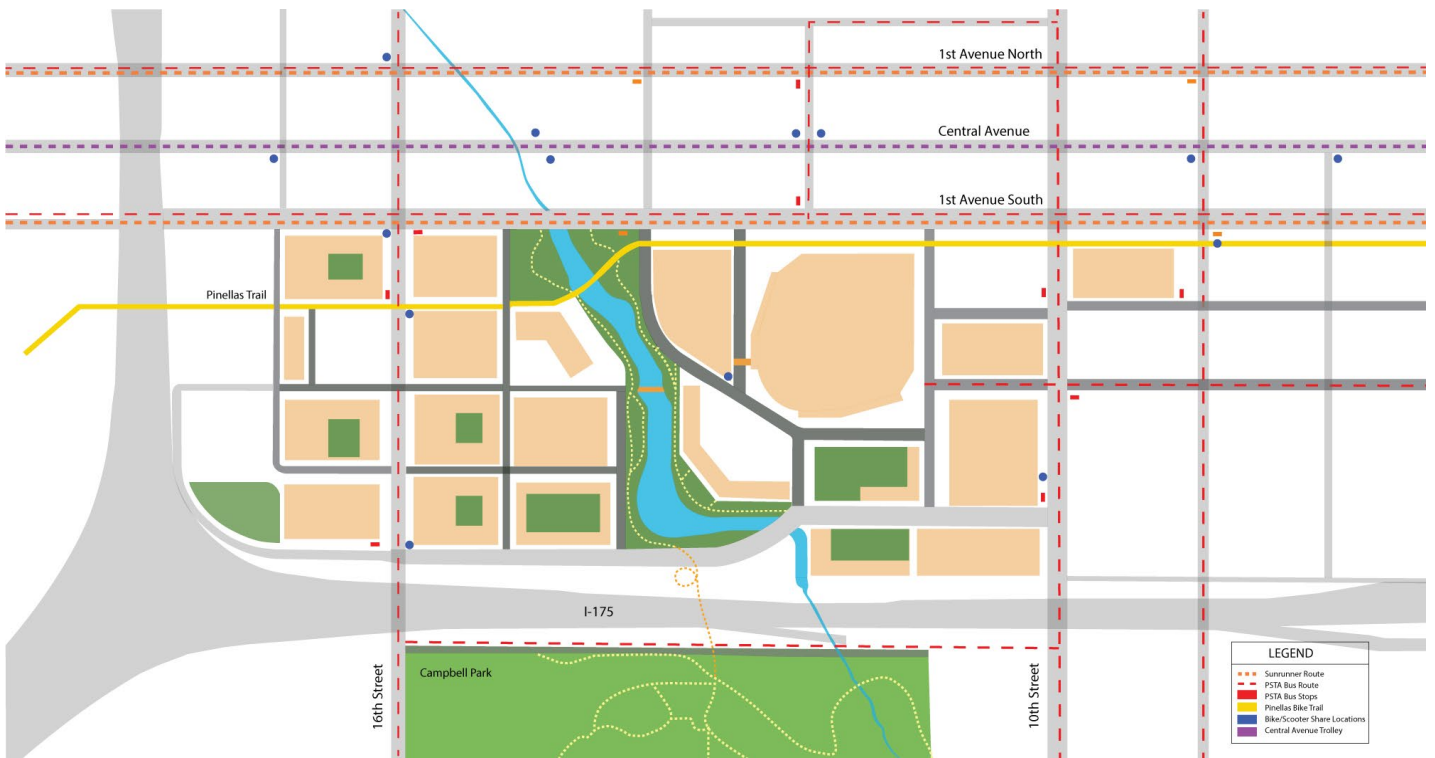
Residential development is highly integrated throughout the site with six dedicated affordable housing parcels occupying the West side of the property.

The design strategy incorporates the full scope of housing options to embrace a life cycle of housing support for this community. From childcare options to affordable homes, workforce housing, market-rate condos and independent living, St. Pete residents can spend a life within these 86 acres.

The new stadium is shown occupying a little over 12 acres in the Northeast section of the site, putting the busiest elements closest to downtown, the waterfront and the existing grid system. An inside-out concept was the vision for the exterior of the stadium to take advantage of a multitude of retail, restaurant and entertainment venues that will occupy the stadium and surrounding space. Our design will allow venues to serve patrons from both the interior and exterior of the stadium, increasing their exposure and volume of clientele on game days and every day in between. The exterior of the stadium will feel very integrated and dynamic to the downtown space and not self contained.

The design shows a moderate expansion to Booker Creek and creates more open space that can be considered a version of waterfront access and views for Class-A office and residential leasing and purchase. Two Class-A office towers will flank the creek on the west side of the site and one tower on the east side facing the stadium. These sites create in-demand locations for corporate headquarters space as well as creating opportunities for jobs, education and training for residents and the community of St. Petersburg and beyond.





(Above) Site plan of the proposed development on the 86-acre site (ELEVEN18 Architecture)

Traffic and Grid System

Section 11.3 in the RFP was solely dedicated to transportation and infrastructure improvement suggestions. Our design extends the grid and will improve the traffic flow to and from this area with a focus on maintaining square blocks aligned with the existing streets and avenues.

The corners and sidewalks of every parcel are designed to ensure the pedestrian experience is lively for the tenants yet promotes pedestrians first with wide sidewalks to accommodate not only walking and cycling residents but provides space for retail and restaurant tenants to offer exterior seating or serving patio space. In addition, the extended sidewalks provide ample opportunities for art installations throughout the project of various size and scope.

The bus routes and PSTA stations were accounted for in the design and can be easily adapted to accommodate additional transit opportunities and development improvements. The site is designed to extend and take advantage of the City's bicycle network with lanes and numerous places for bike and scooter share parking.



Photo courtesy of PSTA



(Above and below) Stadium and retail environment collage (ELEVEN18 Architecture)

The New Stadium

The new stadium occupies approximately 12 acres in the Northeast section of the property, and is flanked on three sides with residential, office and hotel/conference development parcels.

Integrating parking with these uses and including retail around the stadium and on the ground floor of buildings will improve the experience for not only attendees on gameday but should significantly increase pedestrian traffic on non-game days as they select Tropicana Field as their destination to patronize these local venues.

The Rays have expressed interest in a smaller stadium, and our design accommodates up to 25,000 seats in the acreage provided. Phasing for the stadium and surround projects will allow for extensive shared parking to be in place for the remaining seasons in the current Tropicana Field, and then immediate use and access with the streetscape as well as pedestrian bridges linking from the residential, office or hotel projects surrounding the stadium.



Inspiration design - Highpoint Stadium— Samet Odell



(Above) Rendering of a planned multifamily market-rate tower within the development, with ground-level retail and a public plaza (ELEVEN18 Architecture)

Surrounding Retail and Entertainment

Our Development Team will strive to lease as much of the project’s commercial retail, dining and entertainment space to homegrown vendors and businesses, which will help distinguish the experience for patrons from anywhere else they could spend their disposable income in St. Petersburg.

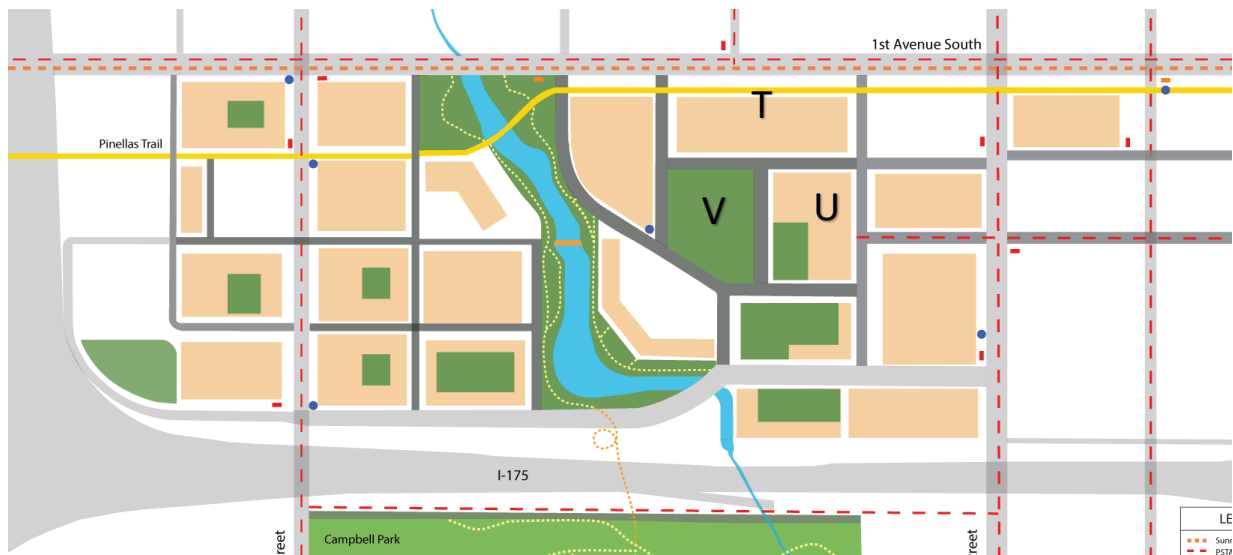
By including retail around the stadium and on the ground floor of adjacent buildings, we’ll establish a vibrant mixed-use environment on par with The Battery Atlanta, the L.A. Live District, and Milwaukee’s new “Deer District” surrounding Fiserv Forum that draws pedestrian traffic any day of the week, regardless of sporting events. An inside-out concept for the exterior of the stadium will allow retail and dining venues to occupy ground-level space at the stadium, but still have entry and access on the exterior to welcome in patrons on non-game days.

We anticipate working with local leaders to try and draw a new museum concept to the development, as well.





(Above and below) Site plan and 3D massing study of the proposed development on the 86-acre site (ELEVEN18 Architecture)

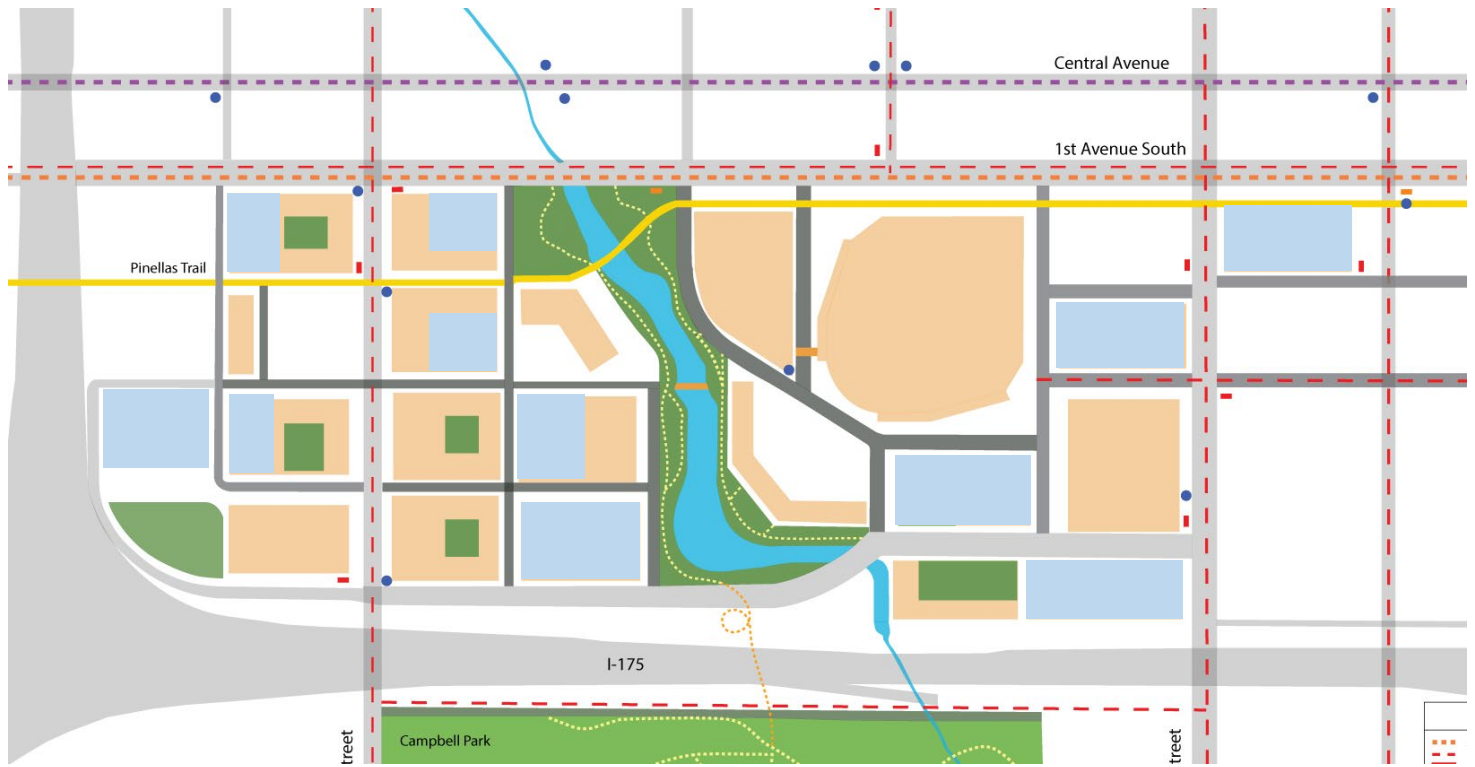


Alternative Plans for Future Stadium Site

Our alternative design for the site without a new stadium is identical to our version with the stadium, in that Parcel F intended for a stadium is replaced by **Parcels T, U and V**. The infrastructure and roads will be further expanded without the stadium breaking up the flow and show even more direct grid connections.

This allows for all design and infrastructure to move forward independent of the decision that needs to be made before 2027 regarding the future of the Rays home. It is our intention to infill the site with an urban park (Parcel V) as well as two additional multifamily buildings (Parcels T and U).

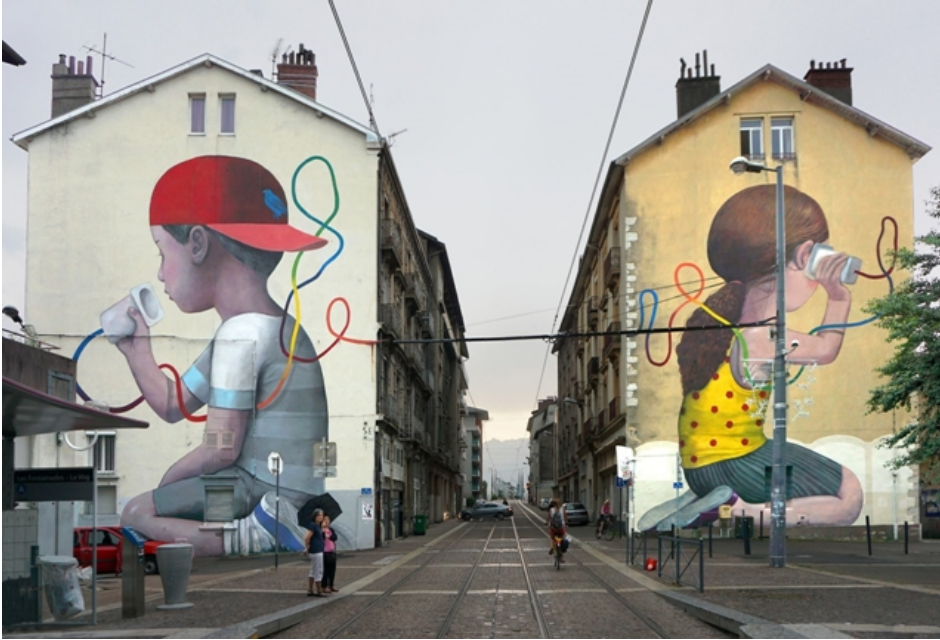
The large park in Parcel V is intended to be an extension of the creek park, although not directly connected. We propose including additional features such as a small amphitheater, playgrounds, splash pad, art installations and more. By designing a more connected park system where pedestrians can easily walk between the central park, creek park and Campbell Park, we amplify the amenities and experience for the residents and visitors to the area. In terms of features and amenities, walking between these parks would be a progression from suburban to urban.



Shared Parking

Based on the assumption that Ray's leadership approves the construction of a 25,000-seat stadium/ballpark, approximately 6,500 parking spots are required. The above graphic shows the locations of parking structures throughout the site. Not all structures provide opportunity for shared parking but with the denser development to the east, our design provides all the required parking on the east side of Booker Creek within a short walk of the future stadium.





Arts and Culture Our design vision incorporates art and local culture wherever possible and as prevalently as we can. Integrating the art installations purposefully into the development will require planning and coordination with the City to team with local museums, businesses and local artists to inspire dialogue and identify the opportunities for installations and art venues.

We would like to host local competitions to create buzz and positive press about the development, and to inspire the neighborhood to be engaged in the creation and installation of art projects throughout the development. Everything from unique designs on buildings or in parks to playgrounds and on street corners will be considered. Using creativity to hide required infrastructure and allow for historical expression will help make this a memorable place in St. Petersburg.

Most of the buildings throughout the site have been designed to allow for retail frontage on main streets, like 16th and 17th Streets as well as on 1st Avenue and around the stadium. These will provide art spaces, studio tenant space and opportunities for local businesses that focus on the **GrowSmart** initiatives.



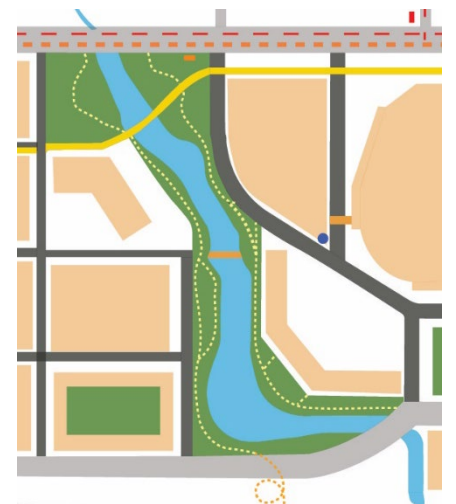


(Above Right) Rendering of Class-A office buildings to the west of Booker Creek, with pedestrian access and a multi-modal paved path that would run along the winding creek.(ELEVEN18 Architecture)

Green Space and Pedestrian

Our design proposes extensive expansion, widening and improvements to the Booker Creek area to create a park and water feature with pedestrian walkways and bike trails, as well as various art installations throughout the park.

The park will extend from 1st Avenue to 4th Avenue and will provide common green space for the Class-A office and multifamily buildings that will flank the park, improving the amenities for residents and neighboring communities to utilize.





(Above) Rendering of proposed mixed-use street façade on 16th street. View includes restaurant and retail on ground floor with patio seating along the sidewalk with multi-family above (ELEVEN18 Architecture)

Residential

Residential development is highly integrated throughout the site with six dedicated affordable housing parcels occupying the West side of the property and several more mixed-income towers adjacent or to the east side of the future stadium.

Our design strategy hinges on understanding the high-value needs of the city to develop and offer more workforce and affordable housing options. Our development plans embrace the life cycle of needs in housing for this community; from childcare facilities in affordable housing, townhomes and workforce housing, market-rate condos and apartments as well as age-restricted apartments along 1st Ave that could be design and built as affordable options as well.

The secondary design philosophy is to integrate retail and business spaces into the ground floor of most of the residential buildings especially those on 16th street to create a towncenter feel similar to the rendering we created above.



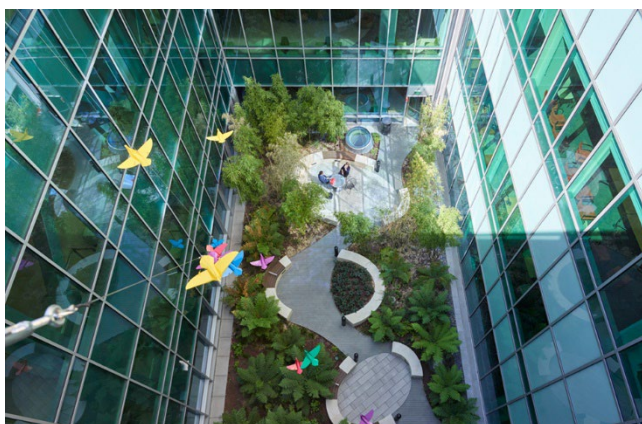
Elements



Office

Our design includes three potential Class-A office buildings, all with unique design layouts and options that will flank the Booker Creek expansion on **Parcels G, K and J**. Parcel G was design with 500,000sf of space, Parcel K with 475,000sf and Parcel J with 450,000sf for a total potential over 1.4M square feet of office space. The development of these buildings are phased toward the end of the project to allow the stadium as well as substantial housing options to be completed and ensure high demand pre-leasing opportunities.

The site location of these buildings were chosen specifically to take advantage of Booker Creek. Tenant space will command the highest value per square foot with water frontage and views as well as one building being directly across from the future stadium. Images on this page are provided as inspiration for the design options that could be incorporated.





(Above) Rendering of a potential view from a high-rise hotel room within the development. (ELEVEN18 Architecture)

Hotel and Conference Space

Our Master Plan design incorporates two potential hotels on site, with the primary one linked and adjacent to the new stadium that will feature the largest flag and include up to 500 rooms.

The second hotel parcel would feature a smaller full-service hotel, and is located immediately to the south with an integrated conference center and large shared parking garage component. Design images below depict an example pedestrian bridge, as well as adjacent conference and rooftop amenity spaces that could provide high-profile viewing of the stadium.



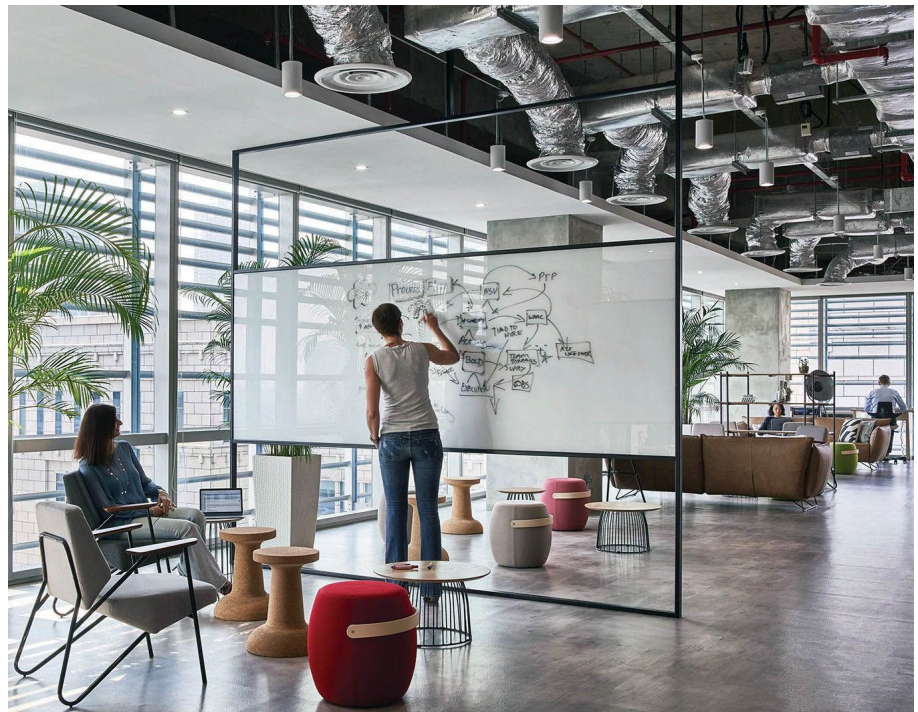


(Above) Rendering of a potential flagship campus building for a research institute, university or other entity of higher education (ELEVEN18 Architecture)

Research/Tech Campus

Our master site plan allocates space in the southwest corner of the site for 250,000-plus square feet of campus/trade/industrial space, as well as an open green courtyard space and large parking garage that could serve not only the campus, but the stadium and surround multifamily developments for additional parking needs.

At the time of this proposal submission, no partnerships have been established with local colleges, trade schools or sector industries to determine the size, scope and design needs for this space. Seven acres provides ample opportunity to allow for multiple schools or companies to collaborate with us on building a facility to fit their needs.





Section F – Parcels and Phasing

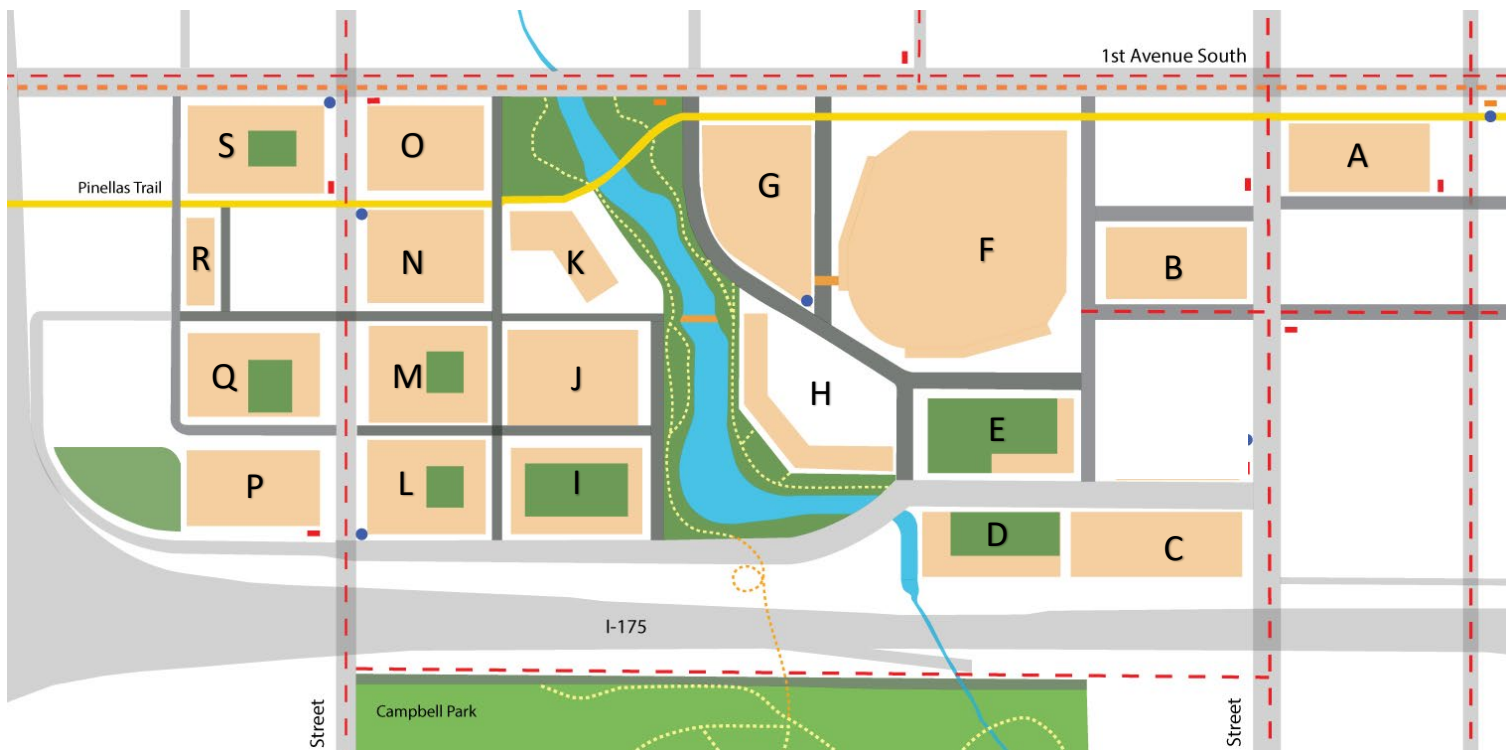




Master Plan - Types of Development

Each of the parcels will support different types of development, with the entire mixed-use campus more traversable and connected to the City's existing grid with additional streets, sidewalks and pedestrian trails. The rendering above show massing colored by land use with a new stadium and the rendering below show the same site minus the stadium and with additional residential and park space. As our design focuses on housing with emphasis on affordable housing, note how much yellow and orange residential projects are on the site.





Master Plan - Types of Development

Each of the parcels will support different types of development, with the entire mixed-use campus more traversable and connected to the City's existing grid with additional streets, sidewalks and pedestrian trails. See the Parcel listed by land use type with detailed acres, square footage and room/unit counts below.

Stadium

Parcel F 12.4 acres
25,000 seats

Office

Parcel G 500,000 sf
Parcel J 450,000 sf
Parcel K 475,000 sf

Hotel/Conference

Parcel D 150 rooms/75,000 sf
Parcel E 500 rooms/50,000 sf

Campus/Tech

Parcel P 250,000 sf

Parking Garage

Parcel C 2,200 stalls

Residential

Parcel A 300 units (MI)
Parcel B 300 units (MI)
Parcel H 625 units (MR)
Parcel I 230 units (MI)
Parcel L 40 townhomes (AH)
Parcel M 40 townhomes (AH)
Parcel N 160 units (AH)
Parcel O 160 units (AR)
Parcel Q 150 units (AH)
Parcel R 16 townhomes (AH)
Parcel S 175 units (AH)

GRAND TOTAL 2,196 units
(Affordable - AH) 856 units
(Workforce- WF) 430 units
(Market-Rate- MR) 725 units
(Age Restricted- AR) 160 units



Master Plan - Types of Development

Throughout the development, numerous parcels will have retail and small business tenant spaces available on the ground floor. See the dark purple shading below most orange residential and pink office buildings below in the massing model.

Retail Component under Residential

Parcel A	30,000 sf
Parcel B	30,000 sf
Parcel H	20,000 sf
Parcel L	45,000 sf
Parcel M	45,000 sf
Parcel N	15,000 sf
Parcel O	15,000 sf
Parcel Q	15,000 sf
Parcel S	15,000 sf
TOTAL	290,000 sf

Retail within Hotel/Stadium/Office Buildings

Parcel E	30,000 sf
Parcel F	50,000 sf
Parcel G	50,000 sf
Parcel J	50,000 sf
TOTAL	180,000 sf





Parking Structure and Shared Parking

The above site plan illustrates in purple the parcels that have parking structures associated with the building construction. Each structure has a total parking count (far right column) and what is available as shared/public use parking (middle column) for the stadium and non-residents/tenants. The difference between the total parking available and shared parking stalls are what spaces are dedicated to the use of the building such as residential owners, renters and office tenants. Parcel T and U listed at the bottom show the non-shared, dedicated parking that would be allocated to the two multifamily parcels in Scheme B where the new stadium is not built (reviewed in the phasing plan on the previous page).

Parcels with Parking	Shared Parking Spaces Available	Total Parking Available
Parcel A	1300 stalls	1700 stalls
Parcel B	1300 stalls	1700 stalls
Parcel C	2200 stalls	2200 stalls
Parcel E	600 stalls	800 stalls
Parcel G	500 stalls	900 stalls
Parcel I		400 stalls
Parcel J	700 stalls	700 stalls
Parcel N		325 stalls
Parcel O		300 stalls
Parcel P		500 stalls
Parcel Q		300 stalls
Parcel S		425 stalls
	TOTAL	TOTAL
	6,600 stalls	10,250 stalls
Parcel T		615 stalls
Parcel U		575 stalls



Phasing Plan

The above phasing plan anticipates that approvals are obtained in the User Agreement and the development vision is approved by all parties to begin design, development and construction on the site prior to 2027. This schedule can be started at any time in the future, and beginning the buildout sooner rather than later benefits all parties involved.

This design and phasing plan assumes the continued use of the old stadium until the new stadium is constructed, and that the Rays will be staying on the Tropicana Field site past the 2027 MLB season with a new stadium.

We'll lead our development phasing with:

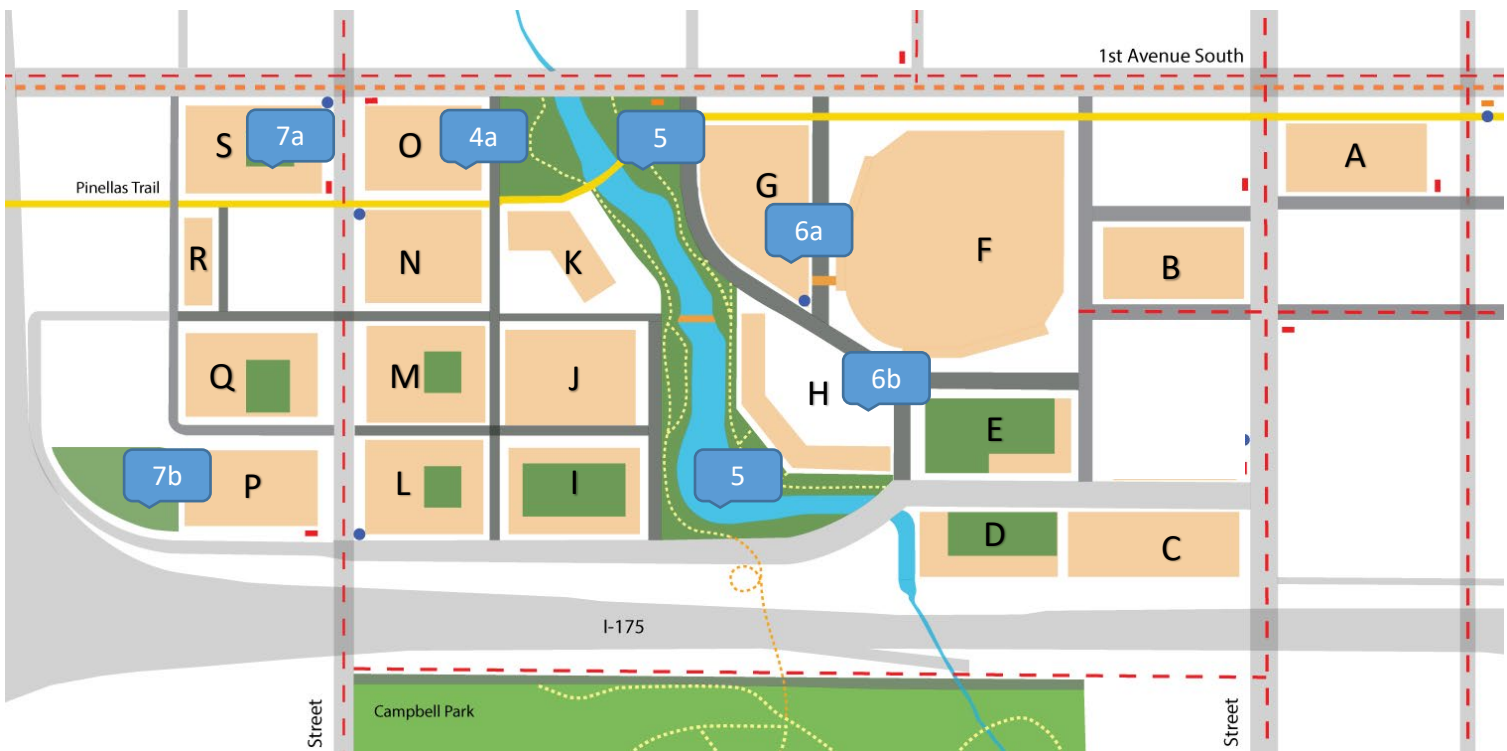
- **Phases 1 and 2a (Parcel A and B)** will provide shared parking garages with affordable/workforce multifamily towers;
- **Phase 2b (Parcel C)** will construct a large multi-story parking structure as the base of a future conference center;

Based on a schedule of finalizing overall design in 2021, and individual parcel design from that point forward, this phasing plan and schedule shows the **new baseball stadium being built in Phase 3c (Parcel F)**, which would be approximately three years after we are accepted as the Master Developer.

The majority of all construction in the first three to four years of the project will occur on the east side of the site, across the creek from the existing stadium. This preserves the current Tropicana Field and nearby surface parking for the 2021-2025 MLB seasons before a new stadium can be completed and available to the Rays.

The Phase 2b parking garage will be directly linked to one hotel to be built on **Parcel D (Phase 4b)**. Both hotel parcels D and E have construction access via 5th Ave and can be built after or in conjunction with the stadium.

Phase 4c incorporates the larger hotel that will be adjacent to the stadium.



Phasing Plan

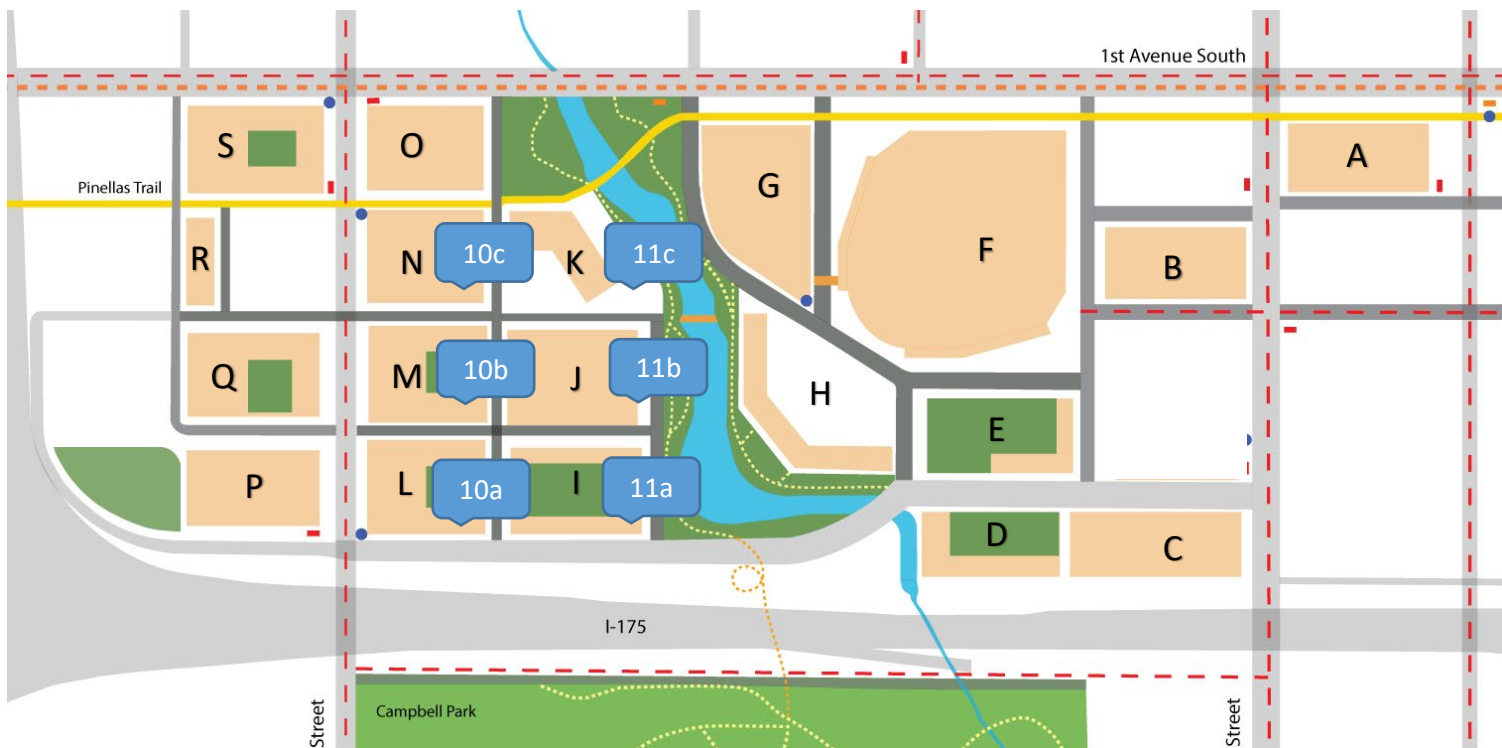
As the stadium is being built (Parcel F – Phase 3c), construction can begin on the first and only 55-plus age-restricted housing development in our plan. **Parcel O (Phase 4a)** will be construction on Parking lot #5 just north of the current stadium and Pinellas Trail. Construction will not be hindered with available access from both 1st Avenue and 16th Street. This development could be marketed as either affordable or market-rate 55-plus housing, since it will eventually command high rents with its direct view and access to the future Booker Creek Park and pedestrian trails. This development will include street-level retail space facing 16th Street.

As the stadium and hotel projects are being finalized, the work to expand and improve Booker Creek can begin (**Phase 5**). By this time, income and funding should become available from the development of Phases 1 – 4 in the form of impact fees, taxes and permitting to be reinvested back into the development and community to improve the creek and pedestrian walkways.

Phase 6a (Parcel G) will mark the construction of the first official office project on the site. It is phased mid-way through the project to allow the impact of COVID-19 on the office real estate market to pass and improve demand for office space. Secondly, some of the greatest selling points for office tenancy in this project are having the new stadium to the east and Booker Creek renovation completed prior to leasing. When completed, these office buildings should command high price-per-square-foot rental rates.

Phase 6b (Parcel H) is a signature statement design market-rate residential tower with 625 units. Our design shows open space under the building between the Stadium and Booker Creek as well as a large courtyard that could be utilized for numerous uses by the city, stadium and tower for entertainment, food and art venues.

Phases 7a (Parcel S) take us to the West side of the development, to introduce more affordable housing projects on current surface parking lots that have been replaced with various shared parking garages available on the east of the site. **Phase 7b (Parcel P)** provides the opportunity to start construction on the "tech campus" with building space available for a variety of education, trade schools or research institutions. Teaming opportunities will be explored and sourced from local higher education entities while the site is under construction.



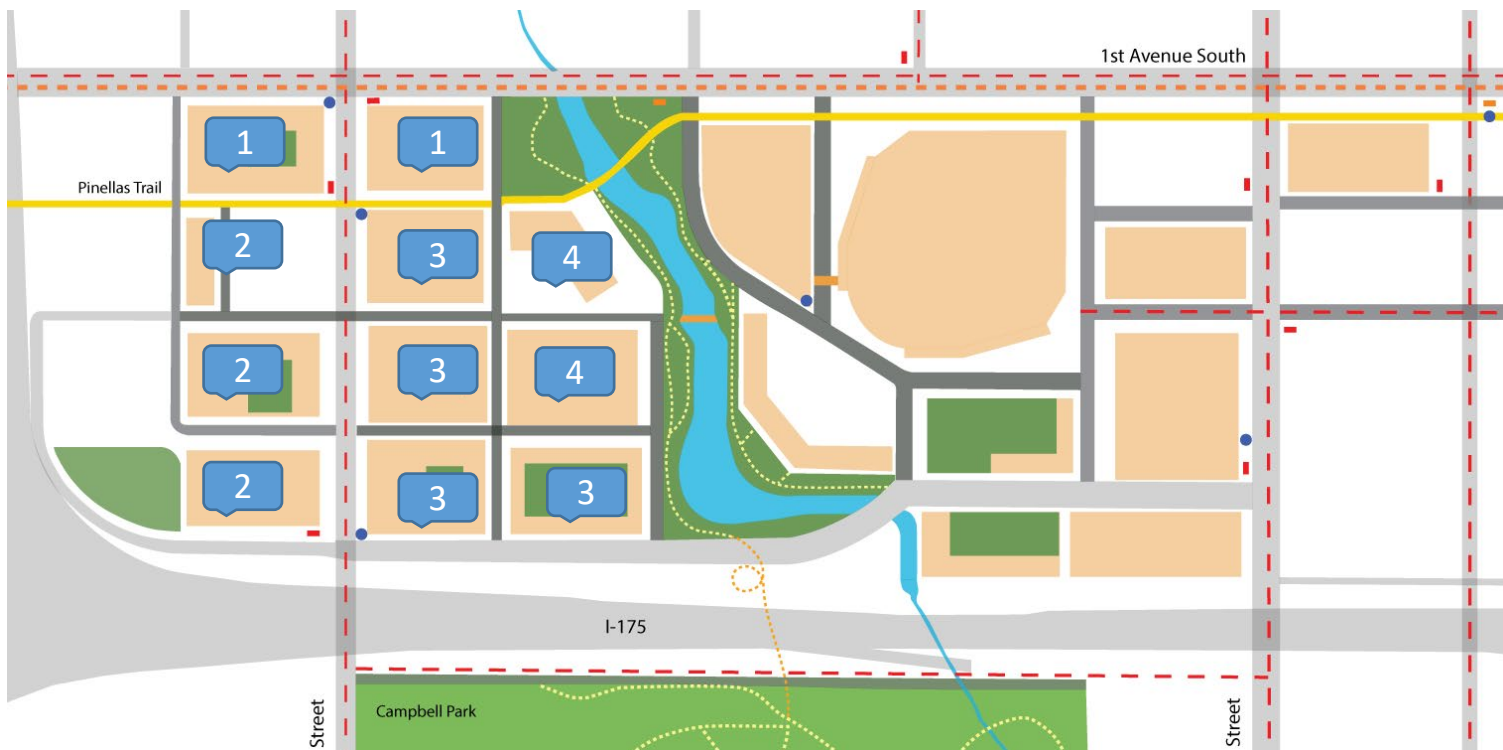
Phasing Plan

Phases 8 and 9 are not depicted graphically on this visual but will encompass the demolition of the existing stadium and the construction of the remainder of the infrastructure for the site, including extending 15th Avenue, widening 16th Avenue and extending 2nd, 3rd and 4th avenues to the creek.

Phases 10a, 10b and 10c (Parcels L, M and N) can begin construction as the infrastructure and roads are completed. These include the for-sale townhomes in Parcels L and M, as well as the additional affordable multifamily housing development in Parcel N. Note these parcels flank 16th Avenue and will contain street-level retail and small business tenant spaces.

Phases 11a, 11b and 11c (Parcels I, J and K) transition back toward the east and are adjacent to the newly expanded and improved Booker Creek Park and pedestrian trails. The three properties in this phase are a mixed-income mid-rise residential tower (Parcel I) and two Class-A office towers.

As mentioned earlier, this project should be very well developed and built out by the time these phases start construction. The assumption is that these parcels and developments will then be in very high demand and could be then fully pre-leased and pre-sold considering their water frontage and access to entertainment and retail amenities surrounding the new stadium.



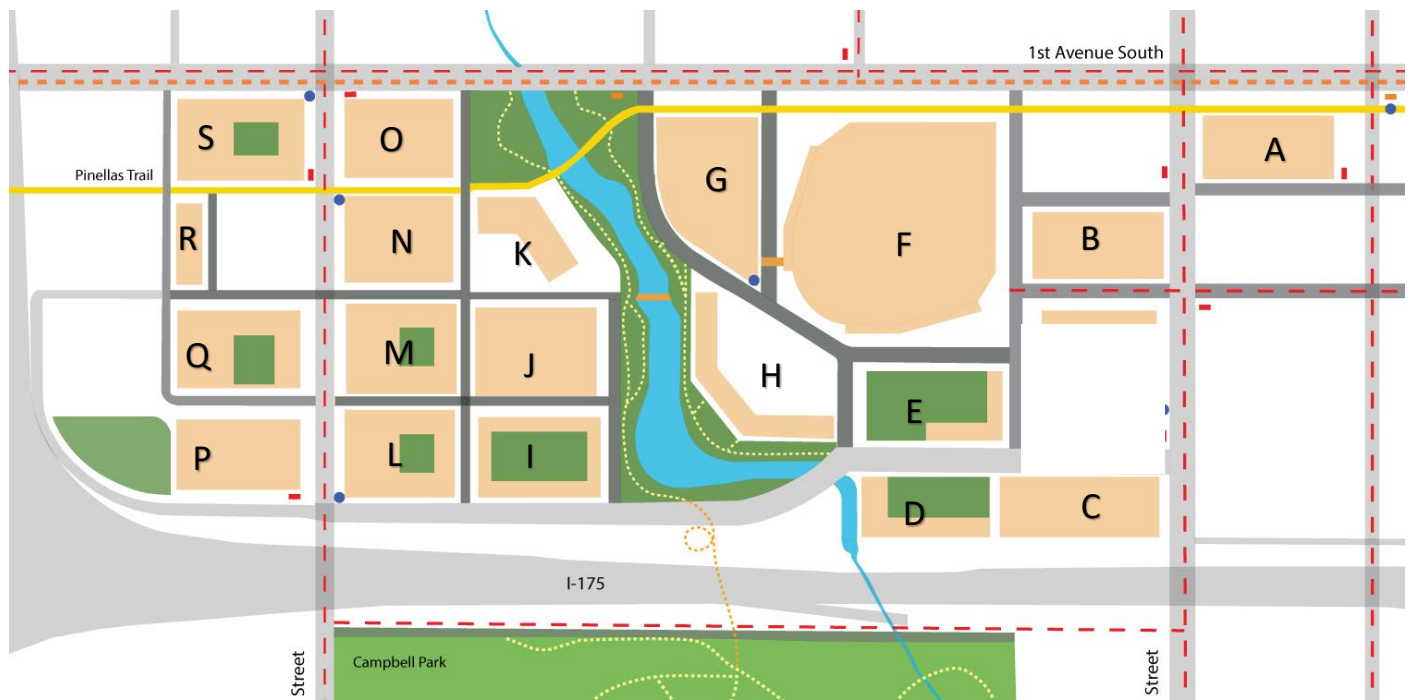
Phasing Plan – extended timeline

Our assumption as the Development Team that the primary reason phasing and construction could not begin until the end of the 2027 MLB season would be that the Rays leadership has chosen not to pursue the design and construction of a new stadium and would like the site to remain undisturbed until the end of their Agreement.

If that situation occurs, the design and phasing plan would theoretically be mirrored from the one explained in previous pages. Construction would start on the West side of the property with demolition and infrastructure improvements, once the Rays depart from the existing stadium.

Concurrently, the affordable multifamily housing parcels should be started to meet the immediate needs of the community, as well as to provide income and funding to the city quickly in the form of impact fees, permitting and property tax revenue to allow for reinvestment in the expansion of Booker Creek and additional infrastructure improvements.

The above shows an example of how the phasing would flow from West to East with affordable housing parcels being constructed first, and then working toward Booker Creek and the surrounding buildings.



Phasing Schedule for Completion

We've analyzed how each use and parcel could be developed independently or concurrently with the others in, before or after their phase to find an optional timeline to estimate completion. This schedule assumes kickoff on the first parcel in 2021 for design and could vary once design is finalized. Stadium design, permitting and construction may take up to five years, therefore getting that phase kicked off as early as possible is necessary to have a stadium ready close to Rays 2027 season end.

Phase	Land Use Type	Begin Design	End Construction
1	Residential (MI)	Q2 2021	Q3 2024
2a	Residential (MI)	Q3 2024	Q4 2027
2b	Parking Garage	Q3 2024	Q1 2027
3a	Residential (AH)	Q2 2027	Q4 2027
3b	Residential (AH)	Q2 2027	Q1 2029
3c	Stadium	TBD	4-5 years after start
4a	Residential (AR)	Q2 2029	Q3 2031
4b	Hotel	Q2 2029	Q3 2031
4c	Hotel	Q2 2029	Q4 2032
5	Park	Q2 2029	Q2 2032
6a	Office	Q2 2029	Q3 2032
6b	Residential (MR)	Q2 2029	Q4 2032
7a	Residential (AH)	Q4 2032	Q4 2034
7b	Trade School	Q4 2032	Q4 2034
8	DEMO	DEMO	Q2 2034
9	Stadium site infrastructure	STREETS	Q1 2035
10	Residential (AH)	Q3 2034	Q3 2037
10	Residential (AH)	Q3 2034	Q3 2037
10	Residential (AH)	Q3 2034	Q3 2037
11a	Residential (MI)	Q3 2034	Q3 2037
11b	Office	Q3 2034	Q3 2037
11c	Office	Q3 2034	Q3 2037



Section G – Other Relevant Information



Additional Information

Economic Impact

Through the multi-phased, 16-year development cycle of our Master Plan, we anticipate more than \$2.4 billion to be invested in new construction, with 6,300 new construction jobs created for every \$1 billion spent on construction, according to the Association of Builders and Contractors.

Nearly 2 million square feet of commercial office, hotel and campus/tech space is projected in our Master Plan across seven land parcels, in addition to a 25,000-seat new baseball stadium, and 2,196 residential units across 11 multifamily and townhome project sites.

The potential for new direct permanent jobs on those properties, post-construction, number in the thousands.

Financial Contribution by the City

The Development Team anticipates that the City will oversee the analysis, planning and expansion of the public infrastructure on the Tropicana Field site, as well as contribute to this portion of the project on a financial basis. All public rights of ways, streets, sidewalks, parks, green space and pedestrian trails would be included in this cost.

The City's cost of improvements to the infrastructure will be recovered by revenue generated from the site's development and improved property taxes, as well as new sales tax revenue, impact fees, permitting fees and additional money collected as the parcels are designed and constructed.

Estimated Construction Cost

Residential Development Construction Costs – 11 parcels/projects	estimated at \$406M
Office Development Construction Costs - 4 parcels/projects	estimated at \$477M
Commercial Development Construction Costs 12 parcels/projects	estimated at \$106M
Parking Structures Construction Costs 12 parcels/projects	estimated at \$216M
Stadium construction Costs 1 stadium with retail	estimated at \$400 and \$800M
Total	estimated at \$2.42B

Benefits to the Community

The vision of our RFP response details extensively the benefits that we believe will result from the redevelopment of this site for the City and the community. The City has spent years and thousands of dollars to research and provide vision and feedback into their desired future for this site, and those have been incorporated into our design to the best of our ability without direct interaction with community leaders.

Please reference the Vision Statement and Consistency with City plans in Section D for our detailed narrative on how this design will benefit the community and surrounding neighborhoods.

Affirmative Statement (per section 13.1)

Proposer is not party to or affected by any litigation, administrative action, investigation or other governmental or quasi-governmental proceeding which would, or could, have an adverse effect upon the Property or upon the ability of Proposer to fulfill its obligations under any agreement relating to this RFP, and there are no lawsuits, administrative actions, governmental investigations or similar proceedings pending or, to Proposer's actual knowledge, threatened against or affecting the Proposer's interest herein.

Primary Contact:

Ryan von Weller

Wendover Housing Partners

Based in Altamonte Springs, FL

rvonweller@wendovergroup.com

(407) 333-3233 x 294