



City of Oakland Park

Downtown Properties Redevelopment Project

Phase Two: Development Proposals from Pre-Qualified Firms

RFP# 011322

January 13, 2022



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TAB A: Cover Letter



January 13, 2022

Kerri Anne Fisher
Purchasing Manager
City of Oakland Park
Financial Services / Purchasing Division
3650 NE 12 Ave
Oakland Park, FL 33334



**Re: Downtown Properties Redevelopment Project
Phase Two – Development Proposals from Pre-Qualified Firms; Request for Proposals (RFP #011322)**

Dear Evaluation Committee:

On behalf of the Kaufman Lynn and Falcone Group team (hereafter referred to as “KL-Falcone”), we are humbled to have advanced to Phase II of the proposal process and to submit our Design Development Concept to The City of Oakland Park. The KL-Falcone team represents a unique collaboration between two highly-experienced and reputable development organizations and brings a diverse group of experts with decades of experience. Together, the KL-Falcone team is the premiere South Florida master development team with a track record of successful master-planned communities, as well as best-in-class design, construction, and management teams. This is best exemplified by the recently-completed KL-Falcone mixed-use project known as Plantation Walk where we worked collaboratively with the City of Plantation in their ongoing urban renewal efforts to deliver more than 400 residential units, and nearly 300,000 square feet of commercial space (office, restaurant, and retail).

Kaufman Lynn is a full-service commercial development and construction company with extensive experience in a number of asset classes. Kaufman Lynn has built exceptional high-quality buildings and long-lasting relationships since it was founded in 1989. Headquartered in South Florida, the company has more than 200 employees. A respected industry leader in building private and public projects throughout the United States, the Kaufman Lynn portfolio reflects projects utilizing best-in-class, cost-saving alternatives and stringent quality control processes in multiple market sectors including multifamily, government/municipal, retail, and mixed-use.

Serving as a South Florida-based, vertically-integrated real estate firm since 1989, the Falcone Group has developed top-quality apartments, single-family homes, master-planned communities, urban/mixed-use properties, as well as entertainment and vacation venues. The company (which includes multiple investment vehicles valued at more than \$2 billion in capital and \$10 billion in portfolio development value) has developed more than 20,000 apartments and 30,000 single-family homes since 2004. This includes one of the largest master-planned urban developments in the United States—the Miami World Center in Downtown Miami.

Under the leadership of the Falcone Group, the Miami World Center project has transformed Downtown Miami into a walkable and organic space, tactfully integrating various residential & commercial buildings and corresponding infrastructure with the surrounding nodes of transportation. These nodes include MiamiCentral (the mixed-use railroad station that spans over six city blocks, serving an inter-city rail service named Brightline and the Tri-Rail commuter rail) and the Government Center station (an intermodal transit hub operated by Miami-Dade Transit that serves as a transfer station for the Metrorail and Metromover rapid transit systems, as well as a bus station for Metrobus, Paratransit, and Broward County Transit buses). Such forms of transit-oriented development have been critical for Downtown Miami, with the need to connect City residents and people from other municipalities to major museums, sports & entertainment venues, and other destinations. The Falcone Group's Caoba multifamily development is indicative of the Miami World Center's thoughtful planning and delivery, as it boasts a Transit Score® of 100 and a Walk Score® of 92. The Falcone Group's immediate and firsthand experience with planning transit-integrated development makes it well-equipped to serve as a partner alongside Kaufman Lynn for the City of Oakland's Downtown Properties Redevelopment Project.

Most importantly, the KL-Falcone partnership is intimately familiar with public-private developments, and our record shows a deep commitment to providing opportunities for small, women, and minority-owned business contracting, as well as local workforce hiring. In this regard, we believe that our proposal is unparalleled given our project team consists of several S/M/WBE firms, including:

- **Architect:** BC Architects
- **Civil Engineer:** Botek Thurlow Engineering
- **S/M/WBE & Local Workforce Hiring Team:** MCO Construction
- **Community Outreach & Marketing:** Mosaic Group
- **Public Art Consultant:** George Gadson Studios
- **Tech Workforce Platform & "Culinary District" Revenue Driver:** Workchew

The KL-Falcone team is fully committed to the success of The City of Oakland Park's Downtown Properties Redevelopment Project. We are and will continue to be a proactive partner to The City and will work hard to get the best comprehensive price while making sure our design meets and exceeds the intent of this important project.

Sincerely,

KL-Falcone



Michael Kaufman,
President, Chief Executive Officer & Founder
3185 South Congress Avenue
Delray Beach, FL 33445



Arthur Falcone,
Chief Executive Officer & Founder
1 Town Center Road | Suite 600
Boca Raton, FL 33486

City of Miami, Florida

FRANCIS SUAREZ
MAYOR



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MIAMI, FLORIDA 33133
(305) 250-5300
FAX (305) 854-4001

December 7, 2021

Dear Sir or Madam:

It is my distinct pleasure to issue this letter of support and serve as a reference for the Falcone Group regarding its RFP proposal for the Downtown Properties Redevelopment Project.

The Falcone Group has been an incredible leader in the real estate industry and community-building space throughout the City of Miami. For more than 10 years, the firm's principal Arthur Falcone has led the development of the Miami WorldCenter project and forever changed Downtown Miami in a way that has continuously brought positive revitalization through job creation, educational and employment opportunities, housing supply, and economic production. The Southeast Overtown / Park West (SEOPW) Community Redevelopment Agency (CRA), where I previously served on the Board during my time as Miami District 4 City Commissioner, has seen tremendous growth and investment interest within its boundaries.

The Park West district, where Miami WorldCenter is now located, was historically derelict and blighted with a lack of investment. Now, infrastructure has been restored, and over the years, Overtown residents have been offered new educational and employment opportunities through efforts such as the Training for Manufactured Construction (TRAMCON) Program. The program was brought to the community by the CRA in partnership with the Miami WorldCenter team, and it is indicative of Arthur Falcone's commitment to the concept of "a rising tide lifts all boats."

I am confident that selection of the Falcone Group-Kaufman Lynn team to develop the Downtown Properties Redevelopment Project will forever benefit Oakland Park, just as Miami has, given the vision and passion that Arthur Falcone has for major mixed-use developments. Please contact my office should you wish to follow up on this further, and thank you for all of your hard work, particularly during these challenging times.

Sincerely,

Francis X. Suarez
Mayor of Miami

TAB B: Development Proposal



Development Proposal

Commitment to a Diverse, Vibrant & Pedestrian Friendly Development

The concept proposed by the KL-Falcone team embraces the City's vision and creates a development that **supports sustainability from an environmental, social and economic perspective**. As a true mixed-use development, the project will bring together substantial civic open space, abundant restaurant offerings, retail space for local merchants, highest-quality affordable housing options, and business opportunities that significantly add to the City's tax base.

The project will be a "people place" and will function as both an activator and connector within the Downtown Culinary Arts District. Designed with the future commuter rail station in mind, the project creates greater connectivity and improved mobility. All edges of the project site are thoughtfully designed to create a development that fully integrates into and enhances the surrounding community.

SITE PLAN - CREATING A VIBRANT, WALKABLE, MIXED-USED DESTINATION



The site plan demonstrates an important principle of successful urban design: Use the form of buildings and structures to shape the open space. The contour of the Woonerf is a result of studying the traffic flow and the locations of the various activity nodes – the restaurant/culinary spaces and food truck area, the retail storefront, the office plaza, and the train station stop. The circulation design connects and accentuates these important nodes. The proposed Woonerf snakes its way from north, south, and east, creating interesting pockets of green space and activity centers.

Woonerf @ 12th AVE

The Woonerf design brings together the four main activity nodes (culinary, office, retail, transit station) along the western portion of the site. A central sculpture fountain creates a focal point for all three directions acting as a wayfinding element at the center of Woonerf. Curved paths provide traffic calming and picturesque vistas through the Woonerf.

The Woonerf has three island green spaces, each with its own character:

North: Mini botanical garden with labeled specimens of native plants surrounded by seating

Central: Lawn and sculpture fountain

South: Long, narrow green spaces featuring a small retail kiosk and seating

Along the retail façade, the Woonerf provides many pockets of green space, seating, and parking which is accented by shade trees. Along the Dixie Highway/railroad side, the Woonerf is buffered by large planters with dense vegetation and integrated seating spaces, facilitating truly natural connectivity between people and the environment.

The raised entrance plaza for the future commuter rail station is on axis with 37th Street and the central sculpture fountain. The public space radiates outward from the railroad platform, interacting with the activities across the street and forming greenspaces, seating areas, and rideshare access points proximate to multiple EV charging stations.

At the ground floor of the North Building, a large public plaza connects to the Woonerf and is planted with a grid of palm trees. This creates a flexible public space that can be furnished differently for specific events and uses such as:

- Tents, tables and booths for seasonal events, culinary fairs and food markets
- City-hosted initiatives and events
- Benches for everyday business use
- Mats for yoga classes

The north portion of the Woonerf also provides space for food truck parking, which will attract patrons from the nearby culinary district venues (Funky Buddha, The Butcher's Barrel, Paisa Bites, etc.) as well as from the future Sky Building and City Hall.



Connecting & Enhancing Existing Items on All Sides

North Building

The north side of the development features a mixed-use building with office space, retail, live/work units, apartments, parking, and roof top event spaces.

A large building overhang on the north side of the building functions as office drop-off and entrance to the lobby space. The ground floor features **culinary-focused** commercial space (such as a teaching kitchen/cooking class kitchen) with adjacent open space and planted bioswale with an intimate pedestrian passage crossing the reserve. The open space could be used to host tasting menus for the teaching kitchen.

Live/work units and retail occupy the west side fronting the Woonerf. Structured parking can be accessed on the south end of the building from 37th Street.

The upper floors include:

- 4 floors of flexible office space along 38th Street
- 4 floors of residential units lining the Woonerf on 12th Avenue and 37th Street
- Rooftop office recreation space and leaseable event space

South Buildings

The southern part of the site features a mixed-use building with retail space, apartments, and parking and a freestanding 3-story townhome building on the eastern edge.

The ground floor of the mixed-use building features a long retail frontage starting on 37th Street and curving south along the Woonerf, and anchoring the corner of 12th Avenue and 36th Street. The site provides ample space for sidewalk café seating.

On the east side of the parcel, a neighborhood café and dog park take advantage of the desirable shade and park-like setting under the existing landmark Ficus tree. The free-standing townhome building on the east border of the parcel serves as a transition to the lower scale neighborhood. Its positioning also creates a small public pocket dog park adjacent to the mixed-use building.

Structured parking within the mixed-use building can be accessed on the south from 37th and 36th Streets. On the upper floors, 3 floors of residential liners wrap the garage. An additional 3 floors of apartments extend beyond the height of the garage and surround a private pool and amenity deck for apartment residents and their guests.



Relocated Park Amenities

The KL-Falcone development plan includes the relocation of all recreational amenities currently on City owned lands to the new Greenleaf Park site to the east of the core development site. This includes, but is not limited to, the playground with rubberized surface and shade cover, tennis courts, basketball courts, pavilion, and greenspace.

As an added benefit to the community, our proposal includes the acquisition of Parcel B, which will be used to expand the recreational and green space available to the community. Our plan includes a new pavilion structure that can host public events/meetings, as well as landscaping to enhance and unify the new recreation spaces.

High Quality Architectural and Urban Design

The proposed development exemplifies key urban design principles in its mix of uses, orientation, and design elements. With ample restaurant space and other culinary commercial spaces along the Woonerf, it creates connectivity and activation of the Downtown Culinary Arts District.

The site design makes it easy for pedestrians to move through the site. It also creates public squares where people can have chance encounters as well as purposeful gatherings.

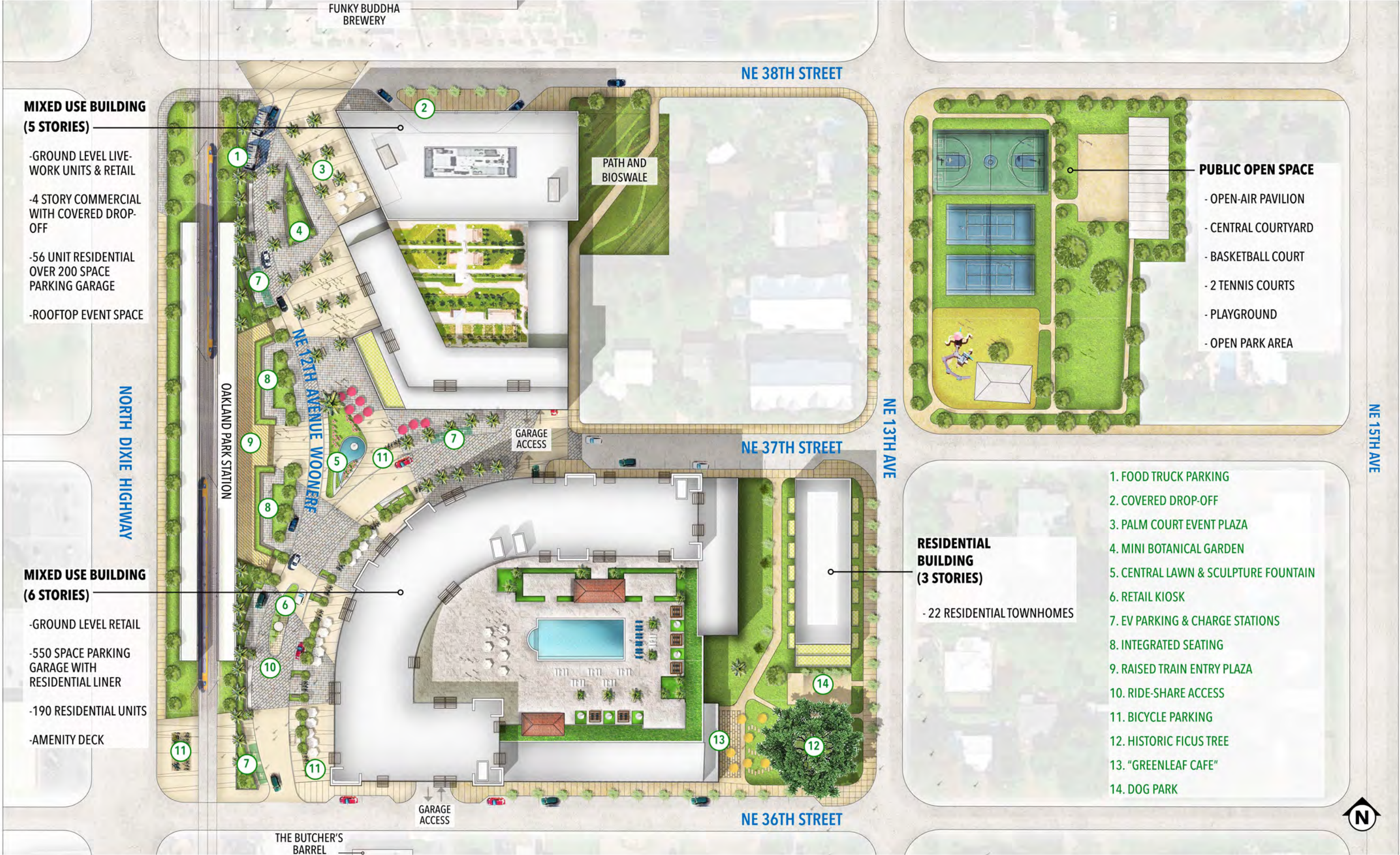
The building orientations were carefully considered to create maximum connectivity to related uses surrounding the site as a clear, intuitive connection to the proposed commuter rail line. The building design is complementary to the Oakland Park Sky Building on the west side of Dixie Highway.

The proposed architectural detailing reflects a warm, tropical modern aesthetic, exemplified by:

- The retail facades feature angled storefronts with expansive glass with wood accents, framed with coral limestone.
- The exteriors of the residential towers are rendered with light-colored stucco and detailed with wood cladding and trellises.
- The townhomes and podium liner units have deep balconies and trellised roof terraces.
- The live/work units are two-story volumes with large glass panels and wood accents.
- The main volume of the office presents a large prism-like glass box that cantilevers over the north drop off area and is supported by thin white structural fins. The west façade of the office building is screened by vertical wood slats, which protects the users from the glare of the afternoon sun.



Site Plan



Aerial View of Downtown Properties Redevelopment Project



Woonerf Looking North



Historic Tree, Townhome Residences, and Café with Dog Park



North Building and Woonerf Looking South



Illustrative Aerial of Program Elements

MIXED USE BUILDING (5 STORIES)

- GROUND LEVEL RETAIL (13,592 SF)
- 8 LIVE-WORK UNITS
- 4 STORY COMMERCIAL SPACE WITH COVERED DROP-OFF (63,960 SF)
- 56 UNIT MID-RISE RESIDENTIAL (50,554 SF)
- 208 SPACE PARKING GARAGE (72,816 SF)
- ROOFTOP EVENT SPACE (~20,000 SF)

PUBLIC OPEN SPACE (55,461 SF)

- OPEN-AIR PAVILION
- CENTRAL COURTYARD
- BASKETBALL COURT
- 2 TENNIS COURTS
- PLAYGROUND
- OPEN PARK AREA

RESIDENTIAL BUILDING (3 STORIES)

- 22 RESIDENTIAL TOWNHOMES (24,683 SF)

MIXED USE BUILDING (6 STORIES)

- GROUND LEVEL RETAIL (25,217 SF)
- 550 SPACE PARKING GARAGE WITH RESIDENTIAL LINER (72,816 SF)
- 190 MID-RISE RESIDENTIAL UNITS (200,015 SF)
- AMENITY DECK (36,764 SF)



Economic Benefits, Tax Revenues and Public Benefits

In addition to our purchase price offer, the KL-Falcone team believes the proposed mixed-use development will affect the local economy in a positive way, with the generation of property tax revenue, job creation, and revitalization to the area which will spur further development and economic activity. There will be multiple job opportunities created through this proposal, including office and restaurant/retail employees, property management, maintenance & other payroll personnel, along with employees of different events or initiatives that take place on the site.

There will also be many benefits to the local economy, including direct benefits related to business activity of the general contractor and subcontractors involved in the project construction. Moreover, there will be induced benefits to local businesses impacted by the development, primarily manifested by those businesses seeing an expanded consumer base and a corresponding uptick in consumption activity. Many goods and services normally associated with household consumption (retail, local services, government support and offerings) will experience increased demand and thus drive a higher employment rate with new jobs and a stronger economy.

As a renowned public gathering place and critical component of the heart of Downtown Oakland Park, this proposed mixed-use hub will affect the local economy in a positive way, including:

- Creation of 450+ permanent jobs across all uses
- Creation of 750+ jobs throughout the development / construction of the project (at the peak of the job, there will be 350+ workers on-site at one time)
- First-year occupancy yields an annual tax revenue in excess of \$4.5 million (\$2.1 million in property taxes; \$2.45 million in sales taxes from the commercial space)

Development Program

The project is envisioned as a true downtown community hub bringing together a variety of activities - a true example of “new urbanism” with a live, work, play environment. To that end, we propose the following mix of uses:

Residential

- 238 mid-rise apartment units: One-, two-, and three-bedroom units (900+ SF average unit size)
- Elevated pool and amenity deck
- 8 live/work units with an average size of 1,149 SF
- 22 townhomes

Commercial

- 38,809 SF of ground floor retail
- 68,298 SF of flexible office space

Civic/Public Space

- Approximately 55,461 SF relocated to Greenleaf Park (includes Parcel B for an expansion of the park)
- Approximately 13,597 SF of green space on Woonerf at 12th Avenue with 3 island green spaces and ample vegetation and integrated seating spaces
- Approximately 17,382 SF for a dog park and pocket park and preservation of the existing landmark Ficus tree
- 20,000 SF roof-top event space
- 9,554 SF bioswale & walking path proposed west of the office building (North building) facing NE 28th Street

Parking

- 208 spaces of structured parking on North parcel
- 548 spaces of structured parking on South parcel
- 60 spaces of street parking, inclusive of 6 EV charging stations (10%)
- 195 proposed as public amenity and train station parking space
- Covered vehicle drop off
- 60 bicycle parking spaces with additional spaces at Greenleaf Park

**Program addresses ALL
of the City's priorities**

Turn to Tab D for details.

Community Impact Beyond the Development Site

The primary mission of KL-Falcone is to build a **high-quality mixed use, high demand destination that brings new life to Oakland Park's urban center and drives economic revitalization for the surrounding community.** This requires intimately working with local government, existing residents, community advocates, civic leaders, as well as private businesses in order to effectuate the neighborhood's goals and objectives.

To spearhead these objectives, the KL-Falcone team includes the following specialized team members:



Community Outreach and Engagement - Mosaic Group

KL-Falcone has teamed up with The Mosaic Group, an award-winning public engagement firm headquartered in South Florida and led by President & CEO, **Ann Marie Sorrell**. The Mosaic Group is a Certified Small/Minority/Woman Business Enterprise (S/M/WBE) with many governmental agencies across the region and state. Mosaic has served over



500 public and private sector clients locally, regionally, and globally since 2005. Mosaic has extensive experience in communicating and engaging stakeholders throughout South Florida with public awareness campaigns for many infrastructure and development projects including residential, commercial, mixed-use development, utilities, road improvements, passenger high speed rail system, parks and trails, and more.

The Mosaic Group works with several municipalities across the region including the City of Fort Lauderdale CRA, City of Hallandale Beach CRA, City of Miami Gardens, City of Miami Southeast Overtown/Park West CRA, City of West Palm Beach, City of North Miami, City of North Miami Beach, City of Delray Beach, and City of Riviera Beach to name a few.

Our team will develop effective communication solutions to minimize the impacts infrastructure projects can have on communities. We will become an extension of Oakland Park's communications team by implementing strategic measures at various phases of the overall project. Our team has significant experience with coordinating and achieving community consensus with residents and stakeholders and will implement an effective public engagement plan to ensure stakeholders are updated and engaged. Our aim is to inform, educate and seek suggestions on ways to efficiently implement project needs.

Our community outreach and public involvement plan includes, but is not limited to, the following:

Media Relations: Our public engagement team will serve as public relations counselor for the project on a 24/7 basis. We will develop media communications including media kits, press releases, public notices, public service announcements. Communications will be disseminated to local (Sun Sentinel, Local News 10, NBC 6, CBS 4, WLRN, iHeart Radio, Cox Media, and more), regional and national media outlets (print, tv, radio, and online bloggers/influencers) to garner excitement and buzz about the project and update the public on project activities. Media outlets will include multicultural media (Westside Gazette, South Florida Times, Caribbean Today, Caribbean National Weekly, WAVS 1170AM, El Sentinel, and more) and information will be translated into Spanish, Portuguese and Creole as necessary.

Crisis Communication: Our team will provide Emergency and Crisis Communication if necessary.

Project Hotline: Create and maintain a project hotline with telephone lines connected to support a 24/7 information line for stakeholders to contact and obtain information or receive project-related issues and concerns. This has proven to be valuable and beneficial to alleviate concerns and continue the dialog with the community.

City of Oakland Park Communication Channels: Our public engagement team will work closely with the Oakland Park's communications team to utilize their communication channels to reach out to and update residents including the websites, email newsletter, and social media platforms.

Presentations & Speaking Engagements (In Person/Virtual): There exists a great opportunity to publicize and promote the project through speaking engagements. Our team will maximize this opportunity by soliciting and securing speaking engagements at city and county venues such as, but not limited to: Homeowners and Neighborhood Associations, Business Associations; Chambers of Commerce, Church Groups, Construction Organizations, Broward County League of Cities, City Commissioners and public groups and more.

Community Partnerships: Partner with community organizations and share informational materials for dissemination to their audiences.

Community Meetings & Workshops (In-Person/Virtual): Our team understands the importance of receiving and responding to stakeholder concerns, but more importantly getting their input and buy in. We will coordinate community workshops that will foster input for ideas while responding to questions and concerns. Meetings can include but are not limited to visioning workshops, focus groups, interviews, town halls, and more. In addition, our team will attend meetings with residents, local government, and the community.

Boots on the Ground: Our team has the knowledge and resources to bring messages to a resident's doorstep or stakeholder's attention with MSquad -- our "boots on the ground" community engagement team. From door-to-door canvassing to distribution of information at local businesses and venues, our team will reach stakeholders where they are.

Publicity Events & Tours: Our team will plan and coordinate events and activities that will produce positive and productive publicity to support the goals of the project and Oakland Park including press conferences and tours, special project presentations, groundbreaking, topping-out celebration, 1st Look/Behind the Scenes Press & VIP Tour, grand opening, and more.

Advertising: Our team will purchase advertisements including public notices, advertorials, radio spots, digital media, and community events (i.e. program booklets and event signage and literature placement) to communicate street and public building closures that will affect the flow of traffic, public safety, community meetings, and contractor and job opportunity fairs.

In-House Contact Center: Our team will activate our in-house fully automated contact center as needed for marketing research, resident and business outreach, and public notifications. Our contact center consists of inbound/outbound calling, live agents, pre-recorded messaging's, email and text campaigns, customized scripting and data/disposition development and management, and hourly/daily/weekly campaign reporting capabilities.

Community Committee: Our team will assist the City of Oakland Park in assembling a committee representing a cross section of the community, which will meet the Development Team and Oakland Park to discuss the project's progress and community concerns. The purpose of the committee will be to serve as a communications conduit for the City and to ensure that the wider interests of the community are being served.



SCHOOL OUTREACH PROGRAMS

Seven schools in Oakland Park have been identified – Oakland Park Elementary School, North Andrews Gardens Elementary School, Lloyd Estates Elementary School, James S. Rickards Middle School, Northeast High School for our School Outreach Program. The outreach program for schools includes supporting student programs for mentoring, character building, and career development. These support functions will be unique to each school's needs and determined from meetings with principals and parent teacher organizations. Our team will seek to provide opportunities for apprenticeship, internships, summer employment and other training opportunities. In addition, we would like to establish a Fence Art Program for each phase of construction throughout the project as appropriate. As construction begins, the schools nearest to the site will be invited to participate in a competition where students can utilize their creativity to paint a scene on a section of the construction fence. The winning art will receive a "yet to be determined" prize and judged by a committee comprised of the art professionals and overseen by a representative of the City and Development Team.



Ann McNeill

Use of Small, Minority and Local Businesses - MCO Construction

MCO was founded in 1983 by **Ann McNeill**, on the heels of the McDuffie Race Riots in Miami, Florida. MCO is a 100% African American-Woman owned and operated state licensed and insured general contractor. MCO Construction is a longtime partner of the KL-Falcone team and will create a pipeline into construction jobs/trades with the surrounding local community to develop programs geared to maximize job creation for your project.

The KL-Falcone team is committed to celebrating diversity and promoting opportunities for the City of Oakland Park residents and businesses. We will ensure that residents and businesses are equipped with the resources and information necessary to maximize their opportunities derived from the project. The development will create a significant demand

for a skilled local workforce and opportunities for local small business enterprises to participate in the project. Our team will utilize our established network of local partners to assist with the development of a workforce training program and S/M/WBE/CBE outreach efforts including, but not limited to, City of Oakland Park Procurement Department, local chambers of commerce, Career Source Broward, Broward County Urban League, National Association of Black Women in Construction, Minority Builders Coalition, Builders & Contractors Associations, South Florida Associated General Contractors(AGC), Subcontractors Association America(SAA), Hispanic Unity of Florida, Broward College, churches and religious organizations and other community/civic groups to recruit, prepare, and train area workers with the needed job skills and identify Small, Minority, and Women Business Enterprises that can contribute to the project. Through these outreach efforts, the workforce and outreach program will not only meet the needs of the project, but will also provide workers in the community with skills and continual employment.

Accordingly, in our outreach efforts, we are committed to:

- Utilize Oakland Park's SMWBE List, Broward County's CBE list, and other government partners to identify local businesses to participate in our bid programs
- Utilize and continuously update our existing database South Florida based construction related firms
- Including identified firms, when qualified, on solicitation mailing lists
- Encourage firms participation through direct solicitation of bids or proposals whenever they are potential sources
- Provide access through the Project website to bid opportunities and packages
- Coordinate and manage contractor fairs and workshops based on the construction schedule and phases
- Develop and coordinate outreach information to inform small and minority-owned businesses, women's business enterprises, disadvantaged business enterprises about the project by speaking at key small business interest group meetings. Project materials will be distributed. These meetings shall encourage community interest in the and shall convey information regarding available business opportunities.





Art in Public Places - George Gadson Studios

George Gadson Studios is a uniquely qualified artist and public art consultant with more than 20 years of experience in the business and art industry. In addition to creating art installations for a variety of South Florida municipalities, **George Gadson** also served for eight years as the Chairman of the City of Tamarac's Public Art Committee and is well-equipped to work alongside the KL-Falcone team and City of Oakland Park throughout the development process.

Headquartered in Fort Lauderdale, George Gadson's artworks express different spiritual aspects and values of life. His unabated passion for creating translates into exuberant and joyous figurative sculptures, abstracts, photography and more, inspired by his surroundings, people and their environment, and mundane objects of everyday life that often go unnoticed.

Mr. Gadson seeks to bring to life the forgotten history found in many communities and capture civic memories through creative design works for public spaces. Such efforts aid in rebuilding the tangible and intangible characters of a community, bringing disparate groups together, creating safer neighborhoods, promoting a greater sense of place and belonging, and breathing new life into the "soul" of a community and its residents.

George Gadson Studios project efforts (solely at the cost of the KL-Falcone team) will include:

- Work with the KL-Falcone development team and City of Oakland Park regarding art integration into the development project
- Oversee methods and techniques of public art project management, including art contracting, design, fabrication, construction, lighting, and installation management
- Assist in community engagement to get feedback on local desire for what type of art should be included in the project
- Deliver on the desired artwork itself (with George Gadson being the artist-of-choice) or otherwise assist with developing and structuring the "Call for Artist" (Request for Qualifications) when applicable



AFRICAN AMERICAN RESEARCH LIBRARY & CULTURAL CENTER OF FORT LAUDERDALE



LAUDERDALE LAKES CRA



URBAN LEAGUE OF BROWARD COUNTY



Restaurant Activation & Workforce Support - WorkChew

WorkChew, a marketplace connecting a community of mobile and remote workers to workspace in restaurants & hotels across the U.S., was founded by **Maisha Burt**, CEO, and **Allyson McDougal**, COO.

Maisha Burt

With a background that includes over ten years of corporate finance, investment banking and startup experience, Maisha takes a vision and makes it a reality through sound strategy development. She intuitively sees the threads of opportunity and brings them together into a coherent whole, helps others extend their thinking, and drives material business advantage.



Allyson McDougal

With over ten years in enterprise sales and marketing with two fortune 500 corporations, **Allyson** recognizes it was her seat at the table that gave her the strategic insight needed to grow and scale a company effectively. Allyson hopes to create a space for others to access the same opportunities that contributed to her success.

On-the-Go Professionals Working at Their Favorite Restaurants

WorkChew is a platform connecting remote workers and professionals on-the-go to a network of vibrant workspaces in and around the city. WorkChew does this by partnering with the best restaurants in a given city to provide people with alternative places to work, eat and connect.

WorkChew is partnering with the KL-Falcone team to drive additional in-person traffic to the project's restaurants and those in the surrounding area. The primary focus is on "off-peak" hours when revenue and area activation are traditionally slower. WorkChew empowers local businesses by activating their spaces with local residents to spark something great. WorkChew attracts customers that keep local business partners committed and engaged. Connecting key stakeholders leads to a vibrant community that address a variety of needs:

Access to Workspace

- **Discounted memberships for City & County staff, teachers, EMT, nurses, firefighters, police officers, non-profits, university & more college staff /students / professors & more**
- Connecting city residents to free workspace & discounted food around the city
- Promoting and enriching the community through monthly events

Restaurant Activation

WorkChew empowers the core center piece of any community by activating restaurant spaces during their off-peak days and hours.

- Restaurants see on average \$1,200 incremental from WorkChew members monthly

Residential Engagement

Providing a valued amenity to tenants of residential buildings helping to increase residential retention and overall local community engagement.

- 95% of residents use WorkChew as an alternative workspace
- 41% of residents would likely renew their lease if WorkChew Residential is offered as an amenity benefit

Affordable Employee Benefit

WorkChew membership perks allow small businesses to create a competitive advantage to attract and retain employees.

Retail Awareness

When neighborhood shops come together, it is rewarding for everyone. With WorkChew rewards, we make it simple for people to shop local and get rewarded for it.

- 87% of WorkChew members opt in for exclusive deals and discounts at retail stores nearby
- We have in-depth consumer data allowing us to target members, pairing them to retailer deals of interest
- Retailers near WorkChew spaces realized a 37% spike in deal offering fulfillment within 30 days of offer promotion

The WorkChew platform makes it easy for people in Oakland Park to find and book flexible workspace. With a tap of a finger on their phone, users gain access to a network of alternative spaces to get work done, stimulate creativity, and connect with colleagues.

Developer Negotiating Team

Alfonso Costa Jr., Executive Vice President
Falcone Group
561-338-2519
AlfonsoCJr@falconegroup.info

Ryan Williams, Director of Acquisitions
Falcone Group
561-961-1872
RyanW@falconegroup.info

Michael Kaufman, President/CEO
Kaufman Lynn
561-239-6119
Mkaufman@kaufmanlynn.com

Jeff Zalkin, Vice President
Kaufman Lynn
954-812-7852
Jzalkin@kaufmanlynn.com



Principals-in-Charge

The KL-Falcone team has undertaken some of the most complex and multi-faceted projects across the country, which has been made possible through maintaining locally-based professionals on-site for all stages of a development, from financial closing to development to stabilization - and of course through long-term operation. Each development is uniquely assembled with personnel that include project managers and construction managers, architects and engineers, general contractors, property managers, labor compliance monitors and other relevant professionals.



MICHAEL KAUFMAN
President, CEO, Founder
Kaufman Lynn Construction, Inc.

Michael Kaufman founded Kaufman Lynn in 1989 with three employees, including himself. Since then, he has grown his company into one of the largest and most successful construction companies in South Florida with operations in North Carolina and Texas.



He has developed and managed projects ranging from large mixed-use projects to public safety buildings, retirement communities and corporate complexes. As CEO, Michael is focused on the company's regional growth, client satisfaction and the company brand.

As a testament to his business acumen, Michael was a Finalist for the prestigious Ernst and Young Entrepreneur of the Year Florida Award in 2012, 2013, and 2015. He was awarded the 2009 Excalibur Award – Palm Beach County Small Business Leader of the Year by the Sun Sentinel and a Lifetime Achievement Award and 2008 Ultimate CEO for Palm Beach County from the South Florida Business Journal. He has been listed on Florida Trend magazine's Florida 500 list and was named a 2020 Power Leader by the South Florida Business Journal. Over the past 10 years, Kaufman Lynn has received numerous Craftsmanship Awards from the Construction Association of South Florida, a dozen Golden Eagle awards for Quality Construction from Associated Builders and Contractors, awards from the Design Build Institute of America and a national award from ENR magazine as a "Best of the Best" top projects in the United States for the historic restoration of the Freedom Tower in Miami.

Michael serves on the Dean's Advisory Board for the Charles E. Schmidt College of Medicine at Florida Atlantic University, and is a board member of the FAU Foundation, the Greater Fort Lauderdale Alliance, The Executive Quorum and as a Trustee of the Greater Boca Raton Chamber of Commerce. He is a member of the United Way Tocqueville Society, the Florida Council of 100, and Broward Workshop. He donates his time and support to several industry, community and nonprofit organizations including the George Snow Scholarship Fund.



ARTHUR "ART" FALCONE
Chairman, CEO, Founder

The Falcone Group

Arthur Falcone is Chairman, CEO and Founder of the Falcone Group. The Falcone Group entered the homebuilding business in 1988 and by the 1990's Transeastern grew into the largest private homebuilder in the State of Florida and on of the top 25 homebuilders in the U.S.



In 2005, as the homebuilding market peaked, Mr. Falcone sold Transeastern and its affiliated land company for \$1.6 billion in total consideration, resulting in one of the largest private transactions in the history of homebuilding and land sales. The Falcone Group is well-known for its ability to transform underutilized properties into high-demand destinations that bring new life to urban centers and drive economic innovation for the surrounding community.

The Falcone Group has gone on to be involved in some of the country's largest projects, including Miami World Center — one of the largest master-planned urban developments in the United States — with Arthur as its Founder and Managing Principal. Spanning more than 30 acres across nine blocks in the heart of Downtown Miami, the entitled project allows for more than 15 million square feet of mixed-use development, including residential, retail, restaurant and entertainment, hotel, and office. Mr. Falcone is also the Co-Founder and Managing Principal of Encore Capital Management, which encompasses three private equity funds, a private multifamily REIT, and numerous other investments valued at more than \$2 billion in capital and \$10 billion in portfolio development value.

Mr. Falcone has received numerous awards for both his professional and philanthropic accomplishments, including recent induction into the Horatio Alger Association of Distinguished Americans through its 2020 Member Class. Horatio Alger members are a part of a select group of people who have experienced a wide range of what life can offer, as the nonprofit educational organization honors the achievements of outstanding individuals and encourages youth to pursue their dreams through higher education. Per the Executive Director of the Horatio Alger Association (Terrence J. Giroux): "For decades, Art Falcone has been living out the Horatio Alger mission in his own life. He embodies the values of hard work and integrity. His corporate achievements are to be admired and his charitable giving has impacted the lives of thousands. We are honored to present Art with the Horatio Alger Award in 2020."

Experience

The KL-Falcone team is the ideal partner to collaborate with the City of Oakland Park in developing the Downtown Properties Redevelopment Project. The primary mission of KL-Falcone is to build high-quality mixed use real estate while delivering superior construction projects supported by the core values of integrity, ingenuity, and initiative. This is often manifested by transforming idle properties into high-demand destinations, thereby bringing new life to urban centers and driving economic revitalization for the surrounding community. This requires intimately working with local government, existing residents, community advocates, civic leaders, as well as private businesses in order to effectuate the neighborhood's goals and objectives.

Kaufman Lynn Track Record

KL creates many communities throughout South Florida with a specialty in creating spaces that enhance the local area and reflect the unique aspects of each City. Below is a list of such urban renewal projects (many being mixed-use projects):

***Denotes
Mixed-Use
Projects**

Development	Location	Multifamily Units	Commercial Square Footage
Addison Place	Naples, FL	240	
Alta Delray Station	Delray Beach, FL	284	
*Art Square Hallandale	Hallandale Beach, FL	328	12,569
*Coral Reef Commons	Kendall, FL	408	10,950
Doral View	Doral, FL	360	
Doral View Phase II	Doral, FL	360	
*Oakland Park Mixed-use	Oakland Park, FL	300	31,500
H3 Hollywood East	Hollywood, FL	247	
Lakeside at Doral	Doral, FL	352	
*Lofts at City Center- Kannapolis	Kannapolis, NC	280	55,000
Miami River Walk	Miami, FL	346	
*Miline at Ludlam Trail	Miami, FL	339	5,000
Miramar Park	Miramar, FL	300	
South of Atlantic	Delray Beach, FL	172	
The Metropolitan	Wilton Manors, FL	179	
Shalimar Apartments	Davie, FL	240	
Sheridan Station	Hollywood, FL	336	
The Residences at Fountain Square	Pembroke Pines, FL	175	
Residences at Broken Sound	Boca Raton, FL	370	
Tower 155	Boca Raton, FL	128	
Siena Lakes CCRC	Naples, FL	355	
Ventura Pointe	Pembroke Pines, FL	206	
*Quadro	Miami, FL	198	14,446
Springs at Port Charlotte	Port Charlotte, FL	256	
*Plantation Walk	Plantation, FL	404	290,000
Springs at Hammock Cove	Naples, FL	340	
*Pier 33	Wilmington, NC	287	22,300
The Pearl	Austin, TX	383	
Pacifica	Boynton Beach, FL	324	
Town Village Walk	Sarasota, FL	384	
Springs at Cape Coral	Cape Coral, FL	292	
*Aloft	Delray Beach, FL	35	6,280
TOTAL		9,208	448,045 SF

Falcone Group Track Record

The Falcone Group develops projects of varying sizes that continue to positively transform areas into live-work-play communities that yield economic growth, neighborhood safety, and a feeling of home. The Falcone Group has demonstrated a concerted commitment to the people for which it provides housing, the businesses that utilize its retail, office & entertainment space, and the many governmental & community-oriented entities that help facilitate development from its initial conception to final delivery. Included within that commitment is a perpetual preparedness and understanding of the macro-economy and the local markets in which the Falcone Group has a presence, thus enabling the team to truly excel through all stages of economic cycles. *The table below represents recently-completed and ongoing mixed-use & multifamily-only projects that we have developed, managed, and/or operated in just the past 10 years;*

Development	Location	Multifamily Units	Commercial Square Footage
Midtown 29	Miami, FL	300	
Platinum Condominium	Miami, FL	400	
* Miami World Center	Miami, FL	1,013	1,400,000
* The Rise Plantation Walk	Plantation, FL	404	
* Plantation Walk	Plantation, FL	404	290,000
The Rise Flagler Village	Ft Lauderdale, FL	348	4,100
* The Elysian Apartments	Jacksonville, FL	348	
Sentosa Riverview	Jacksonville, FL	368	
* Sentosa Beachwalk	Jacksonville, FL	298	1,700,000
The Retreat at Windermere	Orlando, FL	340	
Sentosa Reunion	Orlando, FL	288	
Domain Orlando	Orlando, FL	324	
Cortland Reunion	Orlando, FL	338	
* Sentosa Sunset Walk	Orlando, FL	352	
* Encore Club at Reunion	Kissimmee, FL		
* Margaritaville Resort	Kissimmee, FL		200,000
The Landmark South	Doral, FL	631	
Axis at Wycliff	Dallas, TX	334	
Berkshire Medical District Apts.	Dallas, TX	325	
33Hundred Apartments	Austin, TX	348	
The Standard at Valley Ho	Scottsdale, AZ	134	
Westline (The Rise Old Town)	Beaverton, OR	87	
* The Rise Central	Beaverton, OR	230	6,000
* The Rise Hayes Valley	San Francisco, CA	160	
The Rise Hollywood	Los Angeles, CA	368	5,000
The Rise Walnut Creek	Walnut Creek, CA	97	
The Rise Koreatown	Los Angeles, CA	364	
TOTAL		8,199	3.6 million SF

***Denotes
Mixed-Use
Projects**



JOSH ZIMMERMAN
Vice President of Operations
Kaufman Lynn

Josh Zimmerman has over 17 years of experience in the construction industry. His portfolio includes a vast array of large-scale commercial projects ranging in size and scope across the multifamily, office, retail and casino sectors throughout the Mid-Atlantic and Southeast. As Vice President of Operations, his duties include guidance and oversight of the entire life cycle of assigned construction projects. Accountable for estimating, planning, budgets, client/subcontractor/staff relations, cost management, purchasing, schedules, quality control, project documentation, logistics and execution of multiple projects. As an experienced leader of the KL-Falcone Group team on Plantation Walk, he understands how our teams work together to develop and build a successful project. His relevant project experience includes Plantation Walk (a KL-Falcone Group project), Aventura Park Square, and Towson Commons in Baltimore, MD.



CLARK ZANESKI
Project Executive
Kaufman Lynn

Clark has 14 years of construction management experience in mixed-use communities, governmental, residential, and higher education projects. Clark is well-versed in all aspects of the construction management process, including time-critical CPM scheduling, job cost analysis, safety and risk mitigation, and quality control standards. His leadership experience with both private and public projects will ensure the team works tirelessly to create a space that will serve the Oakland Park community for years to come. His relevant project experience includes Coral Reef Commons, Oakland Park Mixed-Use Complex, and Art Square Hallandale Beach.



CHARLIE AGERO
Senior Project Manager
Kaufman Lynn

Charlie has 10 years of experience in the construction industry. His career began working on residential projects and grew to include hotels, airport terminals, ports, mixed-use, and transportation work. As senior project manager his duties include developing and maintaining the project schedule, coordinating with the development team and City, managing cost control and financial reporting, supervising field staff, design participation, bidding, contract negotiation, facility inspection and coordination of preventative maintenance. As an experienced leader of the KL-Falcone Group team on Plantation Walk, he understands how our teams work together to develop and build a successful project. His relevant project experience includes Plantation Walk (a KL-Falcone Group project) and Hollywood Hard Rock Hotel and Casino.



TAYLOR LOGIUDICE
Lead Superintendent
Kaufman Lynn

Taylor has over 13 years of experience in the construction industry. As lead superintendent, he will oversee the entire project including the residential, retail, and public space components. His duties include overall responsibility for project progress, quality control oversight for all subcontractors, coordination of weekly safety meetings and monthly safety inspections, on-site coordination of subcontractor performance, communication and teamwork, preparation of Requests for Information (RFIs), tracking review of submittals, preparation of two-week look ahead schedule, job logs and daily reports. His relevant project experience includes Plantation Walk (a KL-Falcone Group project), Auberge mixed-use condos, and Via Mizner mixed-use apartments.



MIKE RIZZI
Retail Superintendent
Kaufman Lynn

Michael has over 20 years of construction experience. He has worked mainly in the multifamily sector with a specialization in mixed-use communities. As retail superintendent, he will oversee the retail component of the project. His duties include quality control oversight for all subcontractors, coordination of weekly safety meetings and monthly safety inspections, on-site coordination of subcontractor performance, communication and teamwork, preparation of two-week look ahead schedule and filing and journaling meeting minutes, job logs and daily reports. His relevant project experience includes Plantation Walk (a KL-Falcone Group project), Coral Springs City Hall, and 2020 Salzedo mixed-use complex.



KRISTINE EDEN
Assistant Project Manager
Kaufman Lynn

Kristine is a highly experienced, results oriented professional with demonstrated strengths in the commercial, retail and residential construction industry with an emphasis on mixed-use communities. She is recognized for her meticulous approach to work, exceptional attention to detail, dedication and commitment to excellence, and the ability to effectively manage multiple projects and tasks in high volume, high stress business environments. As assistant project manager her duties include developing and maintaining the project schedule, coordinating with the development team and City, managing cost control and financial reporting, supervising field staff, design participation, bidding, contract negotiation, facility inspection and coordination of preventative maintenance. Her relevant project experience includes Plantation Walk (a KL-Falcone Group project), Pearl Flagler Village, and Midtown 29.



JEFF ZALKIN
Vice President, Community Outreach
Kaufman Lynn

Jeff Zalkin has been involved in both public and private sector projects for the past 23 years primarily focused on municipal and educational facilities. His unique understanding of both the public and private side of development and construction will assist the entire KL-Falcone Group team, ensuring seamless communications between the City and development group. As VP of Community Outreach, Jeff will play a key role in assisting the City and team in achieving their MBE and local participation goals. His current outreach work includes teaching a class for small business owners with the School District of Palm Beach County, and multiple efforts managing MBE inclusion across municipalities including Riviera Beach, Wellington, Jupiter, and Palm Beach County.



ALFONSO COSTA JR.

Executive Vice President, Workforce Housing & Public-Private Partnerships The Falcone Group

Alfonso Costa Jr. serves as Executive Vice President of the Falcone Group where he is responsible for leading the firm's affordable and workforce housing division, as well as private-public partnership (P3) development opportunities. Prior to his current role, Mr. Costa most recently served as Deputy Chief of Staff at the United States Department of Housing and Urban Development (HUD). In his position, he was responsible for overseeing policy for all of the agency's program offices. In 2020, Mr. Costa was appointed to and sworn into the City of West Palm Beach Affordable Housing Advisory Committee, whereby he is serving a 3-year term on the 10-member advisory board for the purposes of evaluating and identifying affordable & workforce housing incentive strategies. The Bipartisan Policy Center recently selected Mr. Costa to serve on its 20-member Housing Advisory Council, which is chaired by former HUD Secretary Henry Cisneros (1993-1997, President Clinton Administration). Mr. Costa is currently a Fitwell® Ambassador, Public Sector Fellow of the Harvard Alumni Real Estate Board, Full Member of the Urban Land Institute (ULI), and Program Chair of ULI Florida's Affordable & Workforce Housing Council. He also serves on the Nova Southeastern University Master's in Real Estate Development Program (MSRED) Advisory Board. Mr. Costa is a second-generation American who earned his JD from Harvard Law School, Master's Degree (MSc) from the University of Oxford (United Kingdom), and BA from Yale University.



JOE DICRISTINA

President, Multifamily Investments The Falcone Group

Joe DiCristina heads The Falcone Group's multifamily development and operations team, with over 35 years of experience in the real estate industry including acquisition, entitlement, development and redevelopment of multifamily and infill projects throughout the major investment markets in the United States. Mr. DiCristina has worked with both publicly-traded and privately-held firms along with governmental agencies in public/private partnerships. Throughout his career, he has developed over 20,000 units at a cost basis of over \$3 billion. Throughout the current cycle, under his leadership, the firm and its affiliate (Encore Capital Management) have invested in and/or developed over 7,500 multifamily units with a cost basis of over \$1.5 billion.



JOHN CHISTE

Chief Financial Officer and Chief Compliance Officer The Falcone Group

John Chiste oversees all financial aspects of the fund, including maintaining compliance procedures. Prior to joining The Falcone Group, Mr. Chiste was the Treasurer and Chief Financial Officer of Bluegreen Corporation, a publicly-held timeshare and residential land developer. Mr. Chiste was also named Senior Vice President at Bluegreen Corporation. Earlier in his career, Mr. Chiste was the Chief Financial Officer of Comscript, Inc., a pharmaceutical services company. Before that Mr. Chiste served as Chief Financial Officer, Secretary and Treasurer of Computer Integration Corporation, a publicly held distribution company. Mr. Chiste also held various positions at Ernst and Young LLP. Mr. Chiste holds a BBA in Accounting and is a Certified Public Accountant.



ANTHONY JULIANO
Chief Investment Officer
The Falcone Group

Anthony Juliano is an accomplished and highly-trusted global investment management professional who specializes in complex real estate private equity and capital markets transactions across global markets. In 2006, Mr. Juliano led the formation of a global real estate equity investment management platform for a Gulf-based investor group. This investment portfolio has totaled nearly \$4 billion in market value in the U.S. and Europe and stretches across multifamily, office, hospitality, retail, student housing and R&D asset classes. Mr. Juliano implemented investment management infrastructure and operational activities for both U.S. and foreign offices. These responsibilities included the institution of financial modeling, standardization of underwriting and research, tax structuring, accounting and finance procedures and regulatory compliance.



JIMMY HANCOCK
Executive Vice President, Development and Project Manager
The Falcone Group

Mr. Hancock is responsible for oversight and execution of daily business affairs for The Falcone Group's multifamily development portfolio, including contracts, budgets, and project management/oversight. Prior to The Falcone Group, Mr. Hancock served as Vice President of Acquisitions and Development for Eastview Development, where he was involved in acquisitions, overseeing the investment due diligence process, asset financial reporting and structuring equity and debt investments. Prior to that, Mr. Hancock worked for Jack Nicklaus Companies and Guggenheim Capital and oversaw acquisition, asset management and business development. Mr. Hancock holds a BSM in Finance and Marketing from Tulane University.



MARCYLENE "MARCY" ANN ESFORMES
Vice President, Property Operations
The Falcone Group

Marcy Esformes has over 25 years of property management industry experience with an emphasis on the planning of new developments, execution of lease up strategies, and repositioning of value-add properties through the implementation of creative marketing tactics. Mrs. Esformes has developed a reputation for building strong, talented, and professional operations teams dedicated to the highest levels of customer care, client service, and company growth. Prior to joining The Falcone Group, Mrs. Esformes served as Regional Vice President for ZRS Management. She was responsible for the operational oversight and business development of the company's South Florida property management portfolio which more than doubled under her leadership to include 32 assets and over 10,000 units.



RYAN WILLIAMS
Director, Acquisitions
The Falcone Group

Ryan Williams is a Director of development and acquisition opportunities with a predominant focus on the multifamily sector in the State of Florida. Prior to joining Encore Capital Management and The Falcone Group in 2013, Mr. Williams worked in the capital markets group at Jones Lang LaSalle in Miami, FL. Mr. Williams received his bachelor's degree from Washington and Lee University.

**STEVE DOUGHERTY****Vice President, Multifamily Development****The Falcone Group**

Based in South Florida, Steve will support the multifamily development team in all aspects of the project. Prior to joining the development team, Mr. Dougherty spent 4 years with the Encore accounting team where he was a Senior Accountant, overseeing the multifamily portfolio. Prior to joining Encore in 2014, Mr. Dougherty received his bachelor's degree in business from Florida Atlantic University.

**MAX DUCHARME****Senior Vice President, Investment & Development****The Falcone Group**

Max is Senior Vice President of Investment & Development of the Falcone Group. Max is responsible for sourcing new land sites, deal structuring, legal, and financial matters. Within the Miami Worldcenter master-planned development, Max has been involved in capitalizing over \$1B in development across multiple property types. Prior to joining The Falcone Group, Max served as Head of Strategy for Bite Lietuva, a telecom operator in Eastern Europe, and was a member of the M&A Advisory group in KPMG's New York City office. Max received his MBA from The Wharton School of Business at the University of Pennsylvania, and a B.S. in both Accounting and Finance from Lehigh University.

**BOBBY ALBINO****Director of Leasing****The Falcone Group**

Mr. Albino began his commercial real estate career in 1994 with John Preston and North American Acquisitions which later became CentreCorp Management services. Working as a Property Manager and Leasing agent Bobby handled Publix anchored shopping centers throughout the State of Florida. Prior to joining the Falcone Group several years ago, in 1997 Mr. Albino served MDN Properties in Boca Raton as their in-house real estate Broker- MDN Properties leased and managed shopping centers throughout South Florida. In 2003 Bobby joined Woolbright Development in Boca Raton as Vice President of Leasing. As Team Leader Bobby handled the leasing of shopping centers in Broward Palm Beach and Martin Counties. In 2012, Mr. Albino Joined Gatlin Development as Senior Vice President of Leasing- working directly with CEO Frank Gatlin. Bobby handled the leasing for shopping centers located in South Florida, Port Orange FL, Wisconsin and Minnesota. In 2013, Mr. Albino formed Gulfstream Commercial Realty- working on Landlord 3rd party leasing and Tenant Representation. Landlords include Site Centers, Kimco, Regency, Noble Properties, Gatlin Development, BT Properties – the 3rd party portfolio is in excess of 2 million square feet.

Founded in 1991, BC Architects AIA, Inc. (BCA) is a boutique minority/woman-owned Architectural firm with close to three decades of experience in design, production, and construction administration. Over the last 30 years, BC Architects has established a reputation of excellence with a repertoire of projects consisting of mixed-use, high- and mid-rise residential, retail, commercial and renovations. The caliber of work delivered by the firm has made it possible for the BC Architects team to establish excellent work relationships with both private sector and public sector clients, consultants, contractors, and City and County officials throughout the State of Florida. BCA is committed to working closely and cooperatively with the City of Oakland Park.



VANESSA JIMENEZ
Managing Principal

Vanessa Jimenez has over 26 years of experience in the production and construction administration of mid and high-rise residential, mixed-use, hospitality, commercial, and major remodeling projects. Vanessa is responsible for the review of plans to ensure compliance with Building Code and Life Safety requirements. Vanessa is also responsible for managing the meticulous coordination process between the design disciplines. She possesses excellent working relationships with clients, consultants, colleagues, and City/State officials. She has been with BC Architects for over 25 years where she has shared Principal duties for the past 16 years, serving as Managing Principal since 2013. She handles overseeing the production of concurrent architectural projects, direct client communication, marketing, staff assignment, contract negotiation, time and financial budgeting, and monitoring of the firm's day-to-day operations.



TERRENCE CONLEY
Principal-in-Charge of Design

Terrence Conley has over 18 years of experience in the architectural profession, including work on high-end retail, commercial, residential, and mixed-use projects. He began his career with a focus in schematic design and project visualization for Zyscovich Architects and worked on many commercial/restaurant projects in Miami. This experience at such an early stage in his career has allowed Terrence to easily progress to the larger projects with more complex programs. Terrence has been a Principal of BC Architects since 2013, spearheading the office's design department and overseeing the firm's marketing and business development efforts. He is also an expert in BIM technology, which allows for more comprehensive and coordinated construction documents. Terrence's leadership and attention to detail are essential to the team's approach in getting projects done on time and on budget.



BARBARA RIVERO
Principal-in-Charge of Production & Q.C.

Barbara Rivero has over 30 years of experience in the field of architectural design, production, and construction administration. Specializing in quality control and forensic research, Barbara has vast experience in Mid- and High- Rise Residential, Hotels, Shopping Centers, Office Buildings, Mixed-Use, Government Buildings, in addition to School and Residential Remodeling projects. Her experience as a Forensic Architect and, most recently, as a private provider building inspector for the City of Miami, provides her with the ability to anticipate any inconsistencies or issues that may arise in permitting, allowing projects to more seamlessly flow through the design and construction documents phases.

Civil Engineer



BOTEK THURLOW ENGINEERING

Botek Thurlow Engineering, Inc. is a full-service civil engineering firm founded in 2005 and headquartered in South Florida. The firm's principal (Stephen Botek) has over 25 years of experience, with a specialization in land development projects and water, sanitary sewer and storm drainage design for private and public sector clients throughout the tri-county area. The Botek Thurlow team's experience is vast in mid- and high-rise multifamily, mixed-use and residential projects, office buildings, commercial and retail developments, schools, municipal projects, golf courses and other recreational projects.

Land Use Legal Counsel



ROBERT LOCHRIE III

Partner

Robert B. Lochrie III, Partner, focuses his practice in the areas of land use, zoning and environmental law. He represents developers, property owners and lenders seeking development entitlements for various real estate projects. A large portion of Mr. Lochrie's practice focuses on urban redevelopment. This urban redevelopment practice includes managing projects through all aspects of the government entitlement process. His responsibilities with numerous large and complex development projects involve coordinating design professionals, creating approval strategies, and working with elected officials and community associations. Mr. Lochrie is often able to build consensus and support between affected parties for new developments. He routinely assists clients in defending their property rights in the face of complex governmental regulations and works with local jurisdictions to create more reasonable regulations. In addition to traditional land use permitting issues, Mr. Lochrie has helped his clients through the Request for Proposal process by securing long-term leases of property from local governments and obtaining awards and grants of millions of dollars in Tax Increment Financing ("TIF") from Community Redevelopment Agencies in order to develop new projects.



NECTARIA M. CHAKAS

Nectaria Chakas focuses her practice on representation of developers of commercial, residential, mixed use, and urban redevelopment projects during all stages of the development approval process. She handles comprehensive plan amendments, rezoning, platting, variances, special exceptions, site plans and environmental permitting. Her responsibilities with numerous large and complex redevelopment projects involve coordination of various design professions, creating approval and entitlement strategies and working with elected officials and various community associations.

Ms. Chakas served as a criminal defense attorney in the office of the Public Defender, Broward County. Prior to joining Lochrie & Chakas, P.A., Ms. Chakas was a partner of the Land Use Practice Group of Ruden, McClosky and prior to that, an associate of the Land Use Practice Group of Gunster, Yoakley and Stewart, P.A. She is a member of the Florida Bar, Broward County Bar Association and American Bar Association.

Landscape Architect



HERB C. HODGMAN

Principal

Rhett Roy

Led by Principal and President Herb C. Hodgman (registered landscape architect), Rhett Roy Landscape Architect is a landscape design firm that offers services such as lawn aeration, groundwater remediation, decorative landscaping and more. The firm's approach to design acknowledges development's concern for image and budgets, as well as management's concern for maintenance and durability. We offer a full range of landscape architectural, planning and administrative services, from conceptual design through contract administration.

PROJECT TEAM

The KL-Falcone team's experience is further enhanced by the collective project team that has been assembled for this project. Please see below for the various team members:

Kaufman Lynn
Co-Proposer, Developer and
General Contractor

3185 South Congress Avenue
Delray Beach, FL 33445
Contact: Jeff Zalkin

BC Architects
Architect

75 Valencia Avenue | Suite 1000
Coral Gables, FL 33134
Contact: Barbara Rivero, NCARB, R.A.

MCO Construction
S/M/WBE & Local Workforce Partner

6600 NW 27th Ave | Suite 208
Miami, FL 33147
Contact: Ann McNeill

George Gadson Studios
Public Art Consultant

109 NW 5th Street
Fort Lauderdale, FL 33301
Contact: George Gadson

Lochrie & Chakas PA
Land Use Legal Counsel

1401 East Broward Boulevard | #303
Fort Lauderdale, FL 33301
Contact: Robert Lochrie

Falcone Group
Co-Proposer and Developer

One Town Center Road | Suite 600
Boca Raton, FL 33486
Contact: Alfonso Costa Jr.

Botek Thurlow Engineering
Civil Engineer

3409 NW 9th Ave | #1102
Oakland Park, FL 33309
Contact: Stephen F. Botek, P.E.

The Mosaic Group
Community Outreach Partner


5840 Corporate Way | Suite 250
West Palm Beach, FL 33407
Contact: Ann Marie Sorrell

WorkChew
Tech Workforce Platform & "Culinary
District" Revenue Driver

Contact: Maisha Burt

Rhett Roy
Landscape Architect

412 North Andrews Avenue
Fort Lauderdale, FL 33301
Contact: Jaime Calabrese



TAB C: Financial Plan

Financial Form

RFP # 011322 - Financial Plan Form

Development Element	Amount	Notes- Narrative
1. City owned land purchase price/ground lease paid to City (paid to City)	Purchase Price: \$11,206,580	Include the amount you are willing to pay the City for the purchase or lease of City owned land taking into account any investment in public projects below but inclusive of the expected benefits from City or other government incentives listed under 2 below. A brief narrative should be provided that details any terms of payments.
2. Requested city or other governmental financial incentives, in-kind services, or commitments (from City)	\$ None	Include only the estimated dollar value of incentives from the city or other governmental entities you are requesting. If none, write "None". Briefly describe these incentives in a narrative section of the proposal.
3. Contribution to woonerf	\$ \$1,775,000 100%	Estimated value of contribution to woonerf. If none, write "None" in the space provided. Provide brief narrative as to the scope of the investment, form of investment (i.e. developer delivery, cash contribution), and what portion of the public project the investment is expected to cover (i.e. all, 1/2, 1/4, etc.).
4. Contribution to future train stop	\$ \$5,600,000 100%	Estimated value of contribution to train stop. If none, write "None" in the space provided. Provide brief narrative as to the scope of the investment, form of investment (i.e. developer delivery, cash contribution), and what portion of the public project the investment is expected to cover (i.e. all, 1/2, 1/4, etc.).
5. Number of Public parking spaces, and average total development cost per public space	Number of Private Parking spaces: 135 Structured 60 Surface -and- Average total cost of development per public space: \$ \$28,000/Structured Space TOTAL: \$3,780,000 \$7,000/Surface Space TOTAL: \$420,000	The number of public parking spaces to be delivered excluding any parking required to meet zoning and/or otherwise reserved at any time of day for development components included as part of the project proposal. Additionally, respondents should indicate the estimated cost of developing each additional public space. Proposers are encouraged to indicate if they are including EV Stations as a part of their parking component.
6. Greenleaf Park	\$ \$1,764,180 100%	Estimated value of contribution to relocation of Greenleaf Park. If none, write "None" in the space provided. Provide brief narrative as to the scope of the investment, form of investment (i.e. developer delivery, cash contribution), and what portion of the public project the investment is expected to cover (i.e. all, 1/2, 1/4, etc.).

Development Assumptions & Pro Forma

20 - Year Annual Cash Flows

OAKLAND PARK: ANNUAL CASH FLOW UPON COMPLETION

*Property taxes prior to completion are included in the development budget

Year	Income	Operating Expenses	NOI	Debt Service	Free Cash Flow	Property Tax	Sales Tax
							\$1,000 / SF of Sales for Comm'l SF
2024	-	-	-	-	-	-	-
2025	\$13,273,687	(\$4,106,140)	\$9,167,547	(\$5,512,012)	\$3,655,535	\$2,113,827	\$2,444,960
2026	\$13,671,897	(\$4,188,263)	\$9,483,635	(\$5,512,012)	\$3,971,623	\$2,156,104	\$2,493,859
2027	\$14,082,054	(\$4,272,028)	\$9,810,027	(\$5,512,012)	\$4,298,014	\$2,199,226	\$2,543,736
2028	\$14,504,516	(\$4,357,468)	\$10,147,048	(\$5,512,012)	\$4,635,035	\$2,243,210	\$2,594,611
2029	\$14,939,652	(\$4,444,618)	\$10,495,034	(\$5,512,012)	\$4,983,022	\$2,288,074	\$2,646,503
2030	\$15,387,841	(\$4,533,510)	\$10,854,331	(\$5,512,012)	\$5,342,319	\$2,333,836	\$2,699,433
2031	\$15,849,476	(\$4,624,180)	\$11,225,296	(\$5,512,012)	\$5,713,284	\$2,380,513	\$2,753,422
2032	\$16,324,961	(\$4,716,664)	\$11,608,297	(\$5,512,012)	\$6,096,284	\$2,428,123	\$2,808,491
2033	\$16,814,709	(\$4,810,997)	\$12,003,712	(\$5,512,012)	\$6,491,700	\$2,476,685	\$2,864,660
2034	\$17,319,151	(\$4,907,217)	\$12,411,934	(\$5,512,012)	\$6,899,921	\$2,526,219	\$2,921,954
2035	\$17,838,725	(\$5,005,361)	\$12,833,364	(\$5,512,012)	\$7,321,352	\$2,576,743	\$2,980,393
2036	\$18,373,887	(\$5,105,469)	\$13,268,418	(\$5,512,012)	\$7,756,406	\$2,628,278	\$3,040,000
2037	\$18,925,104	(\$5,207,578)	\$13,717,525	(\$5,512,012)	\$8,205,513	\$2,680,844	\$3,100,800
2038	\$19,492,857	(\$5,311,730)	\$14,181,127	(\$5,512,012)	\$8,669,115	\$2,734,461	\$3,162,816
2039	\$20,077,642	(\$5,417,964)	\$14,659,678	(\$5,512,012)	\$9,147,666	\$2,789,150	\$3,226,073
2040	\$20,679,972	(\$5,526,323)	\$15,153,648	(\$5,512,012)	\$9,641,636	\$2,844,933	\$3,290,594
2041	\$21,300,371	(\$5,636,850)	\$15,663,521	(\$5,512,012)	\$10,151,509	\$2,901,831	\$3,356,406
2042	\$21,939,382	(\$5,749,587)	\$16,189,795	(\$5,512,012)	\$10,677,783	\$2,959,868	\$3,423,534
2043	\$22,597,563	(\$5,864,579)	\$16,732,985	(\$5,512,012)	\$11,220,972	\$3,019,065	\$3,492,005
2044	\$23,275,490	(\$5,981,870)	\$17,293,620	(\$5,512,012)	\$11,781,608	\$3,079,447	\$3,561,845

Residential

OAKLAND PARK, RESIDENTIAL: P&L ASSUMPTIONS

Units:	268	
Sellable SF:	241,110	900 average SF

UNTRENDED STABILIZED OPERATING INCOME STATEMENT

		1					
		Total	Annual Per Unit	Per NRSF	Total	Month Per Unit	Per NRSF
Gross Potential Rent	% of GPR	\$8,677,135	\$32,377	\$35.99	\$723,095	\$2,698	\$3.00
Vacancy	5.0%	(433,857)	(1,619)	(\$1.80)	(36,155)	(135)	(\$0.15)
Gross Rental Income	95.0%	\$8,243,278	\$30,759	\$34.19	\$686,940	\$2,563	\$2.85
Non-Income Unit Loss	-0.4%	(32,377)	(121)	(0.45)	(2,698)	(10)	(0.01)
Collection Loss	-1.0%	(78,311)	(292)	(1.09)	(6,526)	(24)	(0.03)
Concession Loss	0.0%	—	—	—	—	—	—
Amenity Income	0.6%	53,600	200	0.22	4,467	17	0.02
Monthly Recurring Income	3.7%	321,600	1,200	1.33	26,800	100	0.11
Other Income	0.3%	26,800	100	0.11	2,233	8	0.01
Effective Gross Income	98.4%	\$8,534,590	\$31,845	\$34.32	\$333,924	\$3,443	\$4.56
Variable Expenses	% of EGI						
Payroll	5.3%	\$455,600	\$1,700	\$1.89	\$37,967	\$142	\$0.16
Utilities	2.6%	222,440	830	0.92	18,537	69	0.08
Contract Services	2.2%	187,600	700	0.78	15,633	58	0.06
Maintenance	0.8%	67,000	250	0.28	5,583	21	0.02
Administrative	0.9%	80,400	300	0.33	6,700	25	0.03
Turnover	0.5%	40,200	150	0.17	3,350	13	0.01
Marketing	0.9%	80,400	300	0.33	6,700	25	0.03
Fixed Expenses							
Management Expense	2.5%	\$213,365	\$796	\$0.88	\$17,780	\$66	\$0.07
Insurance	2.5%	214,400	800	0.89	17,867	67	0.07
Taxes	14.2%	1,214,745	\$4,533	5.04	101,229	378	0.42
Capital Reserves	0.6%	53,600	200	0.22	4,467	17	0.02
Total Operating Expenses	33.2%	\$2,829,750	\$10,559	\$11.74	\$235,813	\$880	\$0.98
Multifamily NOI	66.8%	\$5,704,840	\$21,287	\$22.58	\$98,111	\$2,563	\$3.59
Debt Service		(\$3,289,625)	(\$12,275)	(\$13.64)			
Cash Flow after Debt Service		\$2,415,215	\$9,012	\$8.94	\$111,578		
Yield on Cost		6.07%					
Exit Cap Rate		5.00%					
Residual Value		\$114,096,795		\$425,734			

Tax Calculation

Project Costs	\$69,455,300
Assessment Ratio	85%
Millage Rate	2.06%
Annual Taxes	\$1,214,745

OAKLAND PARK, RESIDENTIAL: DEVELOPMENT BUDGET ASSUMPTIONS

Units:	268	
Sellable SF:	241,110	900

SOURCES & USES

	<u>Total</u>	<u>%</u>	<u>\$ / Unit</u>	<u>\$ / NSF</u>
Sources				
Equity	\$32,872,312	35%	\$122,658	\$136
Debt	\$61,048,580	65%	\$227,793	\$253
Total Sources	\$93,920,892	100%	\$350,451	\$390
Uses				
Land Acquisition	\$12,000,000	13%	\$44,776	\$50
Other Land Costs	\$0	0%	\$0	\$0
Land	\$12,000,000	13%	\$44,776	\$50
Hard Costs	\$57,455,300	61%	\$214,385	\$238
Owner Hard Cost Contingency	\$2,872,765	3%	\$10,719	\$12
Hard	\$60,328,065	64%	\$225,105	\$250
Legal	\$650,000	1%	\$2,425	\$3
Architectural & Engineering	\$1,900,000	2%	\$7,090	\$8
Consultants	\$805,000	1%	\$3,004	\$3
Testing & Inspections	\$535,000	1%	\$1,996	\$2
Permits & Impact Fees	\$3,618,000	4%	\$13,500	\$15
Insurance	\$1,292,744	1%	\$4,824	\$5
Marketing	\$745,000	1%	\$2,780	\$3
FF&E	\$1,905,000	2%	\$7,108	\$8
General & Administrative	\$250,000	0%	\$933	\$1
Developer Fee	\$3,435,573	4%	\$12,819	\$14
Property Taxes Prior to Stabilization	\$1,214,745	1%	\$4,533	\$5
Soft Cost Contingency	\$645,774	1%	\$2,410	\$3
Soft	\$16,996,837	18%	\$63,421	\$70
Loan Closing Costs	\$610,486	1%	\$2,278	\$3
Construction Financing Fee	\$549,437	1%	\$2,050	\$2
Construction Loan Interest Reserve	\$2,492,817	3%	\$9,302	\$10
Lease-Up Reserve	\$943,250	1%	\$3,520	\$4
Other	\$4,595,990	5%	\$17,149	\$19
Total Uses	\$93,920,892	100%	\$350,451	\$390

OAKLAND PARK, RESIDENTIAL DETAILED UNIT MIX

South								
BR	Unit Type	No. Units	Unit Mix	Unit SF	Total NRSF	Avg Rent/Unit	Avg Rent/SF	Base Rent/Month
	Market	85	32%	749	63,665	\$ 2,472	\$ 3.30	\$210,095
1	120% AMI (Workforce)	8	3%	749	5,992	\$ 1,980	\$ 2.64	\$15,840
2	Market	85	32%	1,005	85,425	\$ 2,915	\$ 2.90	\$247,733
2	120% AMI (Workforce)	8	3%	1,005	8,040	\$ 2,376	\$ 2.36	\$19,008
2	Townhome	15	6%	900	13,500	\$ 2,610	\$ 2.90	\$39,150
3	Townhome	7	3%	1,200	8,400	\$ 3,480	\$ 2.90	\$24,360
3	120% AMI (Workforce)	4	1%	1,200	4,800	\$ 2,746	\$ 2.29	\$10,984
		212	79%	895	189,822	\$ 2,675	\$ 2.99	\$567,169
North								
BR	Unit Type	No. Units	Unit Mix	Unit SF	Total NRSF	Avg Rent/Unit	Avg Rent/SF	Base Rent/Month
1	Market	24	9%	749	17,976	\$ 2,472	\$ 3.30	\$59,321
2	Market	24	9%	1,005	24,120	\$ 2,915	\$ 2.90	\$69,948
2	Live Work	8	3%	1,149	9,192	\$ 3,332	\$ 2.90	\$26,657
		56	18%	916	51,288	\$ 2,784	\$ 3.04	\$155,926
Consolidated								
BR	Unit Type	No. Units	Unit Mix	Unit SF	Total NRSF	Avg Rent/Unit	Avg Rent/SF	Base Rent/Month
1		117	44%	749	87,633	\$ 2,438	\$ 3.26	\$285,255
2		140	52%	1,002	140,277	\$ 2,875	\$ 2.87	\$402,495
3		11	4%	1,200	13,200	\$ 3,213	\$ 2.68	\$35,344
		268	100%	900	241,110	\$ 2,698	\$ 3.00	\$723,095

*Net Rentable SF is 85% of the Gross SF

Office

OAKLAND PARK, OFFICE MULTI TENANT: P&L ASSUMPTIONS

Sellable SF: 57,564

UNTRENDED STABILIZED OPERATING INCOME STATEMENT

		<i>Annual</i>		<i>Month</i>	
		Total	Per NRSF	Total	Per NRSF
<i>Multi Tenant</i>	57,564	\$2,464,967	\$43	\$205,414	\$3.57
Gross Potential Rent		\$2,464,967	\$42.82	\$205,414	\$3.57
Vacancy	5.0%	(123,248)	(\$2.14)	(10,271)	(\$0.18)
Gross Rental Income	95.0%	\$2,341,719	\$40.68	\$195,143	\$3.39
Collection Loss	-1.0%	(22,246)	(0.39)	(1,854)	(0.03)
Expense Reimbursements	95.0%	754,664	13.11	62,889	1.09
Effective Gross Income		\$3,074,136	\$53.40	\$333,924	\$4.56
Total Operating Expenses		\$794,383	\$13.80	\$66,199	\$1.15
Commercial NOI		\$2,279,753	\$39.60	\$267,725	\$3.41
Debt Service		(\$1,483,099)			
Cash Flow after Debt Service		\$796,654	\$12.17	\$111,578	\$1.33

Yield on Cost	6.25%
Cash on Cash Return	6.24%
DSCR	1.54
Debt Yield	9.62%

Exit Overview

Capped NOI	\$2,279,753	
Exit Cap Rate	5.00%	
Residual Value	\$45,595,063	\$792

Taxes	
Project Costs	\$36,450,091
Assessment Ratio	80%
Millage Rate	2.06%
Annual Taxes	\$599,998

OAKLAND PARK, OFFICE MULTI TENANT: DEVELOPMENT BUDGET ASSUMPTIONS

Sellable SF: 57,564

SOURCES & USES

	<u>Total</u>	<u>%</u>	<u>\$ / NSF</u>
Sources			
Equity	\$12,757,532	35%	\$222
Debt	\$23,692,559	65%	\$412
Total Sources	\$36,450,091	100%	\$633
Uses			
Land Acquisition	\$2,302,560	6%	\$40
Other Land Costs	\$0	0%	\$0
Land	\$2,302,560	6%	\$40
Garage Costs	\$6,447,168	18%	\$112
Hard Costs	\$11,512,800	32%	\$200
Tenant Improvements	\$3,004,085	8%	\$52
Owner Hard Cost Contingency	\$575,640	2%	\$10
Hard	\$21,539,693	59%	\$374
Legal	\$500,000	1%	\$9
Architectural & Engineering	\$2,500,000	7%	\$43
Consultants	\$1,215,500	3%	\$21
Testing & Inspections	\$500,000	1%	\$9
Permits & Impact Fees	\$1,165,979	3%	\$20
Insurance	\$172,692	0%	\$3
Marketing	\$450,000	1%	\$8
FF&E	\$675,000	2%	\$12
General & Administrative	\$500,000	1%	\$9
Leasing Commissions	\$1,405,031	4%	\$24
Developer Fee	\$1,279,650	4%	\$22
Property Taxes Prior to Stabilization	\$81,787	0%	\$1
Soft Cost Contingency	\$388,048	1%	\$7
Soft	\$10,833,687	30%	\$188
Loan Closing Costs	\$236,925.59	1%	\$4
Construction Financing Fee	\$213,233	1%	\$4
Construction Loan Interest Reserve	\$1,125,397	3%	\$20
Lease-Up Reserve	\$198,596	1%	\$3
Other	\$1,774,151	5%	\$31
Total Uses	\$36,450,091	100%	\$633

OAKLAND PARK, OFFICE MULTI TENANT: RENT ROLL

Count	Proposed Tenant	Status	SF	Base Term	Annual Base Rent \$/SF	Monthly Total Base Rent	Annual Total Base Rent	Tenant Allowance	
								TI \$/SF	Total \$
	Office/Educational	Prospective	42,505	10	\$45	\$159,394	\$1,912,725	\$50	
2	Co-Working Space	Prospective	10,000	10	\$36	\$30,000	\$360,000	\$55	\$550,000
3	Flex	Prospective	5,059	10	\$38	\$16,020	\$192,242	\$65	\$328,835
Total / Average			57,564	10	\$43	\$205,414	\$2,464,967	\$52	\$3,004,085

*Net Rentable SF is 90% of the Gross SF

Retail

OAKLAND PARK, RETAIL: P&L ASSUMPTIONS

Sellable SF: 34,928

UNTRENDED STABILIZED OPERATING INCOME STATEMENT

		<i>Annual</i>		<i>Month</i>	
		Total	Per NRSF	Total	Per NRSF
<i>Multi Tenant</i>	34,928	\$1,282,770	\$37	\$106,898	\$3.06
Gross Potential Rent		\$1,282,770	\$36.73	\$106,898	\$3.06
Vacancy	5.0%	(64,139)	(\$1.84)	(5,345)	(\$0.15)
Gross Rental Income	95.0%	\$1,218,632	\$34.89	\$101,553	\$2.91
Collection Loss	-1.0%	(11,577)	(0.33)	(965)	(0.03)
Expense Reimbursements	95.0%	457,906	13.11	38,159	1.09
Effective Gross Income		\$1,664,961	\$47.67	\$333,924	\$4.56
Total Operating Expenses		\$482,006	\$13.80	\$40,167	\$1.15
Commercial NOI		\$1,182,954	\$33.87	\$293,756	\$3.41
Debt Service		(\$739,288)	(\$21.17)		
Cash Flow after Debt Service		\$443,666	\$12.70	\$111,578	\$1.33

Yield on Cost	6.51%
Cash on Cash Return	6.98%
DSCR	1.60
Debt Yield	10.02%

Exit Overview

Capped NOI	\$1,182,954	
Exit Cap Rate	5.50%	
Residual Value	\$21,508,258	\$616

Taxes

Project Costs	\$18,169,464
Assessment Ratio	80%
Millage Rate	2.06%
Annual Taxes	\$299,084

OAKLAND PARK, RETAIL: DEVELOPMENT BUDGET ASSUMPTIONS

Sellable SF: 34,928

SOURCES & USES

	Total	%	\$ / NSF
Sources			
Equity	\$6,359,312	35%	\$182
Debt	\$11,810,151	65%	\$338
Total Sources	\$18,169,464	100%	\$520
Uses			
Land Acquisition	\$1,397,120	8%	\$40
Other Land Costs	\$0	0%	\$0
Land	\$1,397,120	8%	\$40
Hard Costs	\$8,801,856	48%	\$252
Tenant Improvements	\$2,316,695	13%	\$66
Owner Hard Cost Contingency	\$440,093	2%	\$13
Hard	\$11,558,644	64%	\$331
Legal	\$265,000	1%	\$8
Architectural & Engineering	\$650,000	4%	\$19
Consultants	\$442,500	2%	\$13
Testing & Inspections	\$200,000	1%	\$6
Permits & Impact Fees	\$305,228	2%	\$9
Insurance	\$198,042	1%	\$6
Marketing	\$230,000	1%	\$7
FF&E	\$200,000	1%	\$6
General & Administrative	\$150,000	1%	\$4
Leasing Commissions	\$731,179	4%	\$21
Developer Fee	\$631,227	3%	\$18
Property Taxes Prior to Stabilization	\$49,626	0%	\$1
Soft Cost Contingency	\$134,520	1%	\$4
Soft	\$4,187,322	23%	\$120
Loan Closing Costs	\$118,102	1%	\$3
Construction Financing Fee	\$106,291	1%	\$3
Construction Loan Interest Reserve	\$560,982	3%	\$16
Lease-Up Reserve	\$241,003	1%	\$7
Other	\$1,026,378	6%	\$29
Total Uses	\$18,169,464	100%	\$520

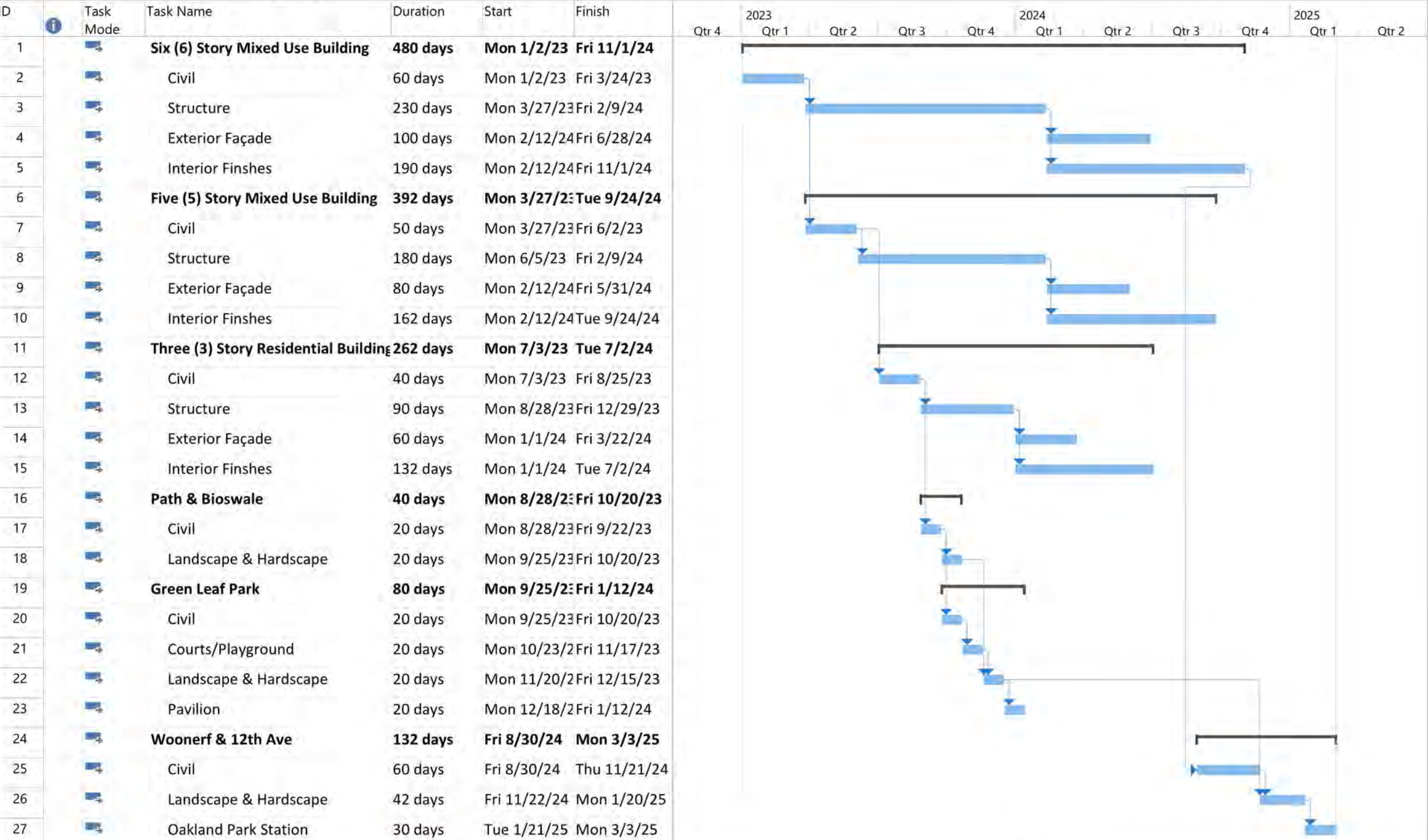
OAKLAND PARK, RETAIL: RENT ROLL

Count	Proposed Tenant	Status	Building / FL	Space	SF	Base Term	Annual Base Rent \$/SF	Monthly Total Base Rent	Annual Total Base Rent	Tenant Allowance	
										TI \$/SF	Total \$
1	Grocer	Prospective	North	100	5,000	10	\$16	\$6,667	\$80,000	\$35	
2	Espresso	Prospective	North	200	1,985	10	\$36	\$5,955	\$71,460	\$40	\$79,400
3	Café	Prospective	North	300	2,115	10	\$36	\$6,345	\$76,140	\$40	\$84,600
4	Culinary Space 1	Prospective	North	400	3,133	10	\$40	\$10,443	\$125,320	\$90	\$281,970
5	Culinary Space 2	Prospective	South	500	3,675	10	\$45	\$13,781	\$165,375	\$110	\$404,250
6	Culinary Space 3	Prospective	South	600	3,675	10	\$47	\$14,394	\$172,725	\$115	\$422,625
7	Retail Space 1	Prospective	South	700	3,675	10	\$34	\$10,413	\$124,950	\$50	\$183,750
8	Retail Space 2	Prospective	South	800	3,675	10	\$40	\$12,250	\$147,000	\$55	\$202,125
9	Retail Space 3	Prospective	South	800	3,670	10	\$40	\$12,233	\$146,800	\$55	\$201,850
10	Fitness 1	Prospective	South	900	4,325	10	\$40	\$14,417	\$173,000	\$65	\$281,125
Total / Average					34,928	10	\$37	\$106,898	\$1,282,770	\$66	\$2,316,695

*Net Rentable SF is 90% of the Gross SF

The following major milestones would take place as outlined:

NOTE: See larger version of the schedule on the next page.



Project: Oakland Park
Date: Tue 1/11/22

Task

Split

Milestone

Summary

Project Summary

Inactive Task

Inactive Milestone

Inactive Summary

Manual Task

Duration-only

Manual Summary Rollup

Manual Summary

Start-only

Finish-only

External Tasks

External Milestone

Deadline

Progress

Manual Progress

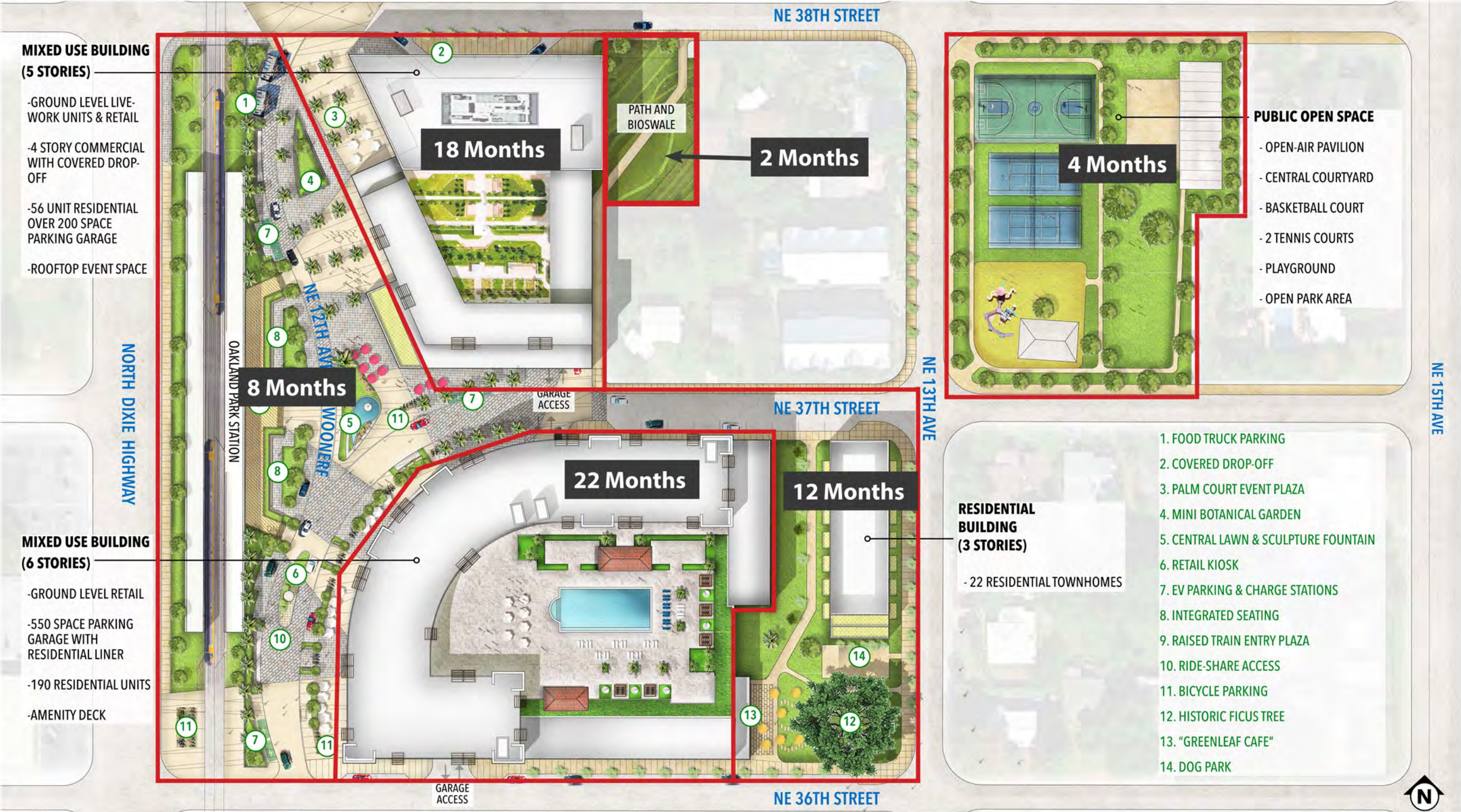
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26 Months Total Overall Duration For Project Construction

All buildings to be built cocurrently and all components of the development will be delivered at the same time.

NOTE: The entire development will take a TOTAL of 26 months and be delivered in March of 2025.



TAB D: Project Priority Alignment



Project Priority Alignment

The KL-Falcone team is committed to The City of Oakland Park's vision for the Downtown Properties Redevelopment Project for a diverse, vibrant and pedestrian-friendly development. As desired by The City, to maximize the footprint of this development, one of our priorities is to include Parcel A & B in order to expand the 4.072 acre site to 6 acres. Our goal is to exceed your needs and enhance the mixed-use hub, that includes residential, retail, live work, office education, open space, as well as structured and on street parking. As mentioned previously, our development program incorporates and aligns with all of The City's project priorities.



Downtown Properties Redevelopment: **Must Haves**

- Residential Offerings ✓
- Relocation of Recreational Amenities to New Greenleaf Park Site ✓
- Retail & Commercial ✓
- Public Parking Spaces ✓
- Construction of Woonerf ✓
- Public Gathering Space ✓
- Urban Greenspace ✓
- High Quality Architectural & Urban Design ✓
- Future Commuter Rail Stop ✓
- Federal, State & Local Grant Partnerships with the City ✓



Downtown Properties Redevelopment: **Will Encourage**

- Sustainable Building Practices ✓
- Affordable Housing Strategy ✓
- Creative Small Business Opportunities ✓

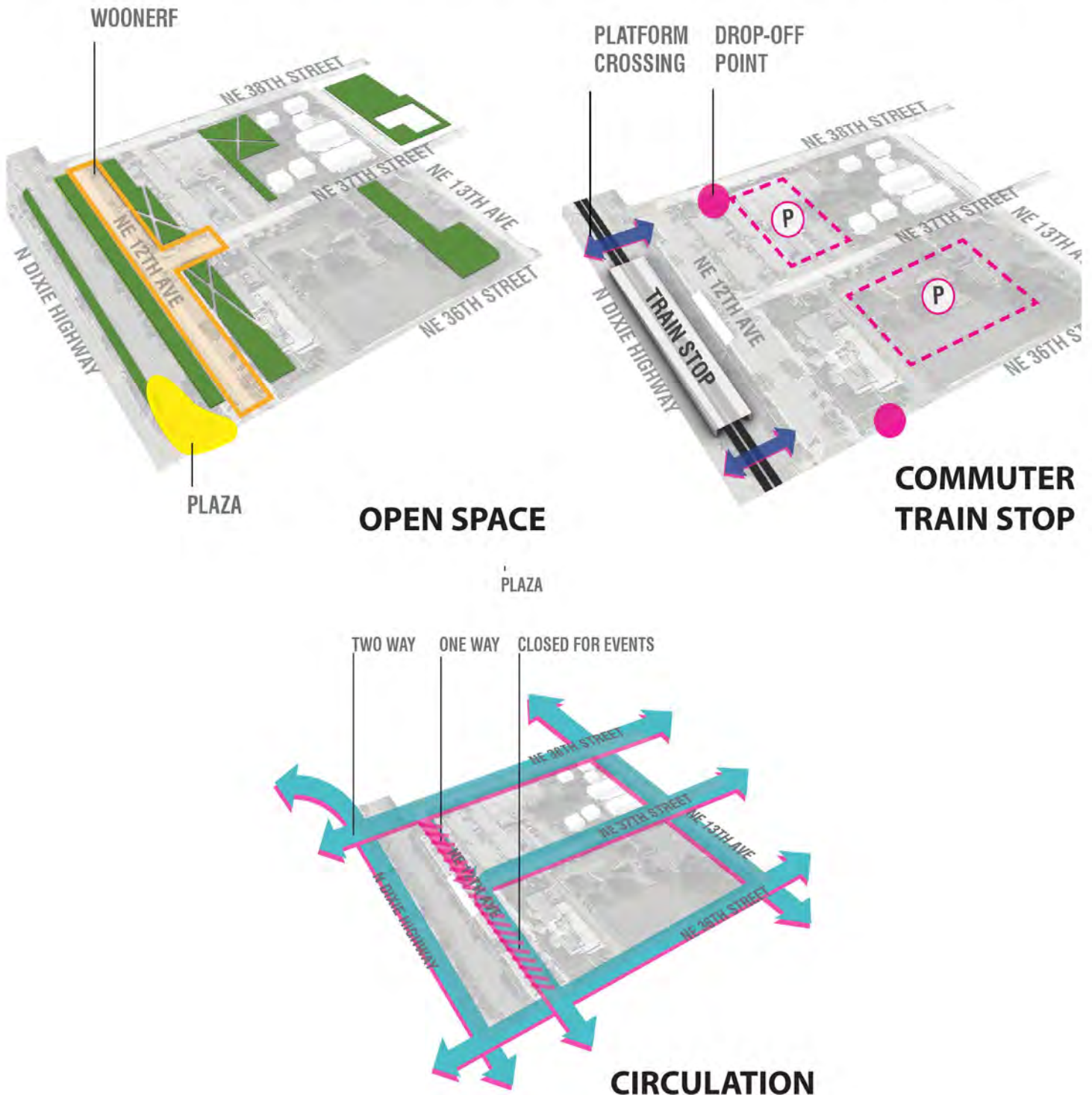
Downtown Properties Redevelopment: **Strongly Prefer**

- Acquisition of Adjacent Parcels ✓

Connectivity Between Every Element

We know and understand that connectivity throughout the entire site is important for your vision. The Woonerf is the key ingredient to ensure that each and every element is integrated. The shape of the Woonerf is a result of studying the traffic flow and the location of the various activities: retail storefront, office plaza and the train stop. The curved Woonerf pathway accentuates the connection of each of the activities, in addition to the Funky Buddha Brewery. Patrons of Funky Buddha can walk out of the brewery and right into the Woonerf to experience the new picturesque views and enjoy the art sculptures, greenspace and retail/restaurants.

Our concept adheres to the circulation pattern that were outlined in Exhibit A of the RFP packet.



Residential Offerings

The high quality and diverse architectural detailing reflects a warm, tropical modern aesthetic to the residential buildings. The exteriors of the residential towers are rendered with light colored stucco and detailed with wood cladding and trellises. In the North building, there will be 4 floors of residential units that line the Woonerf on 12th Avenue and 37th Street. In the South building, there will be 3 floors of residential liners that wrap the garage. Additionally, there will be apartments located atop the garage and surrounding a private pool and amenity deck. Having residential housing above the retail space creates density and brings additional activity to the downtown area.

The free-standing townhome building will be located on the east border of the parcel and serves as a transition to the lower-size/scale neighborhood and creates a small public pocket park between it and the mixed-use building. The existing landmark Ficus tree produces a lot of shade due to its size and therefore creates a park like setting to the retail, restaurants and townhomes that surround it.

Relocating Recreational Amenities to New Greenleaf Park Site

The existing tennis and basketball court, along with the playground with rubberized surface and shade cover, will be relocated to the new Greenleaf Park site, as well as a pavilion and additional greenspace. We believe that additional landscaping will enhance and unify the new recreational spaces. The new open-air pavilion structure is planned to be located on Parcel B and can host meetings as well as a variety of public events and culinary outreach programs to serve the community.



Innovative Retail & Commercial Concepts

In order to create a connection from the popular establishment of Funky Buddha Brewery, the retail space will be located on the west side of the North building fronting the Woonerf. There will be a large building canopy with office drop-off space and lobby area. There is a high focus on culinary commercial space (such as a teaching/cooking class kitchen) with adjacent open space and planted bioswales with an intimate pedestrian passage crossing the reserve. This open space could be used to host tasting menus for the culinary school.

We have also focused our retail and commercial space to be synergistic to the entire redevelopment property. In order to do this, the South building has a long retail frontage starting on 37th Street and curving south along the Woonerf and anchoring the corner of 12th Avenue and 36th Street. There is ample space of sidewalk cafe seating which also connects this space to the culinary importance of this area. On the east side of the parcel, a neighborhood café and dog park take advantage of the desirable shade and park-like setting under the existing landmark Ficus tree.

Public Parking Spaces

We are going beyond the parking space scope and including 816 parking spaces throughout the site plan. The North and South garages will hold 756 parking spaces and there will be 60 parking spaces of street parking inclusive 6 EV charging stations (10%). Parking access for the North building is south from 37th Street and on the South from 37th and 36th Street of the South building. 195 parking spaces are set aside for public amenity and train station parking.

Commercial Tenant Recruitment and Activation

In the prospecting tenant world, we are led in-house by our very own Director of Leasing Bobby Albino who maintains an extensive broker network with all the major brokerage firms/tenant representatives throughout the State of Florida. With more than 28 years of experience in the industry, he has successfully executed in finding tenants across a wide range of large-scaled mixed-use projects, including:

- Miami World Center (Miami, FL)
- Plantation Walk (Plantation, FL)
- The Rise at Flagler Village (Fort Lauderdale, FL)
- The Beachwalk Club (St Johns County, FL)

We also find tremendous value in prospecting through social media: LinkedIn, Instagram, Facebook, Constant Contact, ReSquared, Crexi, LoopNet and also leverage Placer Ai as a great source of where our customer traffic is coming from.

Woonerf

The construction of the Woonerf provides the opportunity to close the road off and welcome more events and festivals such as community gathering events or food truck and other culinary festivals. This living street includes everything that a Woonerf should be: shared space, traffic calming, and low speed limits with the use of landscape, seating, sculptures, and lighting to make these streets welcoming to pedestrians.

The central sculpture fountain creates a focal point for all three directions – a wayfinding element at the center of the Woonerf, while the curved paths provide traffic calming and picturesque vistas through the Woonerf while the sawtooth retail storefront façade provides visual interest. Along the retail façade, the Woonerf provides many pockets of green space, seating, and parking all accented by shade trees. This creates and connects the livable and calming space throughout the entire property.

Public Gathering Space

Throughout the entire property, we have implemented public gathering spaces in order to keep everything connected. This includes a neighborhood cafe and dog park on the east side of the South building and a large public plaza at the ground floor of the North building that can be furnished differently for specific events and uses such as:

- Tents, tables and booths for seasonal events, culinary fairs and food markets
- City-hosted initiatives and events
- Benches for everyday business use
- Mats for yoga classes

Urban Greenspace Design & Sustainability

Taking an urban design approach, the most important criteria is to provide the most enhanced and usable project for The City and its community. We use the shape of the building and structures to shape the open spaces. The design of the buildings and Woonerf is critical because a beautiful and exciting design has the power to enhance utilization and therefore increase popularity. Culinary focused commercial space (such as a teaching kitchen) open up to and adjacent open space and planted bioswale with an intimate pedestrian passage crossing the reserve.

Stormwater runoff from the roof will be directed into a shallow perimeter bioswale or “bio-moat” located near the North building. The “bio-moat” concept was inspired by the ULI Blue Ribbon panel’s recommendations on how to live with water – finding creative ways to not only mitigate flood risk, but “enhance the quality of life through vibrant public spaces.” This vegetated moat will allow for rainfall from the site to slow down before entering drainage wells located within the moat.



High Quality Architecture & Urban Design

Our proposed development exemplifies key urban design principles in its mix of uses, orientation, and design elements. With ample restaurant space and other culinary commercial spaces along the Woonerf, it creates connectivity and activation of the Downtown Culinary Arts District. The site design makes it easy for pedestrians to move through the site. It also creates public squares where people can have chance encounters as well as purposeful gatherings. The building orientations were carefully considered to create maximum connectivity to related uses surrounding the site and a clear, intuitive connection to the proposed commuter rail line.

Future Commuter Rail Stop

We have accounted for and planned the future train station. The station fully integrates into the design and is well thought out to enhance the experience of all visitors to the property. The Train Platform will be approximately 500 feet in length by approximately 15 feet to 17 feet in width. It will have a 3,851 SF elevated central platform and plaza at the center opening up to the wayfinding central sculpture located on the Woonerf on 12th Avenue. At the South median, there will be small retail spaces such as coffee or ice cream kiosks. Additionally, we have proposed 195 public amenity and train station parking spaces.



Federal, State & Local Grant Partnership with the City

Our team is fully capable and ready to fund the entirety of this project, however, we also have the ability and experience to identify and obtain grant funding to enhance certain components of the site and offset short-term costs during the construction phase. Opportunities such as Federal Transit Administration (FTA) grants for the proposed commuter station; Community Development Block Grant (CDBG) funds for public improvements and/or site preparation work; and various programs through the National Parks Service via the Great American Outdoors Act. If we are fortunate enough to be selected, we are committed to working closely with City staff to identify and coordinate any potential prospects. Ryan Reiter, our Grant Support associate, has received over \$6.8 million in grants in the past 5 years and will work with the City of Oakland Park to secure grants for the Downtown Redevelopment Project.

Sustainable Building Practices

The KL-Falcone team is highly committed to recognized green building standards. To find the best overall solutions for our projects, we start the process to sustainable design and construction with a 'question and answer' workshop with LEED accredited in-house professionals. This conversation allows us to set meaningful and affordable goals and objectives. KL is well versed in providing "green" cost savings alternatives on LEED projects in addition to construction methods to ensure the greatest accumulation of points for building certification.

We implement "Green Building Techniques" even on projects that are not pursuing LEED Certification as part of our standard everyday practice. We recycle up to 90% of all construction debris on our jobsites by supplying each construction site with recycling containers. We provide pollution and erosion control; we have a concrete truck washout area on each site to prevent any soil contamination; we also pay very close attention to the Indoor Air Quality during construction. In our interior finishes we use low VOC paints, adhesives and sealants and we always achieve very high percentages of recycled content in our building materials.

Kaufman Lynn has completed 27 LEED certified projects, including LEED Silver and LEED Gold Projects. Some of our projects that have achieved LEED Certification are as follows:

27 LEED PROJECTS



NORTH MIAMI - JOE CELESTIN CENTER

- Broward College Miramar West Center
- Moorings Park at Grey Oaks
- Coconut Creek Public Works Building
- Boca Raton Fire Station #5
- Temple Beth El Western Campus
- Miami Dade College Academic Support Center
- Boca Raton Downtown Library
- Hollywood Beach Safety Complex
- Broward College Arts Building #6
- St. Mark's Episcopal Church & School Gymnasium
- Claude Pepper Community Center

Design & Construction Using Green Building Means & Methods

The following is a partial list of Kaufman Lynn LEED projects:



MIAMI DADE COLLEGE ACADEMIC SUPPORT CENTER



BROWARD COLLEGE ARTS BUILDING #6



HOLLYWOOD BEACH SAFETY COMPLEX



BOCA RATON FIRE STATION #5



MOORINGS PARK AT GREY OAKS



ST. MARK'S EPISCOPAL CHURCH & SCHOOL



BOCA RATON DOWNTOWN LIBRARY



CLAUDE PEPPER COMMUNITY CENTER

Sustainable Building Practices (continued)

Furthermore, using the KL-Falcone Plantation Walk development as a project example that incorporates important green design techniques, there has been the installation of energy-efficient lights, toilets, and other fixtures, along with low-energy high-impact windows across the development that maintain a high “R factor” (which indicates corresponding insulating power). From an operational standpoint, cardboard is always recycled and cleaners utilize green supplies, and the intentional live-work-play environment that is facilitated through easily-navigable and sustainable planning (as envisioned by the City of Plantation’s Midtown Development District) practically enables a car-free atmosphere for those who live and work there. There have been landscaped dry retention ponds and natural-shaped lakes to meet both functional needs and enhanced aesthetics, while also maximizing green space and planting beds, in addition to retaining and relocating mature trees and landscape. Such an approach would be replicated here on the Downtown Redevelopment Properties, thus allowing for low-impact development and superior stormwater management.

Most importantly, Plantation Walk includes large green spaces and lakes with public access benefit to all. The City of Oakland Park deserves the same type of thoughtful environmental approach so that existing and new residents can enjoy the beautiful natural elements of the community, and so we commit to this as evidenced by the conceptual site plan presented in this RFP package.

Lastly, it is worth mentioning that Falcone Group EVP Alfonso Costa Jr. serves as a Fitwel® Ambassador for the non-profit Center for Active Design. Fitwel is the world’s leading certification system committed to building health for all communities, and was originally created by the U.S. Centers for Disease Control (CDC) and Prevention and U.S. General Services Administration (GSA). The CDC remains the research and evaluation partner for Fitwel, and the previously-mentioned Center for Active Design was selected as the licensed operator of Fitwel. The Center for Active Design works at the intersection of health and the built environment, with a core mission of transforming design and development practices to support health and ensure equitable access to vibrant public and private spaces supporting an optimal quality of life. As part of the development’s leadership team, Mr. Costa will utilize his knowledge and ability to work directly with the Center for Active Design to benchmark the entire development (multifamily, retail, and public-use components) with regard to Fitwel certification standards, thus demonstrating a commitment to the highest levels of health and wellness within the real estate industry.



Affordable Housing Strategy

Core to the KL-Falcone team's development mission is providing high-quality, safe, and fair housing for all. A critical part of our proposal is a set-aside of 10% of units for "workforce housing", meaning those unit rents will be "affordable" to households earning between 120% - 140% of Area Median Income (AMI)—with "affordable" defined as no more than 30% of household income is spent on rent and utilities.

According to a September 2020 white paper entitled "**An Overview of Affordable Housing**", approximately 31% of Oakland Park households are "cost burdened" (spending more than 30% of income on housing). We commit to delivering the highest-quality housing product for those households that do not qualify for Federal, State or local subsidy (typically reserved for extremely-low, very-low, and low-income households), and yet find themselves priced out of the rental market due to surging demand and simultaneous strained supply.

This segment of the rental market is commonly characterized to as the "missing middle" due to the ever-increasing supply-demand imbalance, and as a result, many of our community's teachers, police officers, firefighters, nurses, EMT/first responders and government officials are left with little optionality when it comes to where they live. We are proud to include this 10% set-aside for workforce housing, and we are open to increasing that percentage should the City of Oakland Park convey such a desire during future discussions.

Small Business Opportunities

WorkChew, our Tech Workforce Platform & "Culinary District" Revenue Driver, is committed to partnering with the KL-Falcone team to ensure that the development's restaurant tenants and the residential property management team utilize WorkChew to drive additional in-person traffic to the project's restaurants, especially during "off-peak" hours when revenue and area activation may traditionally be slower during a given weekday. This provides WorkChew members discounts at the respective restaurants/coffee shops and a guaranteed place to work.

WorkChew leads the charge by providing tools that promote economic vibrancy while also improving the lives of the City's residents. We will support City of Oakland Park, Broward County, and other local government agencies and via three core initiatives:

- Small & local business support
- Discounted memberships for City & County staff, teachers, firefighters, police officers, non-profits, university & college staff /students / professors & more
- Public art, awareness, and activations

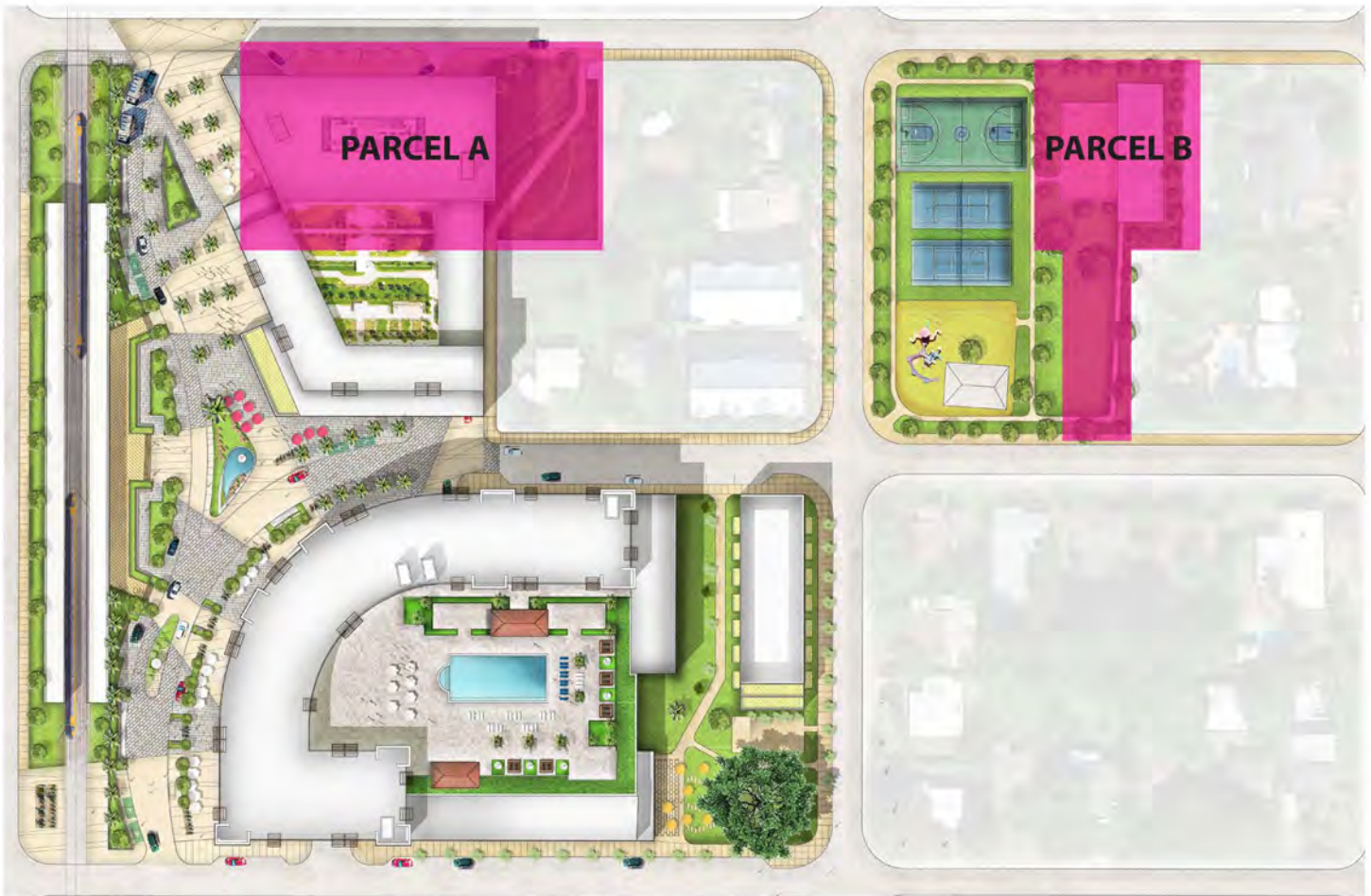
Our goal is to make cities and neighborhoods more connected and improve the quality of city life.

Acquisition of Parcel A & B

Our development plan includes the acquisition of both Parcel A & B (below in pink). The North building incorporates Parcel A with a culinary focused commercial space with an adjacent open spaces and bioswale with an intimate pedestrian passage crossing the reserve. This open space could be used to host tasting menus for culinary students or health and wellness activity space such as yoga or seasonal fairs and farmers market booths.

As Parcel B is east of Greenleaf Park, we have incorporated additional greenspace on the south side next to the playground, as well as an open air pavilion to the east side of the basketball/tennis courts and additional greenspace just south of the pavilion.

Our design for both parcels adds value to the public and enhances their experience allowing for additional outdoor events.



Forms



Required Forms - Kaufman Lynn

Section VIII: Required Forms

The undersigned hereby declares that after examining the Proposal Documents, does hereby submit a response to the proposal and warrants that:

- a. The undersigned is an officer of the organization.
- b. The undersigned is authorized to offer a proposal in full compliance with all requirements and conditions, as set forth in the RFP.
- c. The undersigned has fully read and understands the RFP and has full knowledge of the scope, nature, quantity and quality of the work to be performed, and the requirements and conditions under which the work is to be performed.



Authorized Signature

Michael Kaufman, President/CEO

Printed Name & Title

Kaufman Lynn Construction, Inc.

Company Name

3185 South Congress Avenue

Company Address

Delray Beach, FL 33445

City, State, Zip Code

1/13/22

Date

561.360.6700

Phone Number

mkaufman@kaufmanlynn.com

Email Address

**SWORN STATEMENT UNDER SECTION 287.133(3)(A), FLORIDA STATUTES,
ON PUBLIC ENTITY CRIMES**

(To be signed in the presence of a notary public or other officer authorized to administer oaths.)

STATE OF Florida COUNTY of Palm Beach

Before me, the undersigned authority, personally appeared, who, being by me first duly sworn, made the following statement:

Name of Proposer Kaufman Lynn Construction, Inc.

Business address 3185 South Congress Avenue, Delray Beach, FL 33445

I understand that a public entity crime as defined in Section 287.133 of the Florida Statutes includes a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity in Florida or with an agency or political subdivision of any other state or with the agency or political subdivision of any other state or with the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or any such agency or political subdivision and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.

I understand that "convicted" or "conviction" is defined by the statute to mean a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.

I understand that "affiliate" is defined by the statute to mean (1) a predecessor or successor of a person or a corporation convicted of a public entity crime, or (2) an entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime, or (3) those officers, directors, executives, partners, shareholders, employees, members and agents who are active in the management of an affiliate, or (4) a person or corporation who knowingly entered into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months.

Please check the appropriate paragraph below:

- ☒ Neither the Proposer, Contractor, nor any officer, director, executive, partner, shareholder, employee member or agent who is active in the management of the Proposer or Contractor nor any affiliate of the Proposer or Contractor has been convicted of a public entity crime subsequent to July 1, 1989.
- ☐ There has been a conviction of a public entity crime by the Proposer or contractor, or an officer, director, executive, partner, shareholder, employee, member or agent of the Proposer or contractor who is active in the management of the Proposer or Contractor or an affiliate of the Proposer or

25

Contractor. A determination has been made pursuant to Section 287.133(3) by order of the Division of Administrative Hearings that it is not in the public interest for the name of the convicted person or affiliate to appear on the convicted vendor list. The name of the convicted person or affiliate is _____ . A copy of the order of the Division of Administrative Hearings is attached to this statement


Proposer's Signature

Sworn to and subscribed before me on this 13 day of January, 20 22


Notary Public Signature



NON-COLLUSION AFFIDAVIT

By submission of this affidavit, the Proposer certifies that this proposal is made independently and free from collusion. Proposer shall disclose below, to the best of its knowledge, any City of Oakland Park officer or employee, or any spouse, son, daughter, stepson, stepdaughter, or parent of any such officer or employee, who is an officer or director of, or has a material interest in, the Proposer's business who is in a position to influence this procurement. Any City of Oakland Park officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement. For purposes hereof, a person has a material interest if he or she directly or indirectly owns more than five percent (5%) of the total assets or capital stock of any business entity, or if he or she otherwise stands to personally gain if the contract is awarded to this vendor.

NAME

RELATIONSHIPS

NONE: X



Signature of Proposer

Sworn to and subscribed before me on this 13 day of January , 20 22



Notary Public Signature



DOMESTIC PARTNERSHIP CERTIFICATION FORM

THIS FORM **MUST** BE COMPLETED AND SUBMITTED AT TIME OF SUBMITTAL
FOR PROPOSER TO BE DEEMED RESPONSIVE

The Proposer, by virtue of the signature below, certifies that it is aware of the requirements of Section 2-197.1 of the City of Oakland Park's Code of Ordinances, "Requirement for city contractors to provide equal benefits to domestic partners", and certifies the following:

Please check only one below

- ☒ 1. The Proposer currently complies with the requirements of Section 2-197.1 of the City of Oakland Park's Code of Ordinances and provides benefits to domestic partners of its employees and the partners' dependents on the same basis as it provides benefits to employees' spouses and the spouses' dependents
- ☐ 2. The Proposer will comply with the requirements of Section 2-197.1 of the City of Oakland Park's Code of Ordinances at time of contract award and provide benefits to domestic partners of its employees and the partners' dependents on the same basis as it provides benefits to employees' spouses and the spouses' dependents
- ☐ 3. The Proposer will not comply with the requirements of Section 2-197.1 of the City of Oakland Park's Code of Ordinances at time of award
- ☐ 4. The Proposer does not need to comply with the requirements of Section 2-197.1 of the City of Oakland Park's Code of Ordinances at time of award because the following exemption applies:

Please check only one below

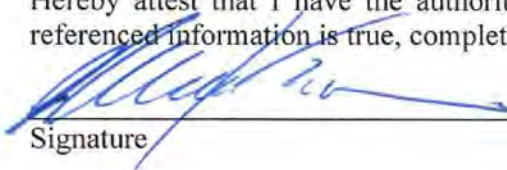
- ☐ The Proposer's price bid for the initial contract term is \$100,000 or less
- ☐ The Proposer employs less than twenty-five (25) employees
- ☐ The Proposer does not provide benefits to employees' spouses or spouse's dependents
- ☐ The Proposer is a religious organization, association, society, or non-profit charitable or educational institution
- ☐ The Proposer is a government entity
- ☐ The Proposer cannot comply with the requirements of Section 2-197.1 of the City of Oakland Park's Code of Ordinances because it would violate the laws, rules or regulations of federal or state law or would violate or be inconsistent with the terms or conditions of a grant or contract with the United States or State of Florida. Indicate the law, statute or regulation _____,

(Attach explanation of its applicability).

DOMESTIC PARTNERSHIP CERTIFICATION FORM (continued)

I, Michael Kaufman, President/CEO of Kaufman Lynn Construction, Inc.
(Name) (Title) (Proposer)

Hereby attest that I have the authority to sign this notarized certification and certify that the above-referenced information is true, complete and correct.


Signature

Michael Kaufman

Print Name

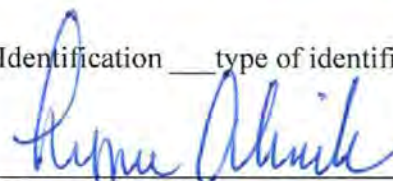
STATE OF Florida)

COUNTY OF Palm BEach)

SWORN TO AND SUBSCRIBED BEFORE ME this 13 day of January, 20 22

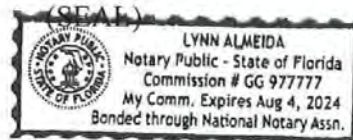
by Michael Kaufman, to me personally known ☒ or produced

Identification _____ type of identification produced: _____


of Notary Public

My commission expires: _____ Signature

Lynn Almeida
Print name of Notary Public



CERTIFICATION PURSUANT TO FLORIDA STATUTE § 287.135 (Scrutinized Companies)

I, Michael Kaufman, President/CEO, on behalf of Kaufman Lynn Construction, Inc.,
Print Name and Title Company Name

certify that Kaufman Lynn Construction, Inc. does not:
Company Name

1. Participate in a boycott of Israel; and
2. Is not on the Scrutinized Companies that Boycott Israel List; and
3. Is not on the Scrutinized Companies with Activities in Sudan List; and
4. Is not on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List; and
5. Has not engaged in business operations in Syria.

Submitting a false certification shall be deemed a material breach of contract. The City shall provide notice, in writing, to the Contractor of the City's determination concerning the false certification. The Contractor shall have ninety (90) days following receipt of the notice to respond in writing and demonstrate that the determination of false certification was made in error. If the Contractor does not demonstrate that the City's determination of false certification was made in error then the City shall have the right to terminate the contract and seek civil remedies pursuant to Florida Statute § 287.135.

Section 287.135, Florida Statutes, prohibits the City from: 1) Contracting with companies for goods or services in any amount if at the time of bidding on, submitting a proposal for, or entering into or renewing a contract if the company is on the Scrutinized Companies that Boycott Israel List, created pursuant to Section 215.4725, F.S. or is engaged in a boycott of Israel; and
2) Contracting with companies, for goods or services over \$1,000,000.00 that are on either the Scrutinized Companies with activities in the Iran Petroleum Energy Sector List, created pursuant to s. 215.473, or are engaged in business operations in Syria.

As the person authorized to sign on behalf of the Contractor, I hereby certify that the company identified above in the section entitled "Contractor Name" does not participate in any boycott of Israel, is not listed on the Scrutinized Companies that Boycott Israel List, is not listed on either the Scrutinized Companies with activities in the Iran Petroleum Energy Sector List, and is not engaged in business operations in Syria. I understand that pursuant to section 287.135, Florida Statutes, the submission of a false certification may subject the company to civil penalties, attorney's fees, and/or costs. I further understand that any contract with the City for goods or services may be terminated at the option of the City if the company is found to have submitted a false certification or has been placed on the Scrutinized Companies with Activities in Sudan list or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List.


SIGNATURE

Michael Kaufman
PRINT NAME

Kaufman Lynn Construction, Inc.
COMPANY NAME

President/CEO
TITLE

Must be executed and returned with attached proposal to be considered.

E-VERIFY FORM

Definitions:

"Contractor" means a person or entity that has entered or is attempting to enter into a contract with a public employer to provide labor, supplies, or services to such employer in exchange for salary, wages, or other remuneration.

"Subcontractor" means a person or entity that provides labor, supplies, or services to or for a contractor or another subcontractor in exchange for salary, wages, or other remuneration.

Effective January 1, 2021, public and private employers, contractors and subcontractors will begin required registration with, and use of the E-verify system in order to verify the work authorization status of all newly hired employees. Vendor/Consultant/Contractor acknowledges and agrees to utilize the U.S. Department of Homeland Security's E-Verify System to verify the employment eligibility of:

- a) All persons employed by Vendor/Consultant/Contractor to perform employment duties within Florida during the term of the contract; and
- b) All persons (including sub-vendors/subconsultants/subcontractors) assigned by Vendor/Consultant/Contractor to perform work pursuant to the contract with the Department. The Vendor/Consultant/Contractor acknowledges and agrees that use of the U.S. Department of Homeland Security's E-Verify System during the term of the contract is a condition of the contract with the City of Oakland Park; and

Should vendor become successful Contractor awarded for the above-named project, by entering into this Contract, the Contractor becomes obligated to comply with the provisions of Section 448.095, Fla. Stat., "Employment Eligibility," as amended from time to time. This includes but is not limited to utilization of the E-Verify System to verify the work authorization status of all newly hired employees, and requiring all subcontractors to provide an affidavit attesting that the subcontractor does not employ, contract with, or subcontract with, an unauthorized alien. The contractor shall maintain a copy of such affidavit for the duration of the contract. Failure to comply will lead to termination of this Contract, or if a subcontractor knowingly violates the statute, the subcontract must be terminated immediately. If this contract is terminated for a violation of the statute by the Contractor, the Contractor may not be awarded a public contract for a period of 1 year after the date of termination.

Company Name: Kaufman Lynn Construction, Inc.

Authorized Signature: 

Print Name: Michael Kaufman

Title: President/CEO

Date: 1/13/22

future commuter rail stop, as Oakland Park Downtown has been selected by FDOT Technical Analysis Team as the next train stop north of Fort Lauderdale (full report anticipated later this month). Successful proposers are encouraged to study the concept and understand its elements. While considerable time and effort has gone into the creation of the downtown properties concept, the City remains open to development firms using their creativity to provide other innovative and financially feasible project components using our site plan as a guide.

Question 19: Woonerf

- a. Will the Woonerf have routine events with street closures that would require temporary structures (tents, stages, etc.)?**

Answer 19: Yes, it is our desire for this to be an activated space. Refer to Exhibit A.

For additional information related to projects in Oakland Park's Downtown District, please refer to the **City Investment in the Downtown** report attached.

Acknowledgment of Addendum #1

Bidders hereby acknowledges that he/she has received and understands the information contained in this Addendum. Bidder should acknowledge this page and return it with its Bid, along with any revised Bid Forms, if applicable.

Acknowledged by:

Print Name:

Michael Kaufman

Company:

Kaufman Lynn Construction, Inc.

Date:

1.13.22



Addendum #2

(Issued Tuesday, January 4, 2022)

DOWNTOWN PROPERTIES REDEVELOPMENT PROJECT PHASE TWO – DEVELOPMENT PROPOSALS FROM PRE-QUALIFIED FIRMS

RFP# 011322

This addendum is issued to make the following change(s)/correction(s)/clarification(s), to answer questions, or to provide additional information that may be helpful to respondents:

This addendum extends the deadline for questions until 5:00PM, Thursday, January 6, 2022. As soon as possible thereafter, the City will respond with a final addendum.

Acknowledgment of Addendum #2

Bidders hereby acknowledges that he/she has received and understands the information contained in this Addendum. Bidder should acknowledge this page and return it with its Bid, along with any revised Bid Forms, if applicable.

Acknowledged by:

Print Name:

Michael Kaufman

Company:

Kaufman Lynn Construction, Inc.

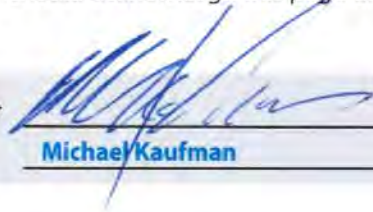
Date:

1.13.22

Acknowledgment of Addendum #3

Bidders hereby acknowledges that he/she has received and understands the information contained in this Addendum. Bidder should acknowledge this page and return it with its Bid, along with any revised Bid Forms, if applicable.

Acknowledged by:



Print Name:

Michael Kaufman

Company:

Kaufman Lynn Construction, Inc.

Date:

1.13.22

Required Forms - Falcone Group

Section VIII: Required Forms

The undersigned hereby declares that after examining the Proposal Documents, does hereby submit a response to the proposal and warrants that:

- a. The undersigned is an officer of the organization.
- b. The undersigned is authorized to offer a proposal in full compliance with all requirements and conditions, as set forth in the RFP.
- c. The undersigned has fully read and understands the RFP and has full knowledge of the scope, nature, quantity and quality of the work to be performed, and the requirements and conditions under which the work is to be performed.


Authorized Signature

Arthur J. Falcone, Manager

Printed Name & Title

Falcone Group, LLC

One Town Center Rd, Suite 600

Company Name

Company Address

Boca Raton, FL 33486

1 / 10 / 2022

City, State, Zip Code

Date

561-961-1312

CoraD@FalconeGroup.info

Phone Number

Email Address

**SWORN STATEMENT UNDER SECTION 287.133(3)(A), FLORIDA STATUTES,
ON PUBLIC ENTITY CRIMES**

(To be signed in the presence of a notary public or other officer authorized to administer oaths.)

STATE OF Florida COUNTY Palm Beach

Before me, the undersigned authority, personally appeared, who, being by me first duly sworn, made the following statement:

Name of Proposer Falcone Group, LLC

Business address One Town Center Rd, Suite 600 Boca Raton, FL 33486

I understand that a public entity crime as defined in Section 287.133 of the Florida Statutes includes a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity in Florida or with an agency or political subdivision of any other state or with the agency or political subdivision of any other state or with the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or any such agency or political subdivision and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.

I understand that "convicted" or "conviction" is defined by the statute to mean a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.

I understand that "affiliate" is defined by the statute to mean (1) a predecessor or successor of a person or a corporation convicted of a public entity crime, or (2) an entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime, or (3) those officers, directors, executives, partners, shareholders, employees, members and agents who are active in the management of an affiliate, or (4) a person or corporation who knowingly entered into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months.

Please check the appropriate paragraph below:

- ☒ Neither the Proposer, Contractor, nor any officer, director, executive, partner, shareholder, employee member or agent who is active in the management of the Proposer or Contractor nor any affiliate of the Proposer or Contractor has been convicted of a public entity crime subsequent to July 1, 1989.


There has been a conviction of a public entity crime by the Proposer or contractor, or an officer, director, executive, partner, shareholder, employee, member or agent of the Proposer or contractor who is active in the management of the Proposer or Contractor or an affiliate of the Proposer or

Contractor. A determination has been made pursuant to Section 287.133(3) by order of the Division of Administrative Hearings that it is not in the public interest for the name of the convicted person or affiliate to appear on the convicted vendor list. The name of the convicted person or affiliate is _____ . A copy of the order of the Division of Administrative Hearings is attached to this statement



Proposer's Signature

Sworn to and subscribed before me on this 10 day of JANUARY 20 22



Notary Public Signature

(affix seal)



NON-COLLUSION AFFIDAVIT

By submission of this affidavit, the Proposer certifies that this proposal is made independently and free from collusion. Proposer shall disclose below, to the best of its knowledge, any City of Oakland Park officer or employee, or any spouse, son, daughter, stepson, stepdaughter, or parent of any such officer or employee, who is an officer or director of, or has a material interest in, the Proposer's business who is in a position to influence this procurement. Any City of Oakland Park officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement. For purposes hereof, a person has a material interest if he or she directly or indirectly owns more than five percent (5%) of the total assets or capital stock of any business entity, or if he or she otherwise stands to personally gain if the contract is awarded to this vendor.

NAME

RELATIONSHIPS

NONE: X

Signature of Proposer

Sworn to and subscribed before me on this 10 day of January, 20 22

(affix seal)

Notary Public Signature



DOMESTIC PARTNERSHIP CERTIFICATION FORM

THIS FORM **MUST** BE COMPLETED AND SUBMITTED AT TIME OF SUBMITTAL
FOR PROPOSER TO BE DEEMED RESPONSIVE

The Proposer, by virtue of the signature below, certifies that it is aware of the requirements of Section 2-197.1 of the City of Oakland Park's Code of Ordinances, "Requirement for city contractors to provide equal benefits to domestic partners", and certifies the following:

Please check only one below

- ☒ 1. The Proposer currently complies with the requirements of Section 2-197.1 of the City of Oakland Park's Code of Ordinances and provides benefits to domestic partners of its employees and the partners' dependents on the same basis as it provides benefits to employees' spouses and the spouses' dependents
- ☐ 2. The Proposer will comply with the requirements of Section 2-197.1 of the City of Oakland Park's Code of Ordinances at time of contract award and provide benefits to domestic partners of its employees and the partners' dependents on the same basis as it provides benefits to employees' spouses and the spouses' dependents
- ☐ 3. The Proposer will not comply with the requirements of Section 2-197.1 of the City of Oakland Park's Code of Ordinances at time of award
- ☐ 4. The Proposer does not need to comply with the requirements of Section 2-197.1 of the City of Oakland Park's Code of Ordinances at time of award because the following exemption applies:

Please check only one below

- ☐ The Proposer's price bid for the initial contract term is \$100,000 or less
- ☐ The Proposer employs less than twenty-five (25) employees
- ☐ The Proposer does not provide benefits to employees' spouses or spouse's dependents
- ☐ The Proposer is a religious organization, association, society, or non-profit charitable or educational institution
- ☐ The Proposer is a government entity
- ☐ The Proposer cannot comply with the requirements of Section 2-197.1 of the City of Oakland Park's Code of Ordinances because it would violate the laws, rules or regulations of federal or state law or would violate or be inconsistent with the terms or conditions of a grant or contract with the United States or State of Florida. Indicate the law, statute or regulation _____,

(Attach explanation of its applicability).

DOMESTIC PARTNERSHIP CERTIFICATION FORM (continued)

I, Arthur J. Falcone, Manager of Falcone Group, LLC
(Name) (Title) (Proposer)

Hereby attest that I have the authority to sign this notarized certification and certify that the above-referenced information is true, complete and correct.

Signature

Arthur J. Falcone

Print Name

STATE OF Florida)

COUNTY OF Palm Beach)

SWORN TO AND SUBSCRIBED BEFORE ME this 10 day of JANUARY, 2022

by ARTHUR FALCONE, to me personally known or produced

Identification type of identification produced: N/A

of Notary Public

My commission expires: Signature

(SEAL)

Print name of Notary Public



CERTIFICATION PURSUANT TO FLORIDA STATUTE § 287.135 (Scrutinized Companies)

I, Arthur J. Falcone, Manager, on behalf of Falcone Group, LLC,
Print Name and Title Company Name

certify that Falcone Group, LLC does not:
Company Name

1. Participate in a boycott of Israel; and
2. Is not on the Scrutinized Companies that Boycott Israel List; and
3. Is not on the Scrutinized Companies with Activities in Sudan List; and
4. Is not on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List; and
5. Has not engaged in business operations in Syria.

Submitting a false certification shall be deemed a material breach of contract. The City shall provide notice, in writing, to the Contractor of the City's determination concerning the false certification. The Contractor shall have ninety (90) days following receipt of the notice to respond in writing and demonstrate that the determination of false certification was made in error. If the Contractor does not demonstrate that the City's determination of false certification was made in error then the City shall have the right to terminate the contract and seek civil remedies pursuant to Florida Statute § 287.135.

Section 287.135, Florida Statutes, prohibits the City from: 1) Contracting with companies for goods or services in any amount if at the time of bidding on, submitting a proposal for, or entering into or renewing a contract if the company is on the Scrutinized Companies that Boycott Israel List, created pursuant to Section 215.4725, F.S. or is engaged in a boycott of Israel; and
2) Contracting with companies, for goods or services over \$1,000,000.00 that are on either the Scrutinized Companies with activities in the Iran Petroleum Energy Sector List, created pursuant to s. 215.473, or are engaged in business operations in Syria.

As the person authorized to sign on behalf of the Contractor, I hereby certify that the company identified above in the section entitled "Contractor Name" does not participate in any boycott of Israel, is not listed on the Scrutinized Companies that Boycott Israel List, is not listed on either the Scrutinized Companies with activities in the Iran Petroleum Energy Sector List, and is not engaged in business operations in Syria. I understand that pursuant to section 287.135, Florida Statutes, the submission of a false certification may subject the company to civil penalties, attorney's fees, and/or costs. I further understand that any contract with the City for goods or services may be terminated at the option of the City if the company is found to have submitted a false certification or has been placed on the Scrutinized Companies with Activities in Sudan list or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List.

SIGNATURE

Falcone Group, LLC

COMPANY NAME

Arthur J. Falcone

PRINT NAME

Manager

TITLE

Must be executed and returned with attached proposal to be considered.

E-VERIFY FORM

Definitions:

“Contractor” means a person or entity that has entered or is attempting to enter into a contract with a public employer to provide labor, supplies, or services to such employer in exchange for salary, wages, or other remuneration.

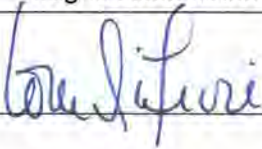
“Subcontractor” means a person or entity that provides labor, supplies, or services to or for a contractor or another subcontractor in exchange for salary, wages, or other remuneration.

Effective January 1, 2021, public and private employers, contractors and subcontractors will begin required registration with, and use of the E-verify system in order to verify the work authorization status of all newly hired employees. Vendor/Consultant/Contractor acknowledges and agrees to utilize the U.S. Department of Homeland Security’s E-Verify System to verify the employment eligibility of:

- a) All persons employed by Vendor/Consultant/Contractor to perform employment duties within Florida during the term of the contract; and
- b) All persons (including sub-vendors/subconsultants/subcontractors) assigned by Vendor/Consultant/Contractor to perform work pursuant to the contract with the Department. The Vendor/Consultant/Contractor acknowledges and agrees that use of the U.S. Department of Homeland Security’s E-Verify System during the term of the contract is a condition of the contract with the City of Oakland Park; and

Should vendor become successful Contractor awarded for the above-named project, by entering into this Contract, the Contractor becomes obligated to comply with the provisions of Section 448.095, Fla. Stat., "Employment Eligibility," as amended from time to time. This includes but is not limited to utilization of the E-Verify System to verify the work authorization status of all newly hired employees, and requiring all subcontractors to provide an affidavit attesting that the subcontractor does not employ, contract with, or subcontract with, an unauthorized alien. The contractor shall maintain a copy of such affidavit for the duration of the contract. Failure to comply will lead to termination of this Contract, or if a subcontractor knowingly violates the statute, the subcontract must be terminated immediately. If this contract is terminated for a violation of the statute by the Contractor, the Contractor may not be awarded a public contract for a period of 1 year after the date of termination.

Company Name: Magna Associates Inc

Authorized Signature: 

Print Name: Cora DiFiore

Title: President

Date: 1 / 10 / 2022

NOTE: Magna Associates Inc is the paymaster for all Falcone Group, LL employees

future commuter rail stop, as Oakland Park Downtown has been selected by FDOT Technical Analysis Team as the next train stop north of Fort Lauderdale (full report anticipated later this month). Successful proposers are encouraged to study the concept and understand its elements. While considerable time and effort has gone into the creation of the downtown properties concept, the City remains open to development firms using their creativity to provide other innovative and financially feasible project components using our site plan as a guide.

Question 19: Woonerf

- a. Will the Woonerf have routine events with street closures that would require temporary structures (tents, stages, etc.)?**

Answer 19: Yes, it is our desire for this to be an activated space. Refer to Exhibit A.

For additional information related to projects in Oakland Park's Downtown District, please refer to the **City Investment in the Downtown** report attached.

Acknowledgment of Addendum #1

Bidders hereby acknowledges that he/she has received and understands the information contained in this Addendum. Bidder should acknowledge this page and return it with its Bid, along with any revised Bid Forms, if applicable.

Acknowledged by:

Print Name:


Alfonso Costa Jr.

Company:

Date:

Falcone Group, LLC

1 / 10 / 2022



Addendum #2

(Issued Tuesday, January 4, 2022)

DOWNTOWN PROPERTIES REDEVELOPMENT PROJECT PHASE TWO – DEVELOPMENT PROPOSALS FROM PRE-QUALIFIED FIRMS

RFP# 011322

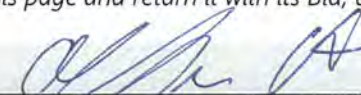
This addendum is issued to make the following change(s)/correction(s)/clarification(s), to answer questions, or to provide additional information that may be helpful to respondents:

This addendum extends the deadline for questions until 5:00PM, Thursday, January 6, 2022. As soon as possible thereafter, the City will respond with a final addendum.

Acknowledgment of Addendum #2

Bidders hereby acknowledges that he/she has received and understands the information contained in this Addendum. Bidder should acknowledge this page and return it with its Bid, along with any revised Bid Forms, if applicable.

Acknowledged by:



Print Name:

Alfonso Costa Jr.

Company:

Falcone Group, LLC

Date:

1 / 10 / 2022

Acknowledgment of Addendum #3

Bidders hereby acknowledges that he/she has received and understands the information contained in this Addendum. Bidder should acknowledge this page and return it with its Bid, along with any revised Bid Forms, if applicable.

Acknowledged by:



Company:

Falcone Group, LLC

Print Name:

Alfonso Costa Jr.

Date:

1 / 10 / 2022

Additional Information



ADDITIONAL INFORMATION

QUALIFICATIONS AND EXPERIENCE

KL Working with Local Public Agencies

In addition to KL's vast experience with similar mixed-use urban renewal projects, we also have a keen focus on public sector projects. We work with many municipalities throughout South Florida with a specialty in creating spaces that enhance the community and reflect the unique aspects of each area. Below is a list of South Florida public entities we are currently working with:

WE SPECIALIZE IN PUBLIC AGENCY EXPERTISE



RELEVANT EXPERIENCE – Similar Projects and New Urbanism

The KL-Falcone team has deep policy expertise and extensive experience collaborating with local bodies of government to execute public/private development projects. Many properties delivered by our team have involved working closely with City or County offices/departments of housing & community development—as well as planning & land use—in order to build inclusive communities that align with local stakeholders’ goals and desires. The projects below are prime examples of our ability to implement the characteristics of new urbanism into our development, with the first development (“The Rise Plantation Walk”) exemplifying the collaborative success of the KL-Falcone team.

The Rise Plantation Walk

Address: 261 N University Dr, Plantation, FL 33324

Project Type: Mixed-Use

Residential Units: 404

Retail Space: 130,000 Square Feet

Year Completed: 2021

Total Development Cost: \$136 million

Built by the KL-Falcone team, The Rise Plantation Walk (within the greater \$350 million Plantation Walk master-planned development) rests in the heart of Plantation, Florida. These 404 rental apartments are an integral component to the impeccably designed, 31 - acre development that presents 130,000 square feet of retail, 160,000 square feet of Class A office, and a full-service hotel, all infused with resort-level hospitality in a walkable, seamlessly connected community for shopping, dining, living, playing and working. Plantation Walk is a 21st Century neighborhood where guests can take advantage of the community’s strolling paths that encourage both residents and visitors to park their car and explore the community’s shops, restaurants and greenspaces on foot.

The KL-Falcone team has demonstrated its deep commitment to the environment and landscaping on this project, considering the previously-existing abandoned and blighted Plantation Fashion Mall (built in 1988) had been sitting idle for more than 10 years. Notably, we saved the steel from demolition and it was subsequently melted down and utilized for future projects. Furthermore, the project incorporates important green design techniques, including the installation of energy-efficient lights, toilets, and other fixtures, along with low-energy high-impact windows across the development that maintain a high “R factor” (which indicates corresponding insulating power). From an operational standpoint, cardboard is always recycled and cleaners utilize green supplies, and the intentional livework-play environment that is facilitated through easily navigable and sustainable planning (as envisioned by the City of Plantation’s Midtown Development District) practically enables a car-free atmosphere for those who live and work there. There have been landscaped dry retention ponds and natural-shaped lakes to meet both functional needs and enhanced aesthetics, while also maximizing green space and planting beds, in addition to retaining and relocating mature trees and landscape. Most importantly, Plantation Walk includes large green spaces and lakes with public access benefit to all.



Art Square Hallandale Beach

Address: 301 North Federal Highway, Hallandale Beach, FL

Residential Units: 328

Commercial Space: 12,569 SF

Year Completed: 2019

Construction Cost: \$53 million

Art Square Hallandale Beach is a mixed-use development with 238 residential units and ground floor retail space with a mix of fitness, dining, and service tenants. This project by Kaufman Lynn was developed in close coordination with the Hallandale Beach CRA as part of their urban renewal efforts along the Federal Highway corridor. In addition to the residential and retail space, KL built a public plaza and shaded walkway along the street featuring public art from local artists, creating a vibrant and walkable community.



Broward College/FIU Miramar Southwest Center (PUBLIC / PRIVATE DEVELOPMENT)

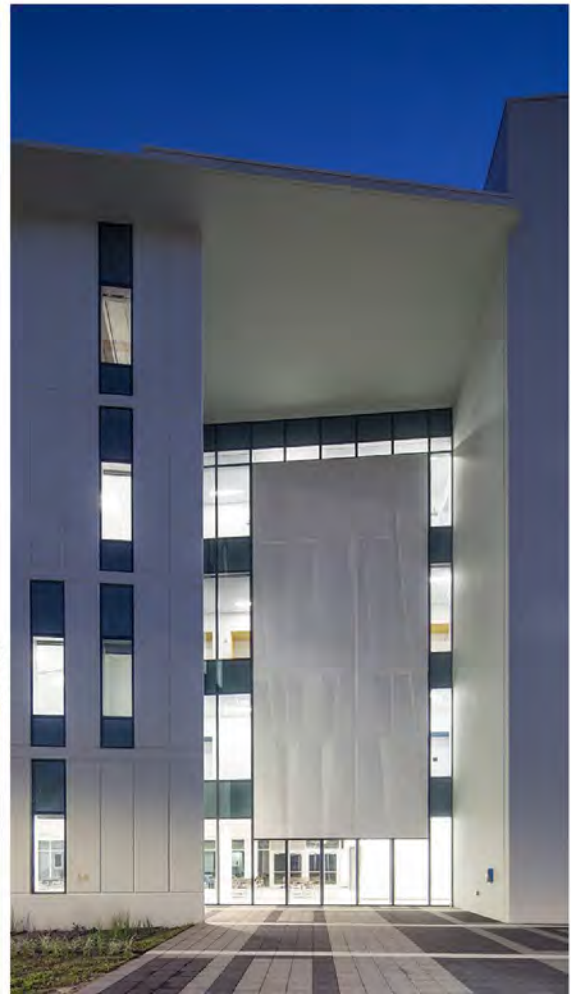
Address: 1930 SW 135th Avenue, Miramar, FL

Size: 90,000 SF

Year Completed: 2014

Construction Cost: \$23.1 million

KL joined a private developer for the development and construction of a new higher education campus for Broward College and Florida International University. This 90,000 SF classroom building was the first transaction approved under the Florida Public Private Partnership (HB-85) statute.



The Rise Central (PUBLIC / PRIVATE DEVELOPMENT)

Address: 12875 SW Crescent St, Beaverton, OR 97005

Residential Units: 348

Retail Space: 5,000 Square Feet

Year Completed: 2019

Total Development Cost: \$80 million

The Rise Central (public/private development project) is a modern mixed-use development with 230 residential units (19 affordable) and ground-floor retail that caters to local consumers. Through an RFP process that saw more than 15 developers compete, the Falcone Group was selected to undertake construction and successfully complete two multifamily projects (the other being the Westline development at 4545 SW Angel Ave, Beaverton, OR 97005) in this part of the City of Beaverton. In return, the projects received a 10-year partial tax exemption (Certified Vertical Housing Development Tax Abatement) and the land (for the Westline project), helping to stimulate the development of new housing in the area. Both projects include exciting, diverse retail on the ground floor. The Falcone Group has leased the retail spaces to small local family-owned businesses that have been able to connect well with local residents.



The Rise Flagler Village

Address: 405 NE 2nd St, Fort Lauderdale, FL 33301

Residential Units: 348

Retail Space: 4,100 Square Feet

Year Completed: 2020

Total Development Cost: \$115 million

Developer: Falcone Group



Miami World Center (PUBLIC / PRIVATE DEVELOPMENT)

Address: 851 NE 1st Ave, Miami, FL 33132

Website: <https://miamiworldcenter.com>

At nearly 30 acres, the \$4 billion Miami World Center development achieves the heights of a world-class destination with 1,875 residential units, 300,000 square feet of retail, 600,000 square feet of office, 1,700 hotel rooms, and 500,000 square feet of event & expo space. As one of the largest private development in the United States, the Miami World Center entails an Economic Incentive Agreement ("Agreement") between the Falcone Group and the Southeast Overtown / Park West Community Redevelopment Agency ("CRA")—the CRA is governed by a Board whose members are City of Miami Commissioners. The Agreement holds the development accountable for complying with specific requirements regarding local hiring of employees, wage rates to be paid, and use of local subcontractors and small business enterprises (SBEs) for both construction and goods & services. Monthly and quarterly reports are issued to a compliance monitor to track the development's progress.



The Rise Hayes Valley

Address: 1699 Market St, San Francisco, CA 94103

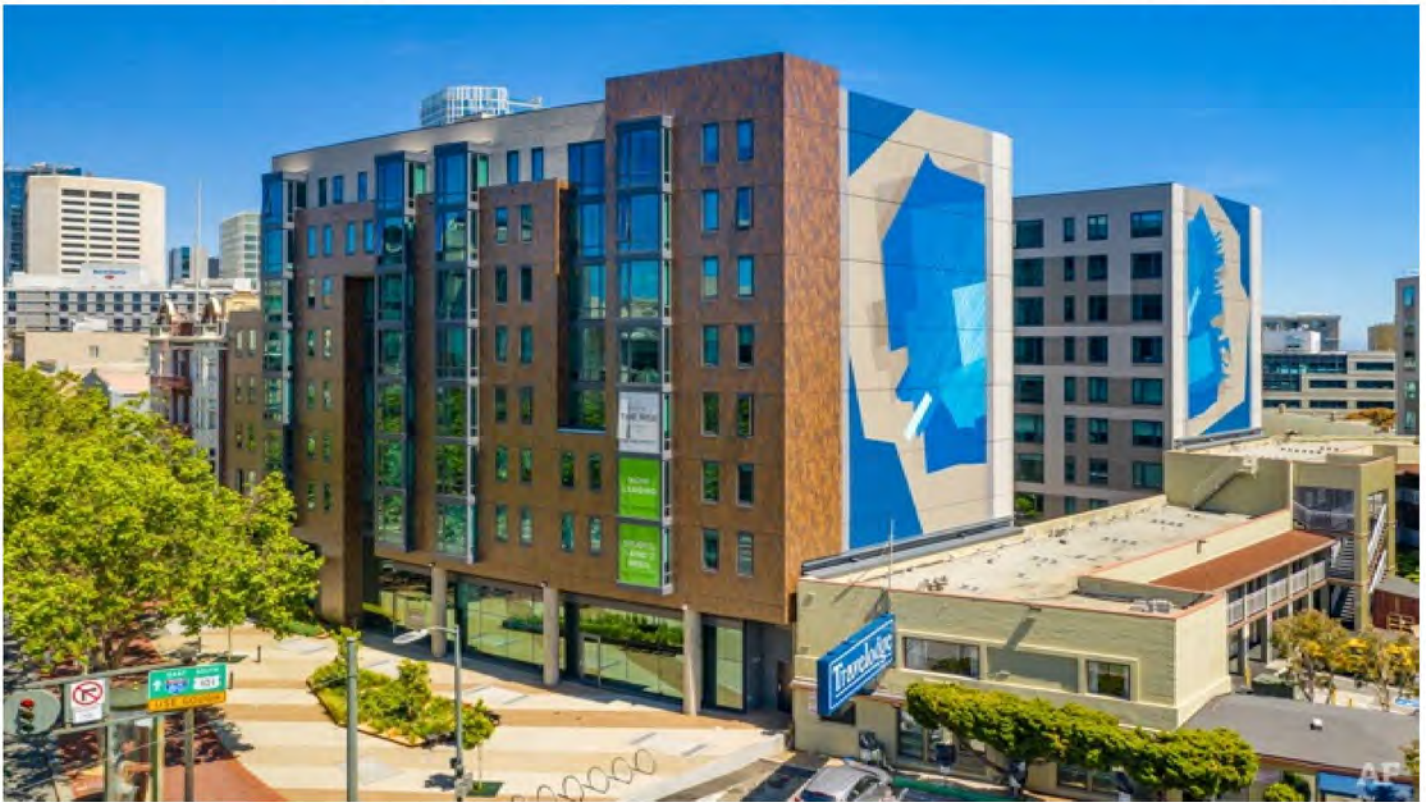
Residential Units: 160

Retail Space: 6,000 Square Feet

Year Completed: 2019

Total Development Cost: \$107 million

Developer: Falcone Group



Promenade at Sunset Walk

Address: 3251 Margaritaville Blvd, Kissimmee, FL 34747

Commercial Retail & Entertainment Space: 200,000 Square Feet

Website: <https://www.sunsetwalk.com>

Developer: Falcone Group



ADDITIONAL INFORMATION

PUBLIC OFFICIAL REFERENCES

City of Miami, Florida

FRANCIS SUAREZ
MAYOR



3500 PAN AMERICAN DRIVE
MIAMI, FLORIDA 33133
(305) 250-5300
FAX (305) 854-4001

December 7, 2021

Dear Sir or Madam:

It is my distinct pleasure to issue this letter of support and serve as a reference for the Falcone Group regarding its RFP proposal for the Downtown Properties Redevelopment Project.

The Falcone Group has been an incredible leader in the real estate industry and community-building space throughout the City of Miami. For more than 10 years, the firm's principal Arthur Falcone has led the development of the Miami WorldCenter project and forever changed Downtown Miami in a way that has continuously brought positive revitalization through job creation, educational and employment opportunities, housing supply, and economic production. The Southeast Overtown / Park West (SEOPW) Community Redevelopment Agency (CRA), where I previously served on the Board during my time as Miami District 4 City Commissioner, has seen tremendous growth and investment interest within its boundaries.

The Park West district, where Miami WorldCenter is now located, was historically derelict and blighted with a lack of investment. Now, infrastructure has been restored, and over the years, Overtown residents have been offered new educational and employment opportunities through efforts such as the Training for Manufactured Construction (TRAMCON) Program. The program was brought to the community by the CRA in partnership with the Miami WorldCenter team, and it is indicative of Arthur Falcone's commitment to the concept of "a rising tide lifts all boats."

I am confident that selection of the Falcone Group-Kaufman Lynn team to develop the Downtown Properties Redevelopment Project will forever benefit Oakland Park, just as Miami has, given the vision and passion that Arthur Falcone has for major mixed-use developments. Please contact my office should you wish to follow up on this further, and thank you for all of your hard work, particularly during these challenging times.

Sincerely,

Francis X. Suarez
Mayor of Miami

Public Official References



"The Falcone Group has been an *incredible leader in the real estate industry and community-building space* throughout our great City of Miami. For more than 10 years, the firm's principal Arthur Falcone has led the development of the Miami WorldCenter project and forever changed downtown Miami in a way that is continuously bringing positive revitalization through job creation, educational and employment opportunities, housing supply, and economic production."

*Mayor Francis Suarez
City of Miami*



"With the Plantation Walk project, *the KL-Falcone team is boldly leading the community-building and real estate industry* in Florida, redeveloping the previously abandoned Plantation Fashion Mall into a thriving walkable mixed-use development. This has allowed for implementation of the vision of the Plantation Midtown Development District, a true "new urbanism" concept to be delivered with live-work-play. The multi-million dollar development's new retail sales tax and property tax revenues are *re-energizing the tax base.*"

Tony Martins, Fire Marshal of City of Plantation



"Riviera Beach selected KL on our first major projects in many years and *they have followed through on their commitments and promises- including involving the local community.* They have been a proactive partner to the City and has proven they care about their work and deliver results for our residents."

*Terrence Bailey, Director of Public Works
City of Riviera Beach*



"KL proved to be very capable and engaged throughout the process, and they *excelled at communicating with the project stakeholders.* Their team was receptive to the needs and concerns of the town.

Remarkably, the project was completed 'on time and on budget' despite the Challenges presented by the COVID-19 pandemic."

*Chief of Police, David England
Town of Jupiter*

ADDITIONAL INFORMATION

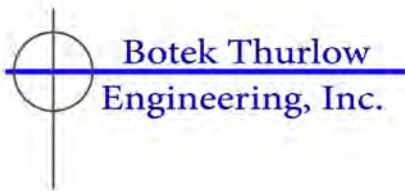
COMMUNITY BENEFIT PLAN EXAMPLES

Commitment to Small Business & M/WBE Participation

KL-Falcone commits to working with the City of Oakland Park to determine the appropriate percentage of Small Business and MWBE participation in the project, and to hire on-site construction workforce from the local community when appropriate. In order to achieve these goals, we have partnered with the Minority Business Development Agency (MBDA) Business Centers of Miami and Orlando by executing a Community Partnership Agreement/Memorandum of Understanding (MOU)---please see the following pages---in order to facilitate opportunities for minority participation in the development project. The Miami & Orlando MBDA Business Centers are not-for-profit corporations that provide programs and services to minority businesses. The MOU can be viewed on the following pages. The primary purpose of our collaboration is to identify minority-owned and women-owned business enterprises (MBE and WBE) for relevant construction and development roles, in addition to office & retail companies as prospective tenants for the commercial space in the project.

Furthermore, our current project team consists of several S/M/WBE firms, such as:

- **Architect:** BC Architects
- **Civil Engineer:** Botek Thurlow Engineering
- **S/M/WBE & Local Workforce Hiring Team:** MCO Construction
- **Community Outreach & Marketing:** Mosaic Group
- **Public Art Consultant:** George Gadson Studios
- **Tech Workforce Platform & "Culinary District" Revenue Driver:** WorkChew





**Community Partnership Agreement/
Memorandum of Understanding
between**

**Orlando Minority Business Development Agency Business Center
& Miami Minority Business Development Agency Business Center
and
Falcone Group**

This Memorandum of Understanding ("MOU"), effective as of the 30th day of March 2021, by and between the *Falcone Group ("FG")* and the *Orlando Minority Business Development Agency Business Center (MBDA)*, collectively, the "Parties" memorializes the understanding of the respective efforts to enhance cooperation and improve efficiencies to further the similar goals of helping businesses to grow in the State of Florida.

WHEREAS the *FG*'s goal is to facilitate opportunities for Minority participation in the upcoming development and construction projects as well as any future projects across the state of Florida.

WHEREAS the *Orlando & Miami MBDA Business Centers* are a not-for-profit corporation that addresses the challenges facing our community and business leadership. *Orlando & Miami MBDA Business Centers* provide programs and services to minority businesses that include but not limited to: Management & Organization Consulting; Business Plans; Marketing Plans; Business Analysis; Business Seminars and Workshops; Professional Referrals; Bonding & Financing Assistance; and Global Markets & Exporting. These programs and services in turn facilitate greater access to capital, markets and contracts in the State of Florida; and

WHEREAS, each Parties' programs are designed similarly to assist in the growth and development of businesses owned and controlled by minorities; and

WHEREAS, as a result of the efforts of each Party, large numbers of Minority Business Enterprises participate in programs offered by *FG* and the *Orlando & Miami MBDA Business Centers* that enhance business development and public and private sector contracting opportunities, both in the public and private sector; and

WHEREAS, the Parties share a desire to increase the growth of businesses in the State of Florida; and

NOW, THEREFORE, in consideration of the mutual covenants and agreements contained herein, the Parties agree as follows:

- *FG* to advise of timeline for milestone development projects, as well as timeline for when *FG* or its appointed as the lead developer or Prime Contractors for major developments in Florida.
- *FG* to advise of desire to solicit/invite/ promote/host "pre-bidding" events. Then *MBDA Orlando* will be the lead on facilitating events and pre-bid webinars for both centers for *FG*, and both centers will assist MBEs with bonding and bid submission.




- **MBDA Orlando, MBDA Miami & FG** to collaborate on web and in person events.
As stated previously **MBDA Orlando** will lead all webinar events.
 - A. See **Appendix A** for suggested items
- Support and market each organization's promotions and social media.
 - A. Send out informational newsletters promoting the project and events to assist in establishing resources for MBE/WBE Sub Contractors.
 - B. Like/Share/Comment on Social Media
- Provide input to each other about the growth of minority businesses in the state.
 - A. Set a monthly meeting to discuss growing MBEs in the community and how we can have them participate and/or bid as General or Sub Contractors on the upcoming projects via Falcone Group.
- Promote and support the Minority Business Enterprises.
 - A. **MBDA** to work with **FG** to ensure General & Sub Contractors are Minority Certified.
 - B. **MBDA** to work with **FG** to ensure General & Sub Contractors are adequately equipped with bonding coverage.
 - C. **MBDA** to work with **FG** to ensure General & Sub Contractors are adequately equipped with equipment loan financing to perform work on said projects.
 - D. **FG** to provide **MBDA** with participants list, where MBDA will check and validate which participants are MBDA clients.
 - E. **FG** to advise **MBDA** of MBEs that have been recipients of contracts/bids from these initiatives.

This MOU will become effective upon execution by both **FG** and **Orlando & Miami MBDA Business Center** and will remain in force unless either party notifies the other in writing that it wishes to end the agreement. This MOU may be amended by mutual agreement of both parties in writing.



Name: **ALFONSO COSTA JR.**
Company: Falcone Group

Date: APRIL 12, 2021



Retu Jalhay
Orlando MBDA Business Center

Date: April 12, 2021



Marie Hyppolite
Miami MBDA Business Center

Date: april 12, 2021

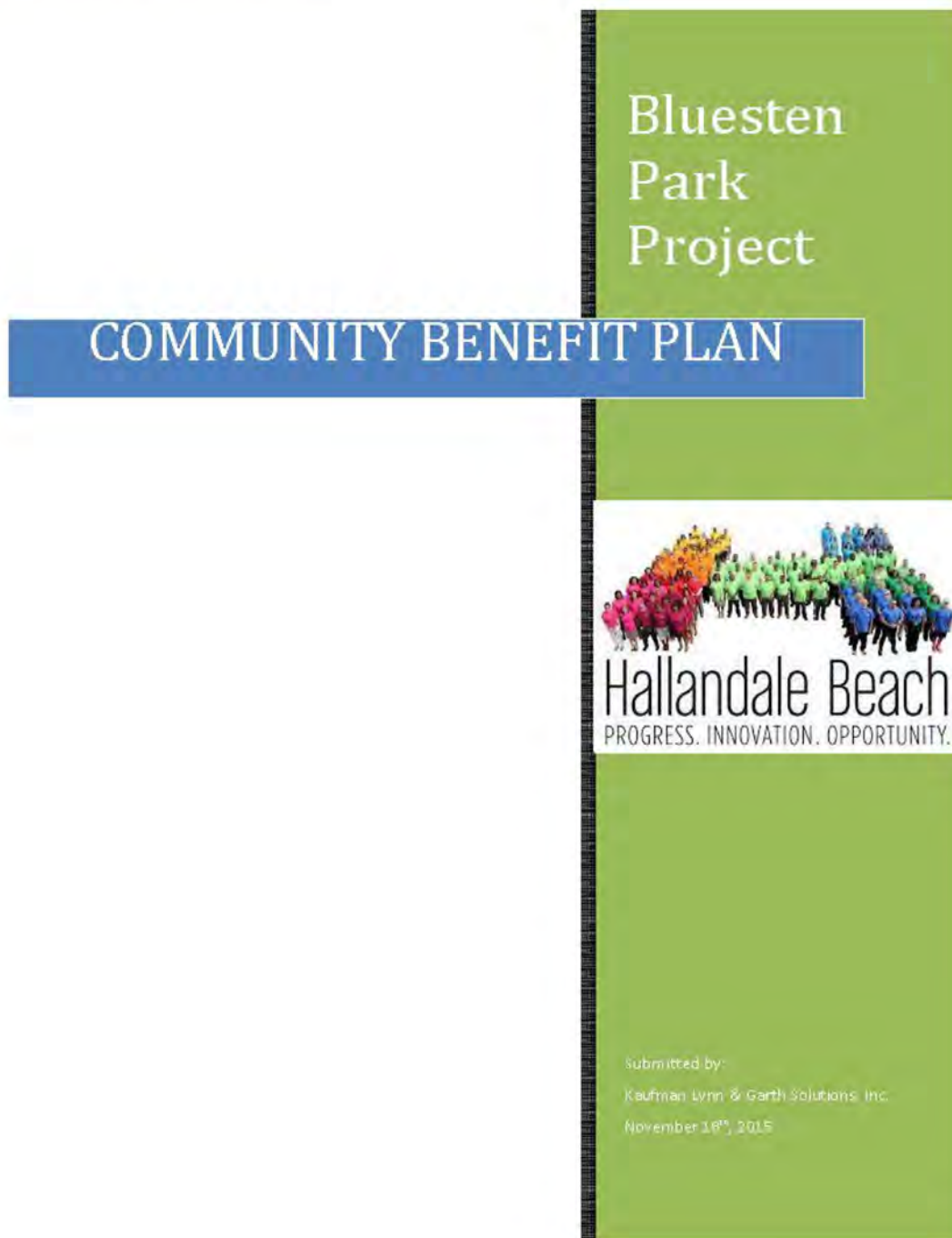


Appendix A

Suggested Events

- 1) Construction Forum – a joint event specifically for this project to showcase our online “MBDA Construction Tool Kit”. It will have
 - “key terms” for sub-contractors to be aware of regarding this project.
 - Questions about the Sub-Contractor’s area of specialization.
 - Current bonding capacity and if they need assistance with access more.
 - Current lending capacity and equipment utility to determine if they need more funds and/or equipment specific for this work.
- 2) Access to Capital Bonding webinar.
- 3) Pre-bid workshop.
- 4) Online workshop on bid/proposal writing.
- 5) Ongoing webinars on how to get certified with assistance from the MBDA Center on certification application.

Example of Community Benefit Plan



Qualifications for Co-Developer (RFP# 011322) - 37

Community Benefit Plan

PLAN OUTLINE

PRE - CONSTRUCTION PHASE

Vendor Program

- ▶ Database Development
- ▶ Information and Prequalification Outreach Events
- ▶ Subcontractor and Emerging Business Training
- ▶ Bid Preparation Workshops
- ▶ Pre-Bid Meetings
- ▶ Matchmaking Events with non-local Contractors
- ▶ Bid Analysis Meetings
- ▶ Accountability and Contract Language
- ▶ Reporting and Monitoring

Workforce Program

- ▶ Database Development
- ▶ Grassroots Outreach
- ▶ Job Fair Events
- ▶ Apprentice Program
- ▶ Internship Program
- ▶ Collaboration with HOP Initiative



CONSTRUCTION PHASE

- ▶ Database Maintenance
- ▶ Subcontractor Coaching & Mentoring
- ▶ Workforce – Contractor Matchmaking
- ▶ Monitoring and Reporting
- ▶ Build Local – Buy Local Program
- ▶ Youth Education Program

Community Benefit Plan

PLAN DETAILS

The Kaufman Lynn team is committed to promoting the inclusion of local Hallandale residents and business enterprises in all aspects of the Bluesten Park project. It is our goal to implement a comprehensive outreach and development plan that will maximize participation while providing capacity building training to promote sustainable growth.

Kaufman Lynn pledges to achieve a combined 25% participation of local Hallandale vendors and residents on the Bluesten Park Project.

The following outlines our proposed approach and plan to ensure we deliver on our commitment.

PRE-CONSTRUCTION PHASE

I. LOCAL VENDOR PARTICIPATION

During the pre-construction phase of the project, our team will be focused on implementing a robust outreach program to identify and prepare local vendors to bid on upcoming work.

Program goals during pre-construction include:

- Generate awareness of the project
- Build and expand local vendor database
- Identify availability and capacity of local vendors
- Engage pre-qualify local vendors
- Educate vendors on bid process
- Develop bid package strategies to reduce barriers
- Promote interest and bidding from local vendors

Information and prequalification Outreach: outreach events will be held to inform local businesses about the subcontracting opportunities available on this project. Attendees will learn how they can pre-qualify with Kaufman Lynn and how to do business with Kaufman Lynn on this and other opportunities in South Florida. During this initiative, we will work to determine capabilities, capacity, bonding and other qualifications in order to match opportunities that best fit each contractor.

Subcontractor Training: Our training program will target local Hallandale businesses to participate in our training initiative. An emphasis will be placed on emerging small firms that most need guidance on starting and structuring their business the right way. Our small group training environment will allow more dedicated time to each firm and therefore promote more meaningful results. The goal of the program is to provide training in the fundamental areas of construction management and how to successfully sustain and grow your business.

Our team will develop a course outline addresses topics that are traditionally challenging for smaller firms. Course topics may include but not be limited to the following:

- Fundamentals of starting a successful business
- How to market and grow your business
- Field management & scheduling strategies
- Labor management
- Cash flow management
- Building Capacity

Participants will find the format to include lecture, group discussions, and hands-on demonstrations with proven business practices. Course materials will be presented by a diverse team of subject matter experts from the Kaufman Lynn team as well as relevant external resources. There will be no cost to the participants for this program and it will be implemented during the term of project.

Bid Preparation Workshops: In advance of bid process, our team will host a series of workshops to educate local vendors in detail about the upcoming bid process. The workshops will be led by the Kaufman Lynn pre-construction and estimating team. Topics will focus on understanding the bid process and specifically how to prepare a successful bid. Sample bid packages will be available to help illustrate to vendors the expectations during the bid process.

Pre-Bid Meetings: our team will ensure that local vendors are notified well in advance of upcoming bid meetings in order to optimize participation. Local vendors will be encouraged to submit a bid directly or to team with a larger firm. During the pre-bid meetings we will encourage networking between local vendor and larger subcontractors. Sign in sheets and contact information will be disseminated to promote partnering between firms.

subcontractors: Once first-tier prime subcontractors have been identified, Kaufman Lynn will host an event to encourage partnering between prime subcontractors and local, diverse contractors. During the event, local and diverse contractors will participate in pre-scheduled, one-on-one interviews with the prime contractors that best matches their trade and services offering.

Bid Analysis Meeting: After bids have been received by Kaufman Lynn, the estimating team will perform an analysis of all bids received. The goal is to ensure that bids are complete, inclusive of scope and to identify any discrepancies amongst bidders. Results of the analysis will be captured in a bid comparison worksheet for a side-by-side comparison of bidders. The team will then conduct bid review meetings with individual bidders to confirm scope coverage and also to address any deficiencies. These meetings present an opportunity to bridge the gap between bid discrepancies that often arise among smaller versus larger firms.

Accountability and Contract Language: all trade subcontractors that bid and are awarded contracts on the Bluesten Park project will be required to pledge a specified percentage of local hires. Kaufman Lynn will impose accountability measures by adding specific language in the bid documents as well as subcontract agreements that clearly states requirements for local participations. Subcontractors that are not willing to support this initiative in good faith will not be considered. If awarded the contract, the successful vendor will be required to submit monthly reports specifying the status of local hiring along with their pay applications.

Sample language in Contracts or Bid Documents:

Kaufman Lynn requires that all subcontractors commit to supporting the City of Hallandale Community Benefit Program. Subcontractors will be required to commit TBD% of their total contract value to hiring local Hallandale vendors and residents. A list of local vendors and residents that your firm intends to hire MUST be submitted with your company's bid documents by completing Exhibit XX.

The following information MUST be included in Exhibit XX and submitted with the bid package:

- *Local Vendors: company name, address, phone, contact, copy of business tax license, scope of work and value.*
- *Local Residents: resident name, address, phone, copy of driver's license, scope of work, pay rate, projected hours assigned to project.*
- *Acknowledgment: an authorized company official must sign and have notarized Exhibit XX to acknowledge that you understand and commit to the requirements of the described Community Benefit Plan.*

II. LOCAL WORKFORCE HIRING PROGRAM

The Kaufman Lynn team remains committed to leveraging the Bluesten Park project to promote jobs among the residents in the city of Hallandale. Our plan is to optimize the hiring through two primary strategies; first through aggressive outreach and secondly through on-the-job training.

Grassroots Outreach

In addition to the job fairs and HOP initiative, our team will implement a grassroots outreach initiative to identify local residents that are able and willing to work on the Bluesten Park project. Our intent is to seek collaboration with local churches and community organizations that can help engage local residents interested in work opportunities.

Job Fairs

We will host a job fair and invite local residents to attend and meet with trade subcontractors anticipated to work on the project. Kaufman Lynn will require our subcontractors to ensure and prove that a pre-set percentage of their workforce on the Bluesten project are Hallandale residents. Our team will collaborate with the city and local community organizations to identify residents that are interested in working on the Bluesten Park project. We will develop a streamlined process for residents to apply for jobs and to match those residents with appropriate subcontractors.

Apprentice Program

Kaufman Lynn will pre-select specific contractors that demonstrate an interest in bidding scopes on the Bluesten Park Project. These pre-selected contractors will be encouraged to pre-hire local Hallandale residents as apprentices to develop their skills in anticipation of the Bluesten Park project. The goal is to have an already training and develop local labor pool ready to work when construction begins.

Internship Program

Kaufman Lynn is further committed to implementing an internship program that engages local Hallandale students. The internship program will target college level candidates and local residents age 18 years and up enrolled in a technical work programs. The internship will be open to candidates in all professional disciplines - both construction and non-construction. For example, consideration will be given to hiring students interested in careers in accounting, project management, law, and more. The interns will be assigned a Kaufman Lynn mentor either in our main office or on the project site.

Collaboration with HOP Initiative

Our team will also collaborate with the City's HOP initiative to identify residents that can transition into the labor force on the construction project. There is also opportunity for the Kaufman Lynn team to augment the HOP initiative with more construction related training to help prepare residents for jobs during the construction phase.

CONSTRUCTION PHASE

Subcontractor Coaching & Mentoring

Our training program during the construction phase will focus on coaching and mentoring local firms currently working on the project site. Through on going communication and surveys with the firms, we will identify class topics that can be readily applied to their current projects and also to help build capacity. Classes are typically held in a lunch & learn environment to minimize impact to daily operations of their businesses. This forum is also an opportunity to proactively identify and address “what is working/not working” related to their engagement on the project.

Workforce-Contractor Matchmaking

During the construction phase, our workforce initiative will focus on facilitating a match between contractors on the project and viable labor candidates from the community. We will facilitate this effort by hosting job fair that will require all project contractors to participate. Contractors will have pre-scheduled one-on-one interviews with candidates that match the skills needed for the contractor trade specialty. Our team will monitor and track all interviews and follow up accordingly with the contractors to encourage local hiring.

Monitoring & Reporting

A key deliverable during the construction phase will be the on-going monitoring of local vendors and labor on the job site. We will have in place a detailed process of tracking and validating participation including requiring contractors to submit monthly reports with pay applications. Our goal is to ensure accountability and transparency as we deliver measurable results.

III. BUILD LOCAL – BUY LOCAL PROGRAM

In an effort to optimize local business participation, our program will also target and involve businesses not in traditional contractor roles such as catering, on-site food services, printing, office supplies and more. We will implement an incentive program that encourages all contractors and laborers on the project to patronize local Hallandale businesses. Dollars spent in Hallandale will be tracked monthly through receipts collected in this program. We have found this program as an excellent opportunity to spread the economic impact throughout the city.

IV. YOUTH EDUCATION PROGRAM

Kaufman Lynn looks forward to collaborating with Gulfstream Middle School and Hallandale High School to implement a curriculum that educates Hallandale middle and high school students, high school seniors in particular, about the diverse career opportunities available to them in construction and how to prepare for a successful career in the industry. The program will also engage students in the project to provide them with a first-hand perspective of the construction process and related skills. Our goal will be to enlighten and empower the youth in Hallandale Beach with the knowledge to pursue a successful path in construction should they so choose.

CBP TASKS & DELIVERABLES

Local vendor program

Key tasks to implement the local subcontractor participation program include but are not limited to:

- a. Develop local Hallandale vendor program execution plan
- b. Identification of qualified local Hallandale firms to include in the bid process
- c. Development and validation of a comprehensive database of local firms
- d. Subcontractor outreach event coordination
- e. Prequalification, capacity and capability assessment
- f. Preconstruction, bid packaging strategy assistance
- g. Matchmaking facilitation between small and large subcontractors
- h. Training course development and coordination
- i. Advocacy and conflict resolution support
- j. Monitoring, tracking and reporting

Local Workforce Program

Key tasks for the workforce hiring program will include but not be limited to:

- k. Develop workforce program execution plan
- l. Coordinate job fair logistics
- m. Advertising, marketing and outreach to Hallandale residents
- n. Engage subcontractors and facilitate matching of workforce candidates
- o. Develop/design an on-the-job training program and curriculum
- p. Coordinate on-site job training workshops
- q. Develop hiring process including a job application process and referral procedure to subcontractors
- r. Monitor, track, validate and report workforce hiring on project

Youth Education Program

Key tasks for the youth education program include but are not limited to:

- s. Meet with school administration to develop a school appropriate program and curriculum
- t. Coordinate logistics of program accordingly

Going Beyond Requirements: Creating Mentor Relationships

KL-Falcone has developed mentor relationships with several MBE construction management firms over the years. In addition to integrating team members from their MBE partners into the project, this program includes regular meetings with the MBE leadership to help them build sustainable businesses. **In conversations with SBE firms at the Small Business University, a joint program between the School District of Palm Beach County and Kaufman Lynn, it became apparent that many small and minority trade contractors were lacking the opportunity of learning from larger firms in their trade. Thus, Kaufman Lynn decided to help trade contractors implement similar mentor-protégé relationships.** They approached some of their larger trade contractors, connected them with potential SBE partners and developed a Memorandum of Understanding (MOU) that would guide the relationship. The purpose of this MOU is to assist trade subcontractors in mentoring small and minority businesses so both firms can grow. The program is scheduled for six months, with an objective of forging a relationship between the firms that will extend into the future. The mentoring company provides developmental assistance to the protégé company on a personal and company level. The specific responsibilities are customized to the needs of each mentor-protégé pair, but typically include such topics as marketing and sales, insurance and bonding, preconstruction, accounting and payment, project management and project close-out.

Mentoring and protégé firms establish a weekly schedule for staff member partners to meet on project sites and/or each others' offices to review, teach and learn skills/best practices for the firms' growth and success within the business community. KL and their own MBE protégé meet with the mentor protégé designee once a month to analyze the progress of the development of the firm and staff. The monthly meetings are also a forum to provide both firms strategies on forecasting and marketing for future projects. Only a few months into the program, KL has already seen several successes, including:

- Current Connect assisted their protégé, Arbor Electric, in their successful pursuit of a large contract at the Broward County Convention Center, and are supporting them with labor management for the contract
- Four electricians from Arbor Electric are working with their mentor firm Current Connect at Palm Beach Lakes High School
- As COVID interrupted processes, both Hill York and Current Connect assisted their respective protégé partners in implementing new safety procedures and sourcing of PPE. The program to date has demonstrated the value that both Mentor and Protégé can offer the industry and serve as a source for partnering to pursue future projects.

Kaufman Lynn and the Falcone Group support efforts to help small, disadvantaged businesses grow. For example, **Kaufman Lynn was recently awarded Outstanding Business Partner for 2020 because of the work we are doing with the School District of Palm Beach County (nominated by the SDPBC)**, as KL partnered with the District's Office of Diversity to teach an eight-session comprehensive course on construction for Small and Minority Businesses. This course focused on expanding the SBE firms certified with the District while giving tangible solutions to help the small businesses grow. Each session averaged 30 attendees who replied to a post-course survey that the information helped to make their businesses more successful.

Example of Second Tier Mentor Relationship Agreement

Mentor - Protégé Agreement Between Subcontractors Memorandum of Understanding

This Memorandum of Understanding (MOU) is entered by the following firms and overseen by Kaufman Lynn Construction, Inc. & A.C.T. Services, Inc.

Mentor Company		Protégé Company	
Company:	Current Connections, Inc.	Company:	Arbor Electrical Service, Inc. dba Mr. Wireman
Address:	1620 Hill Avenue Mangonia Park, Fl. 33407	Address:	723 39th Street West Palm Beach, Fl. 33407
Phone:	561-863-0010	Phone:	954-765-6685
E-Mail:	service@currentconnections.net	E-Mail:	service@mrwireman.com

Date of Agreement: 3/13/20

A. PURPOSE

The purpose of this Memorandum of Understanding is to assist trade subcontractors in mentoring small and minority businesses in order for both firms to grow. The program is scheduled for **six** months, with an objective of forging a relationship between the firms extending in to the future.

B. ROLES & RESPONSIBILITIES

Developmental assistance will be provided by the mentoring company to the protégé company on a personal level and company to company level in the following areas:

- * Marketing and Sales - Creating business plans and differentiating your company from others. Know what you're good at.
- * Preconstruction - Prequalification Requirements, Estimating, Value Engineering, Scope of Work, Constructability Review.
- * Contract Documents - The Prime Contract, Subcontracts, Plans, Specifications, Addendums, Submittals & Shop Drawings.
- * Job Costing - Why & How, establishing budgets, cost codes and reporting procedures.
- * Procurement - Purchase orders, when to use them and why.
- * Site Management - Use of the site by us and others for lay down, logistics and other uses.
- * Project Management - Field Supervision, Communications, Change Order Management, Chain of Command, Quality Control, Look Ahead Schedules, Meetings, Dispute Resolution
- * Internet Based Project Management Systems - Procore, E-Builder, etc..
- * Project Closeout - Punchlist, Punch-out Work, As-Built Drawings, Operations & Maintenance Instructions, Warranties, Finish Strong (No one remembers the beginning, they only remember the finish.)

C. EXECUTION & SUPPORT

We will establish a agenda/calendar incorporating the items agreed to by the firms from the list above. Mentoring and protégé firms will establish a weekly schedule for staff member partners to meet on project sites and/or each others office to review, teach and learn skills/best practices for the firms growth and success within the business community.

KL and ACT will meet with the mentor protégé designee once a month to analyze the progress of the development of the firm and staff. The monthly meetings will also be forum to provide both firms strategies on forecasting and marketing for future projects.

The following individuals will be involved in this agreement and represent each firm throughout the life of this Mentor - Protégé relationship. The individuals listed below are part of this MOU and agree to the terms outlined below.


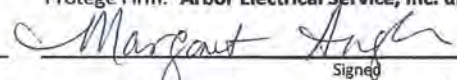
1. The information exchanged between the firms shall remain strictly confidential and be used only by the receiving person or firm for the professional advancement of that person or firm. Information cannot be shared or discussed with anyone not specifically a signer to this agreement.
2. This is an informal agreement intended only to outline the potential benefits for a mentor - protégé relationship.
3. There is no financial commitment by or to either party.
4. There is no commitment for future work or contracts.

D. ACCEPTANCE

By signing below I acknowledge that I have read and agree to the terms of this Memorandum of Understanding.

Mentor Firm: **Current Connections, Inc.**

Protégé Firm: **Arbor Electrical Service, Inc. dba Mr. Wireman**

	
Signed	Signed
Donald Sharkey, President	Margaret Anglin, President
Print / Title	Print / Title
<u>3-13-20</u>	<u>3/13/2020</u>
Date	Date


Commitment to Local Community Workforce

We go to great lengths to generate local market awareness of the development prior to bidding the project, including advertisements, trade meetings and project specific job fairs. We have developed a program, which has been vetted and implemented, geared to maximize the job creation for construction projects in the municipality where a project is located. First, we create hiring requirements for our larger subcontractors and work with them to create an application for employment. We will then connect our subcontractors with available Oakland Park-only construction tradesmen and laborers (skilled and unskilled) similar to the efforts exemplified through the Pompano Beach Pier Parking Garage (see flyer). During the event, we verify residency (via Driver's License, Water/ Cable Bill, etc...) and have both unskilled and skilled construction workers fill out the applications. We then provide the candidates interviews with our KL-Falcone team and the most applicable subcontractors in attendance. Our subcontractors choose their most ideal candidate(s) and that candidate(s) becomes their Oakland Park "new hire" who works on site on the project. We will provide monthly reports to the City Commission highlighting our results.

SPECIAL OPPORTUNITY FOR POMPANO BEACH RESIDENTS ONLY

Pompano GO! >>>

Pompano Beach CRA Construction Tradespeople Job Connection



Hiring construction workers for the Pompano Beach Parking Garage in the following areas:

- Heavy Equipment Operators
- Landscapers
- Irrigation Installers
- Welders
- Carpenters/Cabinet Installers
- Caulking/Water proofers
- Window & Door Installers
- Stucco
- Painters
- Drywall/Finishing
- Flooring
- Toilet Specialty Installers
- Acoustical Ceiling Tile
- Masons
- Rod Busters
- HVAC
- Plumbing

CRITERIA:

- * Minimum 2 years construction experience
- * Must show photo ID with address
- * Must provide proof of Pompano Beach residency (i.e.) FPL bill or Pompano Beach utility bill with matching address
- * Please bring your resume

MAY 7, 2015 | **E. Pat Larkins Community Center**
5:00 pm to 7:00 pm | 520 Martin Luther King Blvd. | Pompano Beach, FL 33060

FOR MORE INFORMATION CALL STEPHANIE VENEGAS AT KAUFMAN LYNN CONSTRUCTION (561) 886-4317
Download an employment application from the City of Pompano Beach's website: pompanobeachfl.gov and bring filled application.





Kaufman Lynn

3185 S Congress Ave, Delray Beach, FL 33445

Jeff Zalkin, Vice President

954.812.7852

JZalkin@KaufmanLynn.com

www.KaufmanLynn.com



Falcone Group, LLC

1 Town Center Road, Suite 600, Boca Raton, FL 33486

Alfonso Costa Jr., Executive Vice President

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www.falconegroup.info



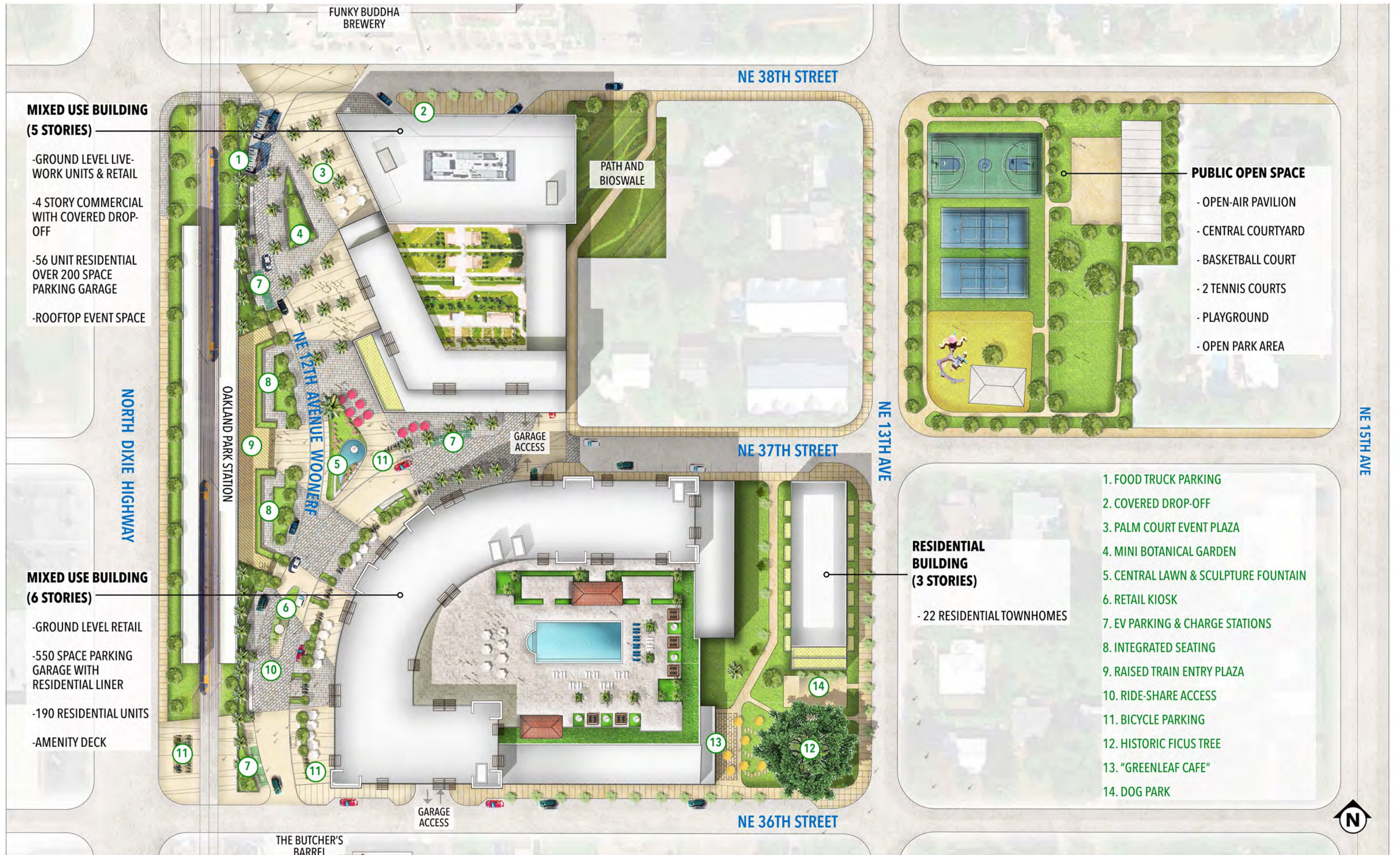


City of Oakland Park

Downtown Properties Redevelopment Project
Phase Two: Development Proposals from Pre-Qualified Firms
RFP# 011322

January 13, 2022













**MIXED USE BUILDING
(5 STORIES)**

- GROUND LEVEL RETAIL
(13,592 SF)
- 8 LIVE-WORK UNITS
- 4 STORY COMMERCIAL SPACE
WITH COVERED DROP-OFF
(63,960 SF)
- 56 UNIT MID-RISE RESIDENTIAL
(50,554 SF)
- 208 SPACE PARKING GARAGE
(72,816 SF)
- ROOFTOP EVENT SPACE
(~20,000 SF)

**PUBLIC OPEN SPACE
(55,461 SF)**

- OPEN-AIR PAVILION
- CENTRAL COURTYARD
- BASKETBALL COURT
- 2 TENNIS COURTS
- PLAYGROUND
- OPEN PARK AREA

**RESIDENTIAL BUILDING
(3 STORIES)**

- 22 RESIDENTIAL TOWNHOMES
(24,683 SF)

**MIXED USE BUILDING
(6 STORIES)**

- GROUND LEVEL RETAIL
(25,217 SF)
- 550 SPACE PARKING GARAGE
WITH RESIDENTIAL LINER
(72,816 SF)
- 190 MID-RISE RESIDENTIAL UNITS
(200,015 SF)
- AMENITY DECK
(36,764 SF)



FUNKY BUDDHA
BREWERY

PATH &
BIOSWALE

GARAGE
ACCESS

HISTORIC
FICUS

GARAGE
ACCESS

THE BUTCHER'S
BARREL





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