



**MARGATE**  
Florida

# CITY OF MARGATE CRA MARGATE CITY CENTER

AUGUST 29, 2024



**PROJECT MANAGER**

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# ARCHITECTURAL DESIGN APPROACH

## Concept Narrative

The proposed master plan embodies a harmonious blend of modern architecture and innovative urban design, creating a vibrant and sustainable community hub. The concept is centered around integrating crystalline structures, lush green spaces, active rooftops and pedestrian-friendly environments to foster a dynamic and engaging urban experience.

## City Hall:

At the heart of the development, the new city hall stands as a beacon of modernity with its crystalline architectural design. The transparent and reflective surfaces of the building symbolize transparency and openness in civic administration, while also allowing natural light to flood the interiors, reducing energy consumption and creating a welcoming atmosphere. The inclusion of a courtyard and green areas offers people the chance to enjoy a private garden, complemented by running rooftops.

## Residential Buildings:

Two flanking 8-story residential buildings are designed with modern aesthetics, featuring expansive terraces, large windows, and balconies. Their retail spaces blend seamlessly with the surrounding landscape. These buildings offer residents a serene and comfortable living environment, with easy access to amenities and public spaces.

## Parking Garage:

The 4-story parking garage, strategically located in the middle of the residential zone, is thoughtfully designed to blend with the overall architectural theme. It not only provides ample parking but also features rooftop amenities such as gardens and recreational spaces, enhancing residents' quality of life. By centralizing parking, the design effectively removes cars from the pedestrian areas, promoting a safer and more enjoyable walking experience.

## Mixed-Use Building:

To the west, the mixed-use buildings seamlessly integrate green spaces with open-air amenities, enhancing residents' comfort and wellbeing. The architecture thoughtfully incorporates elements designed to promote a sense of security and relaxation. By blending lush, green areas with thoughtfully planned communal spaces, these buildings not only offer a visually appealing environment but also contribute to a higher quality of life for residents. This design approach ensures that both comfort and security are prioritized, creating a harmonious living experience that supports overall wellbeing.

## Ground Floor Retail and Plazas:

The ground floors of all buildings facing the highway 441 are activated with retail spaces, cafes, and plazas, creating lively and engaging public areas. These spaces are designed to encourage social interaction and community engagement, with shaded walkways and seating areas that invite people to linger and enjoy the surroundings.

## Parks and Public Spaces:

At the base of the buildings, expansive parks and plazas provide green oases for relaxation and recreation. These spaces are meticulously landscaped with native tropical plants, offering a refreshing escape from the urban environment. The design prioritizes connectivity, with pedestrian pathways, enhancing the walkability and accessibility of the site.

## Covered Drop-Offs:

Convenient covered drop-off areas are integrated into the design, ensuring easy and comfortable access to all buildings, regardless of weather conditions. These drop-offs are strategically placed to facilitate smooth traffic flow while maintaining the pedestrian-friendly nature of the development. Overall, this master plan aims to create a sustainable, resilient, and vibrant urban community that prioritizes the well-being of its residents and visitors. By blending modern tropical architecture with innovative design elements, the project sets a new standard for urban living, where nature and city life coexist harmoniously.



# COMMON AREA APPROACH

## Enhanced Security and Sustainable Features Narrative

The proposed development is designed with a strong emphasis on security, sustainability, and community well-being. By integrating advanced technologies and environmentally friendly practices, we aim to create a safe, efficient, and vibrant urban environment. Key features include:

### 1. Security Enhancements:

- Security Cameras and License Plate Readers: The development will be equipped with state-of-the-art security cameras and license plate readers to ensure the safety and security of residents and visitors. These systems will monitor key areas and provide real-time data to enhance security measures.
- 24/7 Security: A dedicated security team will be on-site 24/7, providing constant surveillance and rapid response to any incidents. This ensures a secure living and working environment for all occupants.
- Gated Parking Garage: The parking garage will feature gated access for private use, ensuring that only authorized vehicles can enter, further enhancing security.

### 2. Resiliency and Efficiency:

- Hurricane Impact Windows and Doors: All buildings will be fitted with hurricane impact windows and doors, providing robust protection against extreme weather conditions and enhancing the overall resiliency of the development.
- High-Efficiency Lighting Systems: Energy-efficient lighting systems will be installed throughout the development, including LED lights and motion sensor lights in common areas. These systems reduce energy consumption and operational costs while providing optimal illumination.
- Backup Generators: Backup generators will be installed to ensure continuous power supply during outages, maintaining the functionality of essential systems and services.

### 3. Outdoor Recreational Elements:

- Walking and Bike Paths: The development will feature integrated walking and bike paths, promoting healthy lifestyles and providing convenient access to outdoor activities. These paths will connect seamlessly with the adjacent Underline Park, enhancing connectivity and encouraging outdoor recreation.
- Playgrounds and Pavilions: Designed to cater to families and community gatherings, the development will include playgrounds and pavilions. These spaces offer safe and enjoyable areas for children to play and for residents to socialize and relax.

### 4. Sustainable Landscaping and Waste Management:

- Native Species for Trees and Plants: The landscaping will prioritize the use of native species, maximizing the ecological benefits and reducing the need for irrigation and maintenance. This approach supports local biodiversity and creates a lush, green environment.
- Modern Waste Disposal and Recycling Storage: The development will incorporate modern waste disposal and recycling storage facilities, promoting sustainable waste management practices and reducing environmental impact.

### 5. Building Efficiency:

- Efficient Elevators: The buildings will be equipped with efficient elevators that reduce energy consumption and provide reliable service to residents and visitors.
- Motion Sensor Lights: Common areas will feature motion sensor lights, ensuring that lights are only on when needed, further enhancing energy efficiency.

In summary, this development is designed to provide a secure, resilient, and sustainable environment for all occupants. By integrating advanced security systems, energy-efficient technologies, and sustainable landscaping practices, we create a vibrant and welcoming community that prioritizes the well-being of its residents and visitors.



## PUBLIC AREA APPROACH

The master plan places a strong emphasis on creating vibrant and accessible public spaces that enhance the quality of life for residents and visitors alike. These spaces are designed to foster community interaction, promote outdoor activities, and provide a serene escape from the urban environment. Our collaboration with renowned planning and design consulting firms, ensures that these public spaces are thoughtfully designed and expertly executed.

### **Ground Floor Retail and Plazas:**

The ground floors of all buildings facing the highway 441 are activated with retail spaces, cafes, and plazas, creating lively and engaging public areas. These spaces are designed to encourage social interaction and community engagement, with shaded walkways and seating areas that invite people to linger and enjoy the surroundings.

### **Pedestrian Pathways:**

To promote walkability and connectivity, the design includes a network of pedestrian pathways that seamlessly link the various components of the development. The pathways are designed to be wide and accessible, accommodating people of all ages and abilities.

### **Rooftop Amenities:**

The civic and library buildings feature rooftop amenities, including gardens, recreational spaces, and running tracks. These rooftop areas offer additional green space for residents to enjoy, providing stunning views of the city and a peaceful retreat from the hustle and bustle below. Designed with sustainability in mind, the rooftop gardens incorporate native plants and water-efficient landscaping techniques, enhancing both the environmental and aesthetic value of the buildings.

### **Public Art and Cultural Spaces:**

As part of our commitment to creating a vibrant community, the public spaces will feature installations of public art and cultural elements. These installations will celebrate the local culture and history, adding a unique and engaging dimension to the public areas. The inclusion of public art fosters a sense of community pride and enhances the aesthetic appeal of the development. In summary, the public spaces within the master plan are designed to be vibrant, accessible, and sustainable, providing residents and visitors with a variety of areas to relax, socialize, and engage with the community.



# INFRASTRUCTURE APPROACH

The master plan for the site incorporates a comprehensive approach to infrastructure, focusing on resiliency, storm water management, and necessary upgrades to existing systems to ensure long-term sustainability and functionality. Key components of the site infrastructure include:

## 1. Resiliency:

The design prioritizes resiliency to withstand environmental challenges and ensure the safety and durability of the development. This includes:

- **Elevated Structures:** Buildings are designed with elevated foundations to mitigate the risk of flooding, particularly in areas prone to storm surges and heavy rainfall.
- **Durable Materials:** The use of resilient building materials that can withstand extreme weather conditions, reducing the need for frequent repairs and maintenance.
- **Energy Efficiency:** Incorporating energy-efficient systems and renewable energy sources, such as solar panels, to reduce the carbon footprint and enhance the site's sustainability.

## 2. Storm Water Retention and Reuse:

Effective storm water management is a critical component of the site infrastructure, aimed at reducing runoff, preventing flooding, and promoting water conservation. Strategies include:

- **Green Roofs and Permeable Surfaces:** Green roofs on the parking garage and permeable paving materials in plazas and pathways will help absorb rainwater, reducing runoff and promoting natural filtration.
- **Rainwater Harvesting:** Rainwater harvesting systems will be installed to collect and store rainwater for reuse in irrigation and other non-potable applications, reducing the demand on the municipal water supply.

In summary, the site infrastructure for this development is designed to be resilient, sustainable, and efficient. By incorporating advanced storm water management techniques, upgrading the sewage pump station, and utilizing durable materials, we ensure that the site is well-prepared to handle environmental challenges and support the long-term needs of the community.



# SITE PLAN



CRA MARGATE CITY CENTER						
ZONE-1						
BUILDING NO.	TYPE	UNITS	SQUARE FOOTAGE	STORIES	PARKING	LEVELS
1	CMC CENTER/POLICE		82,884 sf.	4	61,998 sf.	3
2	RETAIL/NOVIE		79,385 sf.	4	Shared	3
3	LIBRARY/OFFICE		68,475 sf.	3		
4	SPORTS CENTER		6,682 sf.	1		
5	EVENTS ARENA		17,552 sf.			
6	HOTEL	500	741,750 sf.	8	47,821 sf.	1
7	INDUSTRIAL		144,998 sf.			
ZONE-2						
1	FIRE STATION		2,379 sf.	2		
2	RES. BLDG.	76	36,000 sf.	5	36,000 sf.	2
3	RES. BLDG.	136	59,098 sf.	8	97,575 sf.	3
	RETAIL SPACE		20,620 sf.	1		
4	GAS STATION					
5	RES. BLDG.	21	19,718 sf.	3		
6	RES. BLDG.	21	19,718 sf.	3		
7	TOWNHOUSES	9	17,146 sf.	2		
ZONE-3						
1	RES. BLDG.	21	19,718 sf.	3		
2	RES. BLDG.	21	19,718 sf.	3		
3	RES. BLDG.	21	19,718 sf.	3		
4	RES. BLDG.	21	19,718 sf.	3		
					40,433 sf.	
ZONE-4						
1	RES. BLDG.	92	111,004 sf.	4		
	RETAIL SPACE		27,751 sf.			
2	RES. BLDG.	56	75,717 sf.	3		
	RETAIL SPACE		25,239 sf.			
3	RES. BLDG.	186	187,675 sf.	8		
	RETAIL SPACE		38,782 sf.	1		
4	RES. BLDG.	100	88,588 sf.	5		
	RETAIL SPACE		22,147 sf.	1		
5	PODIUM				216,972 sf.	4
	RETAIL SPACE		18,567 sf.			
	POOL DECK		54,243 sf.			
	CLUBHOUSE		5,813 sf.	1		
					61,208 sf.	
ZONE-5						
1	RES. BLDG.	54	53,469 sf.	3		
2	RES. BLDG.	36	38,130 sf.	3		
3	RES. BLDG.	39	40,224 sf.	3		
4	RES. BLDG.	21	22,320 sf.	3		
5	RES. BLDG.	36	38,130 sf.	3		
6	RES. BLDG.	21	22,320 sf.	3		
					30,718 sf.	
7	SENIOR LIVING		30,129 sf.	3		
8	OFFICE CENTER		98,785 sf.	3	25,081 sf.	
9	TOWNHOUSES	2	2,200 sf.	2		

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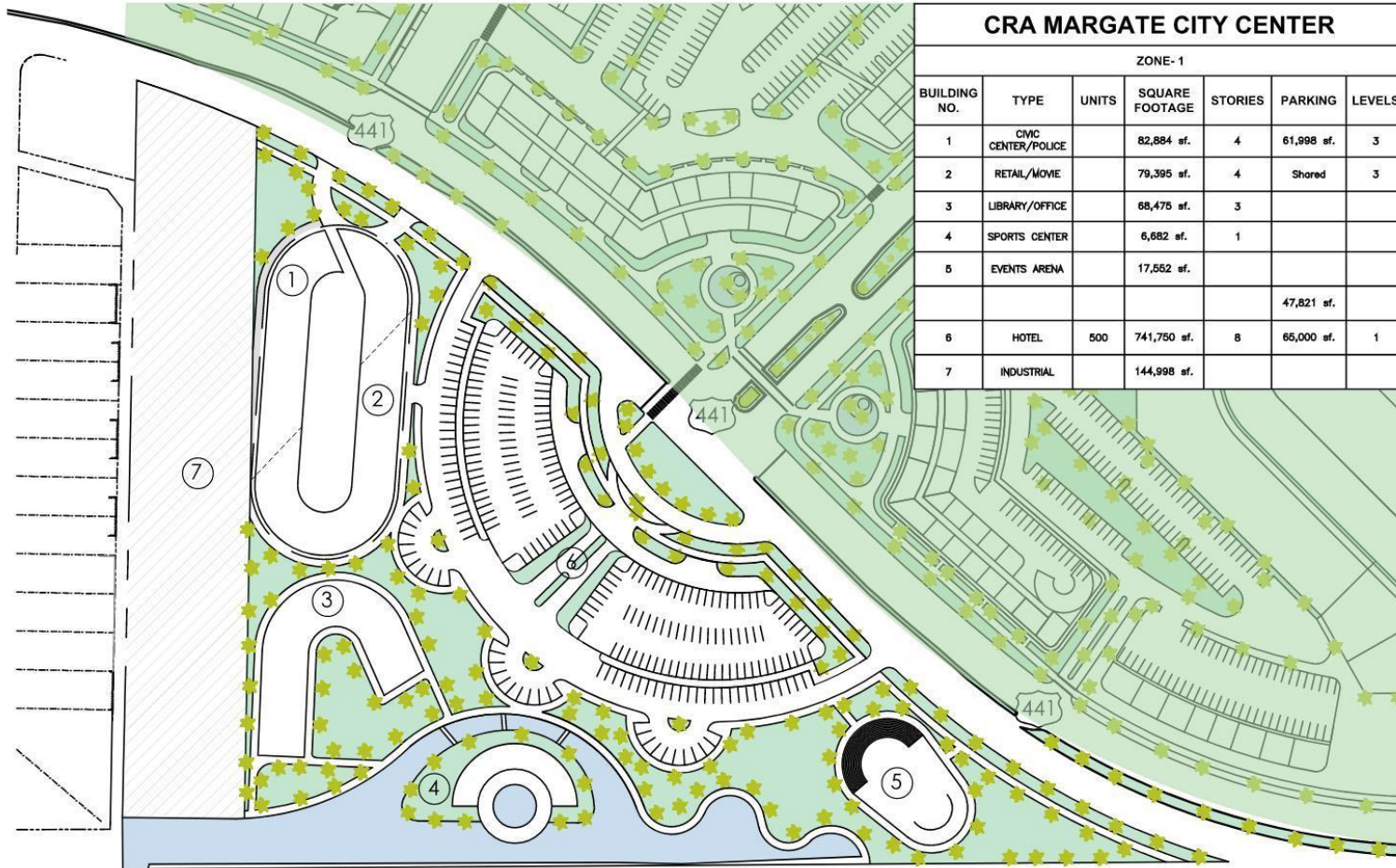


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# ZONE 1



CRA MARGATE CITY CENTER						
ZONE-1						
BUILDING NO.	TYPE	UNITS	SQUARE FOOTAGE	STORIES	PARKING	LEVELS
1	CIVIC CENTER/POLICE		82,884 sf.	4	61,998 sf.	3
2	RETAIL/MOVIE		79,395 sf.	4	Shared	3
3	LIBRARY/OFFICE		68,476 sf.	3		
4	SPORTS CENTER		6,682 sf.	1		
5	EVENTS ARENA		17,552 sf.			
					47,821 sf.	
6	HOTEL	500	741,750 sf.	8	65,000 sf.	1
7	INDUSTRIAL		144,998 sf.			

SCALE: 1"=150'



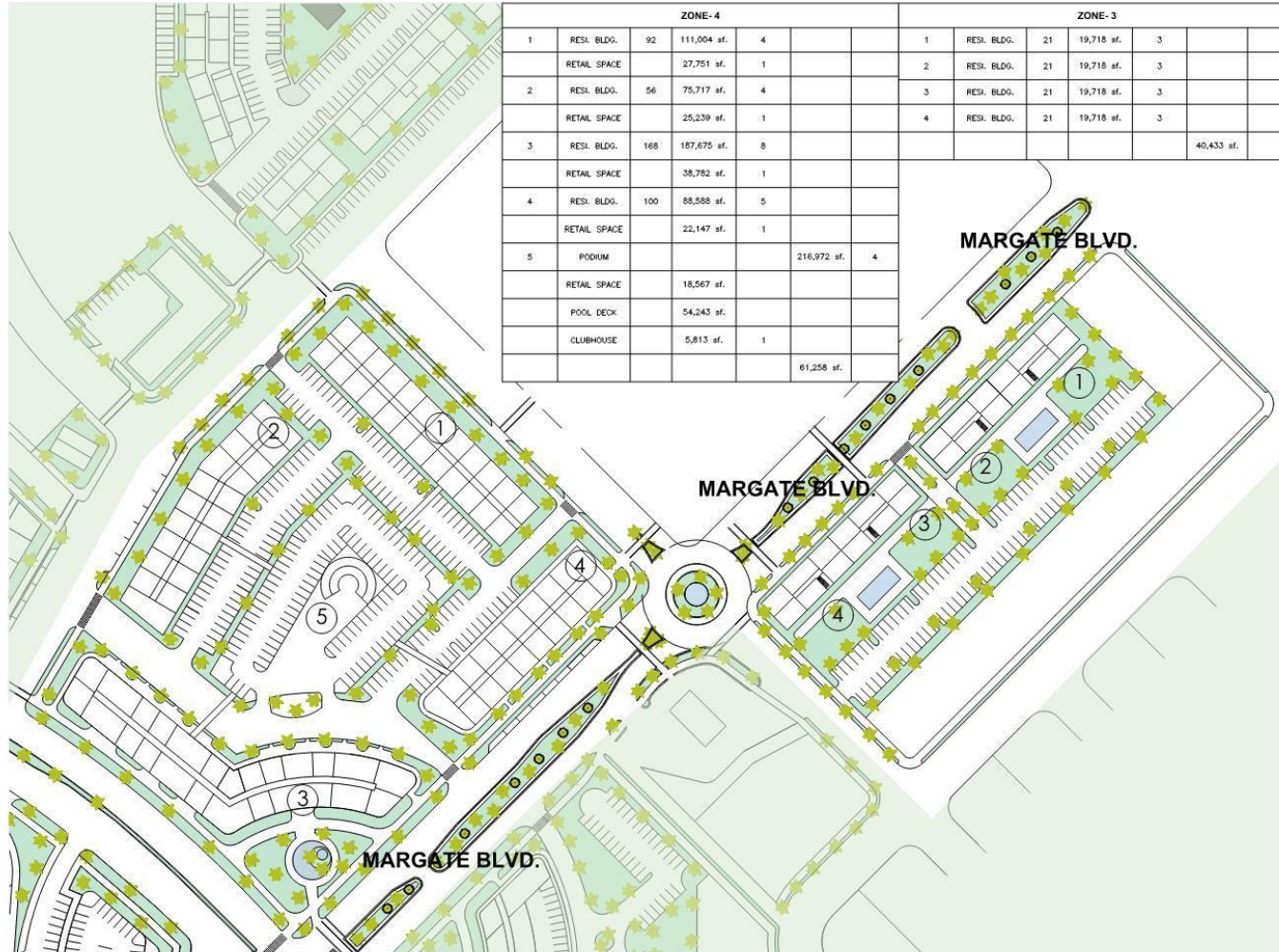
# ZONE 2



SCALE: 1"=150'



# ZONE 3&4



SCALE: 1"=150'



# ZONE 5



ZONE- 5					
1	RESI. BLDG.	54	53,469 sf.	3	
2	RESI. BLDG.	36	38,130 sf.	3	
3	RESI. BLDG.	39	40,224 sf.	3	
4	RESI. BLDG.	21	22,320 sf.	3	
5	RESI. BLDG.	36	38,130 sf.	3	
6	RESI. BLDG.	21	22,320 sf.	3	
					30,718 sf.
7	SENIOR LIVING		30,129 sf.	3	
8	OFFICE CENTER		98,755 sf.	3	25,081 sf.
9	TOWNHOUSES	2	2,200 sf.	2	

SCALE: 1"=150'



# PARKING PLAN



ZONE-1 PARKING COUNTS			
No.		SURFACE	COVERED
1-2-3	OMC		360
6	HOTEL	150	210
ZONE-2 PARKING COUNTS			
No.		SURFACE	COVERED
1	FINE SPACE		
2-3	RESIDENTIAL	104	230
ZONE-3 PARKING COUNTS			
No.		SURFACE	COVERED
1-2	RESIDENTIAL		45
3-4	RESIDENTIAL		45
ZONE-4 PARKING COUNTS			
No.		SURFACE	COVERED
		150	
5	PODUM		700
ZONE-5 PARKING COUNTS			
No.		SURFACE	COVERED
1 to 6	RESIDENTIAL		220
8	OFFICE		100







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# AXONOMETRIC VIEW 1



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## AXONOMETRIC VIEW 2



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## AXONOMETRIC VIEW 3



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# MANAGEMENT & OPERATIONS APPROACH

GLOBAL CAPABILITIES OVERVIEW

CBRE

## Property Management

### Bespoke experiences. Global connectivity.

Our global property management team of 17,000 professionals manages 2.7 billion square feet across 40+ countries. We are globally connected, sharing best practices, ideas and innovations between teams all around the world.

We drive sustained, proven value by understanding our clients' and tenants' needs. Then, we use this knowledge to leverage our platform – the largest, and most developed in the industry – to create a bespoke experience that you would only expect from a global leader.

+40

Countries

17K+

Global professionals

2.7B SF

Managed globally

20K+

Global properties managed

## PROFESSIONAL PROFILE



### MICHAEL N. WILLIAMS

Director, Property Management

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### CLIENTS REPRESENTED

- Discovery Communications
- Xerox Corporation
- TA Associates
- Glenborough, LLC
- Wachovia/Wells Fargo
- Greenstreet Capital
- Nuveen
- Transwestern Investors
- Henderson Global Investors
- Morgan Stanley
- Blackstone
- UBS
- Vision Equities
- JP Morgan
- Agave Holdings
- Brickman

### RESPONSIBILITIES

Michael Williams is the Director, Property Management and Market Leader for South Florida. Mr. Williams is responsible for leading our Property Management and Technical Services employees as well as client relations and service delivery. Additionally, Mr. Williams leads the Office Management Specialty Group in Florida. He has over 30 years of experience in asset management, property management, strategic planning and acquisitions & dispositions. Mr. Williams joined CBRE in 2015 from Saylor Place Investments, LLC, a real estate advisory and consulting firm he founded in Washington, DC.

### PROFESSIONAL EXPERIENCE

Previously Mr. Williams held the title of Regional Vice President at Glenborough, LLC, where he led real estate operations in the eastern U.S. for a \$1.9 billion real estate investment fund. At Glenborough, he was responsible for asset management and market operations in Boston, Tampa, northern New Jersey and Washington, D.C. Prior to Glenborough, Mr. Williams was Senior Vice President, Asset Management for the Penzance Companies, responsible for development and execution of all asset management strategies for this privately held commercial real estate firm whose primary focus was sourcing, acquiring and managing investment grade commercial real estate in Washington, DC.

As Director, Asset Services, Mid-Atlantic for Cushman & Wakefield, Mr. Williams led and directed a corporate staff of 21 real estate professionals and over 200 field employees and was responsible for a portfolio encompassing in excess of 21 million square feet located from Pennsylvania to North Carolina.

Mr. Williams holds a BS in Finance from Virginia Tech University has earned the Real Property Administrator (RPA) designation from BOMI and has been active in numerous civic and professional organizations throughout his career.

### ACHIEVEMENTS

- Real Property Administrator – BOMI
- Licensed Sales Associate, State of Florida

### EDUCATION

- BS - Finance, Virginia Tech University

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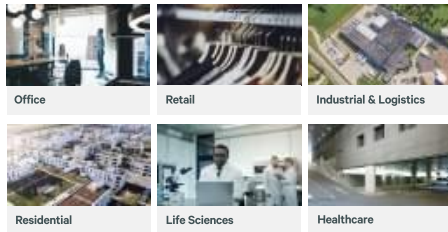
# MANAGEMENT & OPERATIONS APPROACH

## Our services

CBRE offers a full-service global property and portfolio management platform.

Our service-oriented, client-minded professionals deliver value in all we do driving operational best practice, focused cost reduction, leading environmental, social and governance (ESG) initiatives, innovative building technology and tenant experiences.

Property types we manage



- Accounting
- Asset Management
- Business Continuity
- Digital Solutions
- Energy & Sustainability
- Experience Services
- Global Standards
- Human Resources
- Learning & Development
- Lease Administration
- Procurement
- Project Management
- Risk Management
- Security
- Technical Services
- Tenant Relations
- Transition Services

## Our commitment

### Unmatched procurement power

With CBRE specialists managing billions of square feet worldwide, our geographic coverage, compliance and security standards, combined with our centralized purchasing power, provides our clients with distinct cost savings.

**7.7%**  
Average savings on products  
**Up to 25%**  
Savings on contract services

### Top talent

Our professionals are the most knowledgeable in the industry due to their extensive training and continuing education. We ensure regulatory compliance, consistency and service excellence while focusing on training and education to create global communities that maximize tenant satisfaction.

**150+**  
Education and development programs specific to property management

### Cutting-edge technology

We utilize cutting-edge technology integrated with state-of-the-art reporting tools to accurately measure and enhance property performance and monitor asset value.

### Innovative practices

CBRE provides pioneering property management solutions for our clients, bringing innovative ideas and practices to the properties and portfolios we manage globally. We consistently examine new strategies and methods to reduce costs, improve efficiencies and increase overall asset value.

### Commitment to client service

CBRE's philosophy is centered on developing deep and meaningful client relationships. By genuinely understanding our client's objectives, we focus on providing the right solutions for them.

### Market-leading intelligence

We arm our clients with the most current and accurate market information across the globe. We are the leading authority on workplace evolution, conducting insightful investor and occupier surveys to provide forward-looking insights on market trends.

## Specialized expertise

We serve as building and culture ambassadors in every property we manage.

Experience Services (Host)	Retail & Shopping Center Management	Industrial & Logistics Management	Residential Management	Integrated Fund & Property Accounting
We serve as the ambassadors of your brand and culture in each CBRE managed building and we take this responsibility seriously. Our proprietary Host experience platform includes technology that can be customized for specific client requirements and hospitality trained Hosts who provide world-class customer service and programming, enabling us to differentiate the tenant experience in every building we manage.	At the heart of the retail environment lies the intersection of data and consumer experiences; where information and analytics come together to reveal trends, and where a deep understanding of consumer behavior informs the physical experience. We are passionate retail experts, leveraging the combination of data and consumer insight to provide retail clients with a real world perspective of where storefronts must be to attract the most suitable audience.	CBRE's industrial and logistics management platform includes a global network that focuses on high-quality management services specific to the industrial asset class. Our industrial management specialists work closely with our industrial sales and leasing teams, sharing current and emerging trends, market intelligence, and technology and business practices within this discipline.	Our residential property management practice combines top tier talent, innovative systems and proven best practices to streamline operations, reduce costs, enhance cash flow and delight residents. We leverage our geographic scale, depth of expertise and leading-edge technologies to cultivate communities where people want to live, work and play. Utilizing dedicated on-site staff and specialist teams, we provide owners and occupiers with detailed analysis on the performance of their residential portfolios.	Our fund and property accounting business is the only fully-integrated real estate property accounting and fund administration service provider for developers, investors and asset managers. We pair deep real estate accounting expertise with industry-leading technology to tailor global and local accounting and reporting solutions for distinct portfolios, optimizing operations and reducing risk.

## Recognized global leader

CBRE is widely recognized as the foremost authority on commercial real estate, proudly receiving the following awards:

<b>FORTUNE 500</b> Fortune 500 company since 2008; ranked #122 in 2021	<b>ETHISPHERE</b> Named one of the World's Most Ethical Companies, eight years in a row
<b>FORTUNE</b> Fortune Most Admired real estate company in 2021 for the third year in a row, nine consecutive years on the list	<b>BARRON'S</b> #22 Sustainable Company
<b>FORBES</b> Named one of the World's Best Employers, a best employer for women, new graduates, and a top company for diversity	<b>DOW JONES</b> Included on Dow Jones Sustainability World Index for second consecutive year, also included on DJSI North America seven years in a row
<b>LIPSEY</b> #1 real estate brand for 20 consecutive years	<b>BLOOMBERG</b> Named to 2021 Gender-Equality Index
<b>IAOP</b> Ranked among the top outsourcing service providers, across all industries, for twelve consecutive years	<b>HUMAN RIGHTS CAMPAIGN</b> Best place to work for LGBTQ Equality and received a perfect score for the eighth straight year on the Corporate Equality Index

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## FINANCIAL OFFER

### MARGATE

1,90,000 S.F of Civic Building (Contains Police station, Municipality & Retail spaces) with 20,000 S.F courtyard, built as one single phase plus 360 covered parking spaces (1.5 acres of facade cladding)

a.)99 year ground lease on 50 year plus 49 year renewal

Ground rent to city = \$300,000/ yr

Ground rent – Bumps every 5th year (after occupancy) fixed @ 15%

b.)Building rent (tenancy)= 105,000 net rentable square feet = \$56 per sq.ft. per year NNN fixed for 30 years

No rent increases! (Flat lease)

No Property Taxes payable by city tenant

\*Most importantly, the city has purchase option to buy the (Municipal) building for \$1 at the end of the 30 year lease!

c.)We fund construction loan 48 hours after city signs building lease

d.)2-year construction timetable

e.)Sonnenblick covers 100% of all cost over-runs

f.)City to deliver all utilities/infrastructure to the site

g.)Sonnenblick to fund the building construction

### MARGATE/ RETAIL

a.)230,842 Sq. Ft , Including 474 surface parking spaces + 250 covered parking.

b.)99 year ground lease (or 50 year base term plus 49 year renewal option)

c.)Base ground rent= \$3000,00/ year. Fixed 20%. bumps every 10 years

d.)Sonnenblick to fund 100% of all retail construction except that city to deliver all utilities to the site

e.)Construction to begin within 30 days of city providing approved permits and zoning

f.)No further city assistance requested. Financial

g.)Sales tax on 400,000 s.f should be based upon initial sales volume of \$320,000,000.

Stabilized sales volume should be approximately \$400,000,000 long term

h.)Big Box anchor: 120, 000 s.f

Mid anchors: 3 x 40,000 s.f each

Mini anchors: 3 x 15,000 s.f each

Remainder= restaurants + small shops

### MARGATE/ RESIDENTIAL (980 UNITS)

a.)Built over 4 phases of 200+ units each

Ground rent = \$250,000 per year per phase

Note: These are RENTAL apartments. If for-sale condos are built, they cannot be sold on ground lease. Condo owners want "fee simple" title, so their land pared\* must be a sale, not a lease

b.)Timeline: 15-18 months for full construction of move-in from city approval date

c.)Low use construction- MAX 4-5 stories

INDUSTRIAL: (145,000 SF) Built as 2 phases

a.)One year construction period. Municipal parking

b.)1-2 story construction MAX height

c.)Ground rent= \$200,000 per year

HOTEL: 500 rooms total- 3 phases of 150+ rooms each

a.)LTD Service (Hyatt Place/ Marriott Residence Inn/ Hilton Homewood Suites, etc.)

b.)20-month construction on each

c.)\$100,000/ year ground rent per hotel

d.)Bed tax based on \$8 million annual hotel sales gross volume per hotel

ENTERTAINMENT: Multiplex movie theatre of 100,000 s.f.

MARGATE/ OFFICE (Non-municipal User): Built in phase 2 (pre-leasing required)

100,000 s.f.- needs 250 parking spaces

Ground rent: \$400,000 per year. 15% fixed rent bumps every 5th year

5-6 story height- 2 year construction period

## EXPERIENCE WITH FINANCING

**Sonnenblick Development, LLC** and **Mr. Robert Sonnenblick** have been in the real estate development and construction business for many decades as reflected in the resumes attached herein. As a principal in the very experienced firm of Sonnenblick Goldman (later purchased by Cushman/Wakefield) — Bob has a deep appreciation and long-term history of designing, building and financing very large, complicated projects nationally. We have enclosed a list of notable projects in the past which Bob was responsible for funding through his family's company, Sonnenblick Goldman, for your reference, as well as those design build and owned buildings with Government tenants.

In addition to Sonnenblick's track record and long-standing position in the community, they are a major landlord of government tenants including 500,000 feet for Homeland Security in Los Angeles. By adding the **Busch family**, clearly one of America's most famous and wealthiest families and their investment fund (with **AB Capital**) to the team, the financial qualifications are outstanding. The long term recognized success of Sonnenblick and Busch, and now with AB Capital joining the team. The team assembled and referenced herein are one of the more qualified to conclude the construction, financing and operations of the South Miami City Hall. Bob Sonnenblick and the Busch families have had long term financial interests in design, build, finance government projects and will make this project world class to be proud of.

Both Sonnenblick Development, as well as AB Capital and The Busch Family investment fund, are certainly willing to share their financial capacity to fund the equity, construction, and operational capital necessary if requested and provide references including our main line banks for 40 years at Bank of America and Wells Fargo Bank. They should provide the debt to build the project if necessary. We have enclosed herein some information to show that we have done this before, and have the experience, desire and financial capacity to do it again. Our bankers are ready to meet and discuss both our capacity and ability to fund this project. Please find information on both companies attached.

### SONNENBLICK DEVELOPMENT

Founder of Sonnenblick, LLC, Mr. Robert Sonnenblick, is a graduate of the Wharton School of Finance of the University of Pennsylvania with decades of experience in various aspects of real estate and real estate finance. From 1981 to 1991 Mr. Sonnenblick was the driving force and power behind Sonnenblick-Goldman Corporation of California. Mr. Sonnenblick completed over \$1.5 Billion of commercial real estate transactions on the West Coast and as a result is regarded as one of the West Coast's leaders in the field of commercial real estate. Among the more notable projects for which Mr. Sonnenblick personally structured the financing for are:

- The Beaudry Center, Los Angeles, California (**\$197 million**)
- Ritz Carlton Hotel, Pasadena, California (**\$97 million**)
- One Waterfront Plaza, Honolulu, Hawaii (**\$100 million**)
- Los Angeles World Trade Center, Los Angeles, California (**\$55 million**)

**Together, the principals of Sonnenblick Development have a combined 30 years of experience in real estate, construction, finance and development in excess of \$2.5 Billion in closed transactions.**

### ASSOULINE BUSCH CAPITAL

**ASSOULINE BUSCH CAPITAL, LLC (ABC)** is an exclusive partnership between the Assouline and Anheuser-Busch families.

Led by **Tom Assouline as CEO and August "Gussie" Busch as COO**, ABC is an integrated opportunistic real estate investment and management firm based in Miami. ABC primarily employs value-add and opportunistic strategies to generate above average, risk-adjusted returns for its own account and in joint venture partnerships with project sponsors, institutional, UHNWI, investors and creative entrepreneurs. Their expertise spans from owner/operator, ground-up construction, adaptive reuse, value-add acquisition and repositioning projects. ABC operates it and independently manages their investments. Its structure as a privately held company allows for flexibility to promptly underwrite and execute deals of all asset types, sizes and structures in order to secure the best opportunities in the market.

**ABC has over \$400+ million** under management in hospitality, multi family residential, and other assets. That includes Royal Beach Palace Hotel, Red South Beach Miami, Coachella Resort, and more.

Tom Assouline, emigrated from France, Mr. Assouline comes from multigenerational real estate investment family where his father owned the largest mortgage brokerage firm. Managing his own company and investing in real estate has always come natural. Mr. Assouline is co-owner of Stay Hospitality. Stay Hospitality is a full service hotel and vacation rental management company that values unique, quality experiences and genuine personal relationships.

Gussie Busch is from one of the wealthiest and world-famous families in America—Anheuser-Busch. He is the great-great-grandson of Adolphus Busch, founder of Anheuser-Busch. Mr. Busch's legacy driven passion in business, hospitality, and real estate led him to being at the forefront of the Anheuser-Busch family's real estate investments in hospitality.





## Sonnenblick-Goldman Corp. of California

CONTINUING TO BE THE WEST COAST'S LEADER  
IN MAJOR COMMERCIAL REAL ESTATE TRANSACTIONS

<p><b>\$197,000,000</b></p> <p>The Beaudry Center Los Angeles, California</p> <p>Securitized First Mortgage Financing</p>	<p><b>\$51,000,000</b></p> <p>The Fairmont Hotel San Francisco, California</p> <p>First Mortgage Financing</p>
<p><b>\$100,000,000</b></p> <p>One Waterfront Plaza Honolulu, Hawaii</p> <p>Take-out and Construction Financing</p>	<p><b>\$63,000,000</b></p> <p>The Meridien Hotel San Francisco, California</p> <p>First Mortgage Financing</p>
<p><b>\$72,000,000</b></p> <p>Hawthorne Plaza San Francisco, California</p> <p>Take-out Financing</p>	<p><b>\$61,000,000</b></p> <p>One Shoreline Drive Corpus Christi, Texas</p> <p>Construction Financing</p>

### Sonnenblick-Goldman Corp. of California

1901 Avenue of the Stars  
Century City, CA 90067  
(310) 277-0600

445 Park Avenue  
New York, NY 10022  
(212) 980-7600

## Sonnenblick-Goldman Corp. of California

CONTINUING TO BE THE WEST COAST'S LEADER  
IN MAJOR COMMERCIAL REAL ESTATE TRANSACTIONS

<p><b>\$165,000,000</b> and <b>\$35,000,000</b></p> <p>First Mortgage and J.V./Equity AT&amp;T Gateway Tower Seattle, Washington</p>	<p><b>\$86,000,000</b></p> <p>Leasehold First and Second Mortgage Financing</p> <p>Pier 39 San Francisco, California</p>	<p><b>\$86,250,000</b> and <b>\$10,000,000</b></p> <p>First Mortgage and J.V./Equity The Ritz-Carlton Huntington Hotel Pasadena, California</p>	<p><b>\$83,500,000</b> and <b>\$11,000,000</b></p> <p>Development Cost and J.V./Equity The Parkshore Club Chicago, Illinois</p>
<p><b>\$85,000,000</b></p> <p>Sale of Leasehold Interest</p> <p>The J.W. Marriott Hotel Century City, California</p>	<p><b>\$54,100,000</b></p> <p>Sale of Leasehold Interest</p> <p>ABC Entertainment Center Century City, California</p>	<p><b>\$33,000,000</b></p> <p>Leasehold First Mortgage Financing</p> <p>The Hyatt Islandia Hotel San Diego, California</p>	<p><b>\$21,000,000</b></p> <p>Leasehold First Mortgage Financing</p> <p>Broadway Market Seattle, Washington</p>
<p><b>\$36,200,000</b></p> <p>First Mortgage Financing</p> <p>The Academy No. Hollywood, California</p>	<p><b>\$27,000,000</b></p> <p>First Mortgage Financing</p> <p>Norwalk Square Norwalk, California</p>	<p><b>\$20,000,000</b></p> <p>First Mortgage Financing</p> <p>Holiday Inn- Union Square Hotel San Francisco, California</p>	<p><b>\$24,600,000</b></p> <p>First Mortgage Financing</p> <p>Hall Properties Hayward, California</p>

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## SONNENBLICK-GOLDMAN COMPANY

CONTINUING TO BE THE WEST COAST'S LEADER  
IN MAJOR COMMERCIAL REAL ESTATE TRANSACTIONS

<p><b>\$140,000,000</b> Leasehold Construction Financing</p> <p><b>THE SAN DIEGO HYATT REGENCY HOTEL</b></p> <p>San Diego, CA</p>	<p><b>\$55,000,000</b> Joint Venture Equity and Construction Financing</p> <p><b>111 CAPITOL MALL OFFICE BUILDING</b></p> <p>Sacramento, CA</p>	<p><b>\$40,000,000</b> Leasehold Permanent Financing</p> <p><b>SEAPORT VILLAGE SHOPPING CENTER</b></p> <p>San Diego, CA</p>
<p><b>\$75,000,000</b> Permanent First Mortgage Financing</p> <p><b>THE LOEWS SANTA MONICA BEACH HOTEL</b></p> <p>Santa Monica, CA</p>	<p><b>\$18,300,000</b> Participating First Mortgage Financing</p> <p><b>THE WARNER FINANCIAL CENTER</b></p> <p>Woodland Hills, CA</p>	<p><b>\$32,000,000</b> Construction/ Mini-Perm Financing</p> <p><b>THE PALADION SHOPPING MALL</b></p> <p>San Diego, CA</p>
<p><b>\$20,500,000</b> Acquisition/Renovation Mortgage Financing</p> <p><b>THE SHERATON NEWPORT BEACH HOTEL</b></p> <p>Newport Beach, CA</p>	<p><b>\$21,000,000</b> First Mortgage Financing</p> <p><b>THE SCRIPPS CORPORATE PLAZA</b></p> <p>San Diego, CA</p>	<p><b>\$18,500,000</b> First Mortgage Financing</p> <p><b>R STREET PLAZA OFFICE BUILDING</b></p> <p>Sacramento, CA</p>



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## Sonnenblick-Goldman Corp. of California

CONTINUING TO BE THE WEST COAST'S LEADER  
IN MAJOR COMMERCIAL REAL ESTATE TRANSACTIONS

<p><b>\$86,000,000</b> Construction Financing</p> <p><b>San Francisco Centre</b></p> <p>San Francisco, California</p>	<p><b>\$61,000,000</b> First Mortgage Financing</p> <p><b>Santa Monica Beach Hotel</b></p> <p>Santa Monica, California</p>	<p><b>\$69,000,000</b> Securitized Fixed-Rate Mortgage Bonds</p> <p><b>300 River Place Office Building</b></p> <p>Detroit, Michigan</p>	<p><b>SALE OF CORNERSTONE PLAZA</b> 1990 Bundy Avenue Los Angeles, California</p> <p><b>SALE OF THE PINNACLE</b> (Hillside Fuller Apts.) Los Angeles, California</p>
<p><b>\$65,000,000</b> First Mortgage Financing</p> <p><b>Valley Plaza Shopping Mall</b></p> <p>Bakersfield, California</p>	<p><b>\$53,000,000</b> First Mortgage Financing</p> <p><b>Dana Point Resort Hotel</b></p> <p>Dana Point, California</p>	<p><b>\$50,000,000</b> Leasehold First Mortgage Bonds</p> <p><b>ABC Entertainment Center</b></p> <p>Century City, California</p>	<p><b>\$76,000,000</b> Construction and Permanent Financing</p> <p><b>Fairmont Hotel</b></p> <p>San Jose, California</p>
<p><b>\$33,250,000 and \$30,850,000</b> Permanent and Construction Financing</p> <p><b>Village on Canon</b></p> <p>Beverly Hills, California</p>	<p><b>\$70,000,000</b> First Mortgage Financing</p> <p><b>Hyatt on Union Square</b></p> <p>San Francisco, California</p>	<p><b>\$55,000,000</b> Leasehold First Mortgage Financing</p> <p><b>Los Angeles World Trade Center</b></p> <p>Los Angeles, California</p>	<p><b>\$22,500,000</b> Line of Credit Financing</p> <p><b>Los Angeles Lakers</b></p> <p>Los Angeles, California</p>



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445 Park Avenue  
New York, NY 10022  
(212) 980-7600



FINANCING

**SONNENBLICK DEVELOPMENT LLC**

**L.A. County- El Monte Phase #1**

**\$39,300,000**

(Construction Cost)



**Mr. Robert Sonnenblick**

**SONNENBLICK DEVELOPMENT LLC**



**Tel: (310) 230-1200 • Fax: (310) 230-1263**  
**E-mail: Bob@SonnDev.com**  
**www.SonnDev.com**

**SONNENBLICK DEVELOPMENT LLC**

**L.A. County- Rancho Park Bldg.**

**\$43,000,000**

(Construction Cost)



**Mr. Robert Sonnenblick**

**SONNENBLICK DEVELOPMENT LLC**



**Tel: (310) 230-1200 • Fax: (310) 230-1263**  
**E-mail: Bob@SonnDev.com**  
**www.SonnDev.com**

FINANCING

**SONNENBLICK INDUSTRIES LLC  
GOVERNMENT ACQ. FUND I  
\$49,250,000**

**Norwalk Government Center  
12440 Imperial Highway  
Norwalk, California**

**A 7-Story 500,000 sq. ft. Office Complex  
Anchored by:**

- The County of Los Angeles
- The State of California
- The U.S. Govt./GSA/FBI
- U.S. Dept. of Homeland Security

**Mr. Robert Sonnenblick**

**SONNENBLICK INDUSTRIES LLC**  
1422 Cuesta Linda Drive • Pacific Palisades, California 90272  
Tel: (310) 230-1200 • Fax: (310) 230-1263  
E-mail: Bob@SonnDev.com • www.SonnDev.com

**SONNENBLICK DEVELOPMENT LLC  
L.A. County- El Monte Phase #2  
\$52,700,000  
(Construction Cost)**



**Mr. Robert Sonnenblick**

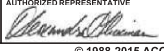
**SONNENBLICK DEVELOPMENT LLC**




**Tel: (310) 230-1200 • Fax: (310) 230-1263  
E-mail: Bob@SonnDev.com  
www.SonnDev.com**

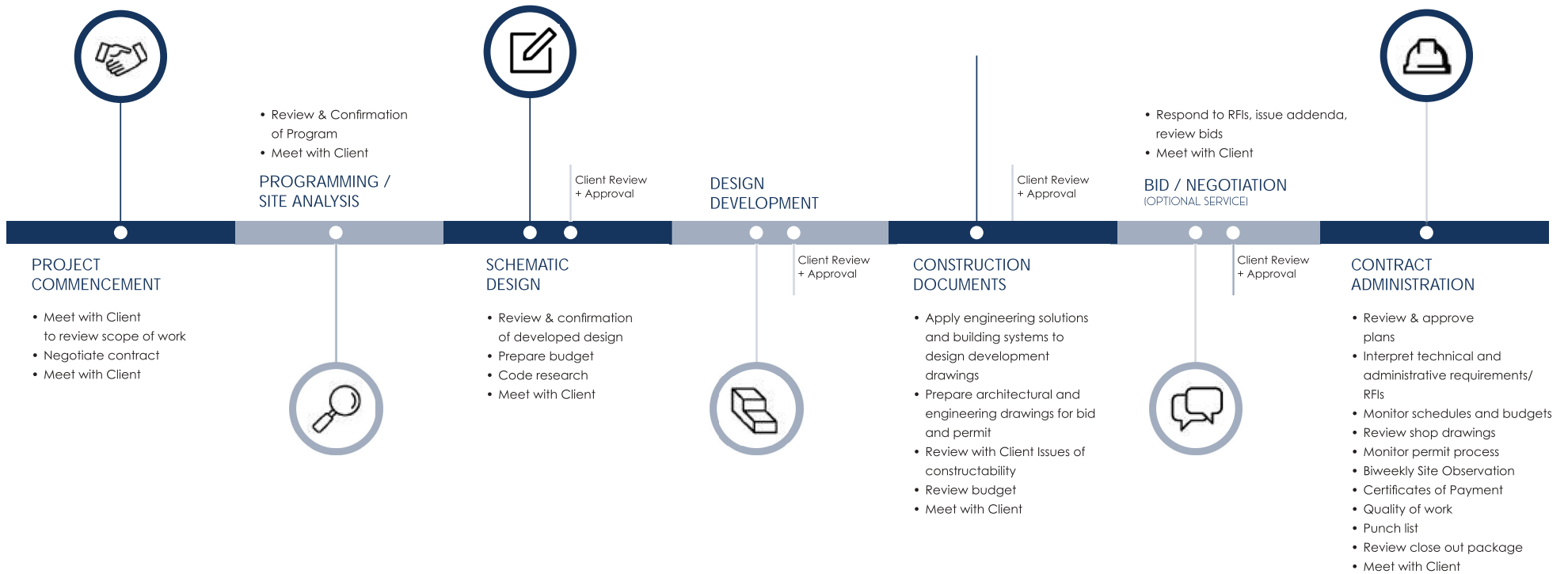


# INSURANCE

<b>ACORD</b>		<b>CERTIFICATE OF LIABILITY INSURANCE</b>		DATE (MM/DD/YYYY) 1/4/2024			
<p>THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.</p> <p><b>IMPORTANT:</b> If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).</p>							
PRODUCER Arthur J. Gallagher & Co. Insurance Brokers of CA. 500 N. Brand Boulevard, Ste. 100 Glendale CA 91203		CONTACT NAME: Real Estate & Hospitality Dept. PHONE (A/C No. Ext): 818-539-2300 FAX (A/C. No): 818-539-1804 E-MAIL: LAR@realEstateCerts@AJG.com ADDRESS: LAR@realEstateCerts@AJG.com					
INSURED Sonnenblick Del Rio Norwalk, LLC c/o CBRE Asset Services 12440 E. Imperial Highway, Ste. 101 Norwalk CA 90650		INSURER(S) AFFORDING COVERAGE INSURER A: XL Insurance America, Inc. NAIC # 24554 INSURER B: Zurich American Insurance Company of IL 27855 INSURER C: INSURER D: INSURER E: INSURER F:					
COVERAGES      CERTIFICATE NUMBER: 1416631703      REVISION NUMBER:							
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.							
NEW	LTR	TYPE OF INSURANCE	ADDITIONAL INSURANCE	POLICY NUMBER	POLICY EFF. DATE (MM/DD/YYYY)	POLICY EXPI. DATE (MM/DD/YYYY)	LIMITS
		<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> DED. \$0 GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:		CPOS54303911	1/1/2024	1/1/2025	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (EA occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPROP AGG \$ 2,000,000 OTHER: \$
		AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO OWNED <input type="checkbox"/> AUTOS ONLY HIRED <input type="checkbox"/> AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS NON-OWNED <input type="checkbox"/> AUTOS ONLY					COMBINED SINGLE LIMIT (EA accident) \$ ANY AUTO OWNED BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ OTHER: \$
		<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> DED. <input checked="" type="checkbox"/> RETENTION \$ WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y/N <input type="checkbox"/> N/A If yes, describe under DESCRIPTION OF OPERATIONS below		AUR0500538	1/1/2024	1/1/2025	EACH OCCURRENCE \$ 25,000,000 AGGREGATE \$ 25,000,000 PER STATUTE <input type="checkbox"/> OTHER <input type="checkbox"/> E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) RE: PROPERTY LOCATED AT:							
CERTIFICATE HOLDER Evidence Only					CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 		
ACORD 25 (2016/03)      The ACORD name and logo are registered marks of ACORD					© 1988-2015 ACORD CORPORATION. All rights reserved.		

<b>ACORD</b>		<b>CERTIFICATE OF LIABILITY INSURANCE</b>		DATE (MM/DD/YYYY) 06/14/2023			
Client# 1048451      SALTZMIC1							
<p>THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.</p> <p><b>IMPORTANT:</b> If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).</p>							
PRODUCER USI Insurance Services, LLC 2502 N Rocky Point Drive Suite 400 Tampa, FL 33607		CONTACT NAME:      FAX: PHONE (A/C No. Ext): 813 321-7500 E-MAIL:      FAX (A/C. No): ADDRESS:					
INSURED Saltz Michelson Architects, Inc. 3501 Griffin Road Fort Lauderdale, FL 33312		INSURER(S) AFFORDING COVERAGE INSURER A: Travelers Property Cas. Co. of America NAIC # 25674 INSURER B: National Union Fire Ins Co of Pitts, PA 19445 INSURER C: Travelers Casualty and Surety Company 19038 INSURER D: National Casualty Company 11991 INSURER E: INSURER F:					
COVERAGES      CERTIFICATE NUMBER:      REVISION NUMBER:							
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.							
NEW	LTR	TYPE OF INSURANCE	ADDITIONAL INSURANCE	POLICY NUMBER	POLICY EFF. DATE (MM/DD/YYYY)	POLICY EXPI. DATE (MM/DD/YYYY)	LIMITS
		<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> DED. \$0 GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:		6601D208313	05/08/2023	05/08/2024	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (EA occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMPROP AGG \$ 4,000,000 OTHER: \$
		AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO OWNED <input checked="" type="checkbox"/> AUTOS ONLY HIRED <input type="checkbox"/> AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS NON-OWNED <input type="checkbox"/> AUTOS ONLY					COMBINED SINGLE LIMIT (EA accident) \$ 2,000,000 ANY AUTO OWNED BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ OTHER: \$
		<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> DED. <input checked="" type="checkbox"/> RETENTION \$ WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y/N <input type="checkbox"/> N/A If yes, describe under DESCRIPTION OF OPERATIONS below		EBU031374612	05/08/2023	05/08/2024	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 PER STATUTE <input type="checkbox"/> OTHER <input type="checkbox"/> E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
		<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> DED. <input checked="" type="checkbox"/> RETENTION \$ WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y/N <input type="checkbox"/> N/A If yes, describe under DESCRIPTION OF OPERATIONS below		UBK0953533	04/01/2023	04/01/2024	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 PER STATUTE <input type="checkbox"/> OTHER <input type="checkbox"/> E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
		Professional Liability JEO0001977			06/14/2023	06/14/2024	\$5,000,000 per claim \$5,000,000 annl aggr.
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Professional Liability coverage is written on a claims-made basis.							
CERTIFICATE HOLDER For Proposal Purposes					CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 		
ACORD 25 (2016/03)      1 of 1      The ACORD name and logo are registered marks of ACORD					© 1988-2015 ACORD CORPORATION. All rights reserved.		

# PROJECT SCHEDULE





# REFERENCE LETTERS

## REFERENCE #1

Public Entity Name: LA County Real Estate  
Reference Contact Person/Title/Department: Emmanuel "Manny" Gutierrez, Sr. Real Property Agent  
Chief Executive Office  
Contact Number & Email T: (213) 974-4237 E: egutierrez@ceo.lacounty.gov

Public Entity Size/Number of Residents/Square Mileage: 132,000 SF

Event(s) Completed (include Name of Project/Event, Date of Event Start/Completion, Details on Size/Scope of Work/Complexity) El Monte 1 LA County is a government office building in a downtown urban location. The project was delivered under an identical delivery system with a county tenant. The six-story building provides and was designed and built with sustainability in mind to achieve LEED Silver certification upon completion.

Is the Contract still Active? Yes  No



## REFERENCE #2

Public Entity Name: LA County Department of Beaches and Harbors  
Reference Contact Person/Title/Department: Miguel A. Covarrubias, Chief Property Manager  
Department of Beaches and Harbors  
Contact Number & Email T: (424) 526-7777 E: mcovarrubias@bh.lacounty.gov

Public Entity Size/Number of Residents/Square Mileage: 132,000 SF

Event(s) Completed (include Name of Project/Event, Date of Event Start/Completion, Details on Size/Scope of Work/Complexity) EL MONTE 2 - LA COUNTY was constructed adjacent to El Monte 1 and provides an additional 132,000 square feet of office space for County tenants. The project achieved LEED Silver certification upon completion, taking into account several sustainable components in design and systems.

Is the Contract still Active? Yes  No



# REFERENCE LETTERS

## **REFERENCE #3**

Public Entity Name: LA County Chief Executive Office

Reference Contact Person/Title/Department: Nevin Harrison, Real Property Principal & Agent  
Chief Executive Office

Contact Number & Email T: (213) 974-4159 E: nharrison@ceo.lacounty.gov

Public Entity Size/Number of Residents/Square Mileage: 80,000 SF

Event(s) Completed (include Name of Project/Event, Date of Event Start/Completion, Details on Size/Scope of Work/Complexity) The RANCHO PARK BUILDING is an 80,000 square foot County-occupied office space in a downtown urban location in Los Angeles, California with a tight site. The project was successfully completed within all schedule and budget expectations.

Is the Contract still Active? Yes \_\_\_\_\_ No

## **END OF SECTION 4**





## SPECIAL CONSIDERATION

# BIM

To provide increased value to our clients, our team uses Building Information Modeling (BIM) technology to establish a collaborative platform for the entire project team to communicate through Revit. This tool allows us to create a single, easily shared 3D product model of building components that includes all of a project's design information. Changes made to one element of the model are reflected in all views. Through the use of BIM, our team will deliver the highest quality project during all phases of the project life-cycle.

An animation and 4D model enables a new interactive experience for design and construction execution. Whether through the use of goggles or new sophisticated programs that allow you to walk around and thru the design, design is realized, systems are coordinated, contractors can construct and facilities operations can navigate thru the property.



All documentation will be generated from the Building Information Model. Workflows will be established to leverage existing documentation provided. The exclusive use of BIM for project documentation can result in documents that are coordinated at a higher level than in the past, minimizing clashes and coordination errors and therefore reducing costs of construction. These potential cost savings are driven by a very low rate of change orders (1-2%) as a result of increased coordination between disciplines and trades. The use of BIM contributes to a more efficient project delivery workflow as a result of the single model environment. This enables the team to create permit packages for any portion of the work at any given time. Phasing of work within the building can also be built into the models. This enables the documents to accurately reflect the current state of development of the project.

The project team will develop the workflows and deliverables using a project execution plan. This plan will outline how and when various parties will deliver the project and share information. This increased focus and team standardization will answer questions up front that may prove problematic if not discovered until later in the project. The project execution plan will outline who is using the model and for what purposes to eliminate confusion or unapproved model uses.



# GREEN DESIGN

## SUSTAINABLE DESIGN PHILOSOPHY

The sustainability of KKAID's design approach lies in our aim to create profitable projects for our clients, which serve their communities while reducing the negative impacts on the environment caused by the use of finite natural resources.

Sustainably designed buildings offer considerable economic benefits including a 9% decrease in operating costs, a 7.5% increase in building value, a 3.5% increase in occupancy rates, and a 3% increase in rent ratios.

Occupants of sustainably designed buildings enjoy improved air quality, greater access to daylight and external views and productivity increases of up to 16%.

The planet benefits from sustainably designed buildings which significantly reduce electricity use, CO2 emissions, water use, and solid waste.

Our Designers whom are LEED accredited professionals are well versed in the LEED system as well as alternate green building guidelines used internationally, including Estidama, BRREAM, The Living Building Challenge and the Green Globes System.

Our Sustainable design process focuses on:

- Careful site orientation to capitalize on free renewable resources such as sun, wind and rain and to protect existing ecosystems.
- Material selection which balances cost, life cycle assessment, proximity to building site, recyclability, recycled content and renewability of materials.
- Reduced energy and water use through the use of traditional regionally effective passive design techniques in conjunction with the selection of efficient building envelopes and proven technologies.

KKAID infuses sustainability into our projects by collaborating with the engineers, landscape designers, contractors and operators at the earliest phases of design, and articulating green design as a guiding principle. The early articulation of these ideals helps ensure the proper implementation of environmentally responsible practices through all phases of the project from design, construction, operations management & maintenance, to demolition and disposal.

KKAID expertise in Sustainable design allows us to lead in the development of the "Green" built environment which is rapidly being embraced by communities, corporations, and governments.

The Sustainable building practices utilized at KKAID enhance the energy-efficiency of buildings, reduce the use of raw materials, use the sun to illuminate and the wind to cool, improve the indoor air quality, and reduce the negative impacts on the natural environment.





# RESPONDENT'S QUALIFICATIONS



MARGATE CITY CENTER - MARGATE, FLORIDA

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WWW.KOBIKARP.COM



# STATE CORPORATE CERTIFICATE

## State of Florida Department of State

I certify from the records of this office that KOBİ KARP ARCHITECTURE & INTERIOR DESIGN, INC. is a corporation organized under the laws of the State of Florida, filed on June 14, 1996.

The document number of this corporation is P96000051340.

I further certify that said corporation has paid all fees due this office through December 31, 2024, that its most recent annual report/uniform business report was filed on February 19, 2024, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capital, this  
the Eighteenth day of July, 2024*



  
Secretary of State

Tracking Number: 6814872907CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

# PROOF OF CONTINUOUS OPERATION

FLORIDA DEPARTMENT OF STATE

DIVISION OF CORPORATIONS



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Search by Entity Name](#) /

### Detail by Entity Name

Florida Profit Corporation  
KOBİ KARP ARCHITECTURE & INTERIOR DESIGN, INC.

#### Filing Information

Document Number	P96000051340
FE/EIN Number	65-0675688
Date Filed	06/14/1996
State	FL
Status	ACTIVE
Last Event	NAME CHANGE AMENDMENT
Event Date Filed	07/16/1997
Event Effective Date	NONE

#### Principal Address

571 NW 28th Street  
MIAMI, FL 33127

Changed: 01/11/2021

#### Mailing Address

571 NW 28th Street  
MIAMI, FL 33127

Changed: 01/11/2021

#### Registered Agent Name & Address

KARP, KOBİ  
571 NW 28th Street  
MIAMI, FL 33127

Name Changed: 01/25/2010

Address Changed: 01/11/2021

#### Officer/Director Detail

##### Name & Address

Title PSTD

KARP, KOBİ  
4750 N Bay Road  
MIAMI BEACH, FL 33140

# LICENSES

**ONLINE SERVICES**

- Apply for a license
- Verify a Licensee
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- File a Complaint
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- View Application Status
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- ASST Delinquent Invoice & Activity List Search

**LICENSEE DETAILS** 3:23:06 PM 7/17/2024

**Licensee Information**

Name: **KARP, KOBI (Primary Name)**  
**KOBI KARP AND PARTNERS, LLC; KOBI KARP ARCHITECTURE & INTERIOR D (dba Name)**

Main Address: **4750 N BAY ROAD**  
**MIAMI BEACH Florida 33140**

County: **DADE**

**License Information**

License Type: **Architect**

Rank: **Architect**

License Number: **AR0012578**

Status: **Current/Active**

License Date: **12/05/1988**

Expires: **02/28/2025**



Ron DeSantis, Governor  
 Melanie S. Griffin, Secretary

**STATE OF FLORIDA**  
**DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

**BOARD OF ARCHITECTURE & INTERIOR DESIGN**

THE ARCHITECT HEREIN IS LICENSED UNDER THE PROVISIONS OF CHAPTER 481, FLORIDA STATUTES

**KARP, KOBI**  
 KOBI KARP ARCHITECTURE & INTERIOR DESIGN, INC.  
 KOBI KARP AND PARTNERS, LLC  
 4750 N BAY ROAD  
 MIAMI BEACH FL 33140

**LICENSE NUMBER: AR0012578**  
**EXPIRATION DATE: FEBRUARY 28, 2025**

Always verify licenses online at MyFloridaLicense.com

ISSUED: 07/17/2024  
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State of Florida  
 Department of Business and Professional Regulation  
 2601 Blair Stone Road  
 Tallahassee, FL 32399

**Application Summary**

Thank you for submitting your print request online.

**Profession**

License Type: **Architect**

Application Number: **169222**

Application Type: **Print License Certificate**

Application Date: **07/17/2024 (mm/dd/yyyy)**

License Number: **AR0012578**

File Number: **9309**

**Addresses**

Name: **KOBI KARP**

Routing Instruction:

Main Address: **4750 N BAY ROAD**  
**MIAMI BEACH, FL**  
**33140**  
**US**

State of Florida  
 Department of Business and Professional Regulation  
 2601 Blair Stone Road  
 Tallahassee, FL 32399

**Application Summary**

Thank you for submitting your print request online.

**Profession**

License Type: **Interior Designer**

Application Number: **45346**

Application Type: **Print License Certificate**

Application Date: **07/17/2024 (mm/dd/yyyy)**

License Number: **ID0003850**

File Number: **3705**

**Addresses**

Routing Instruction:

Main Address: **4750 N BAY ROAD**  
**MIAMI BEACH, FL**  
**33140**  
**US**



Ron DeSantis, Governor  
 Melanie S. Griffin, Secretary

**STATE OF FLORIDA**  
**DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

**BOARD OF ARCHITECTURE & INTERIOR DESIGN**

**LICENSE NUMBER: AR0012578**      **EXPIRATION DATE: FEBRUARY 28, 2025**

THE ARCHITECT HEREIN IS LICENSED UNDER THE PROVISIONS OF CHAPTER 481, FLORIDA STATUTES

**KARP, KOBI**  
 KOBI KARP ARCHITECTURE & INTERIOR DESIGN, INC.  
 KOBI KARP AND PARTNERS, LLC  
 4750 N BAY ROAD  
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## AWARDS

Kobi Karp is a member of historical boards and has been a recipient of numerous historical awards.

- 11<sup>th</sup> Hospitality Design Awards** Luxury/Upscale Guestrooms or Suites, 1 Hotel South Beach
- 12<sup>th</sup> Hospitality Design Awards** Finalist, Sustainable Project, 1 Hotel South Beach
- 14<sup>th</sup> Hospitality Design Awards** Finalist, Guestrooms (Upscale), Four Seasons Hotel at the Surf Club

**ACQI** "Most outstanding International Luxury Resort Architecture Firm," Excellence Awards **2016**

**Ahead Americas** Le Sirenuse at Four Seasons Hotel The Surf Club **2018**

- AIA (Miami)** Honor Award Excellence, 1 Hotel - Miami Beach, FL 2017
- AIA (Miami)** Merit Award of Excellence, 1 Hotel - Miami Beach, FL 2017
- AIA (Miami)** Honor Award of Excellence, Test of Time Award, Astor Hotel, 2017
- AIA (Miami)** Honor Award of Excellence, Beach Craft at 1 Hotel - Miami Beach, FL 2014
- AIA (Miami)** Sustainable Hospitality Design, 1 Hotel - Miami Beach, FL 2015
- AIA** Historic Preservation Award **2009**
- AIA (Miami)** Award of Merit - La Peña Condominium, 2007
- AIA (Miami)** Outstanding Young Architect of the Year Award, **1999**
- AIA (Miami)** Outstanding Service Award, **1999**
- AIA (Miami)** Award of Merit - La Peña Condominium, **2006**
- AIA (Florida/ Caribbean)** Honor & Design Awards/ Gold Medal Award

**American Resort & Design Award:** Gold & Silver award

**ASID Design Excellence Award South Florida Chapter**

- ASID** Institutional Design 2018
- ASID** Sustainable Design 2018
- ASID** Historical Restoration Residential Design 2018
- ASID** Historic Restoration Commercial Design 2018
- ASID** Sustainable Commercial Design 2018
- ASID** Retail Design 2018
- ASID** Showroom Design 2018

**City of Sunny Isles Beach** "Recognition of outstanding leadership" **1998**

**El Colegio de Arquitectos de la Sociedad Panameña de Ingenieros y Arquitectos**

- Commercial Real Estate Awards (CRE)** Medium Shopping Center - Moscow, **2012**
- Commercial Real Estate Investor** Investor of The Market Commercial Real Estate **2015**

**Creative Spark Award, Las Vegas**

- Dade Heritage Trust** Historic Preservation Award, Cadillac Hotel - Miami Beach, FL, **2004**
- Dade Heritage Trust** Historic Preservation Award, The Strand, **2004**

**Design Center of the Americas (DCOTA)** "Stars of Design 2011" Architecture Award

**Design Et Ai** - Hotel Over 200 Rooms - Global Award, 2019

- The Design Society: Design Et Ai** - Luxury Residence €20 M Plus - La Gorce, 2018
- Luxury Residence €2.5M-€5M - Floating Cubes, 2018

**Developers and Builders Alliance (DBA):**

- "Landsmark Award" - The Bridgewater **2006**
- "Residential High-Rise of the Year" - Tao, Miami Beach, FL **2006**
- "Residential Multi-Family of the Year" - Beach House **2006**
- "Loft of the Year" - Uptown Marina Lofts
- "Historical Preservation of the Year" - The Strand **2004**
- "Architect of the Year", Community Advancement Awards

**Florida's Best 2004:**

- Gold: Florida Outdoor Lifestyle Preconstruction, Uptown Marine Lofts, The Miami Herald
- Gold: Builders Overall Product, Lofts Preconstruction, \$400,001 - \$500,000, Uptown Marina Lofts - C Unit
- Platinum, Entrypways Preconstruction, Uptown Marine Lofts

**Florida Builders Association** Merit Award, Cadillac Hotel, **2004**

**Gold Key Award** Excellence in Hospitality Design, Presented Boutique Design, Best Hotel Luxury (Surfclub)

**The International Hotel & Property Awards** Winner, 2018

**Key to Miami-Dade County**, Senator Gwen Margolis, **1999**

**Latin Builders Association, Inc. (LBA):**

- "Architectural Firm of the Year" - **2010**
- "Professional Services of the Year" - **2010**

**Merit Award Uptown** Excellence in construction, Marina Lofts, Multi-Family Residential \$30 - \$75 million **2006**

**Miami Beach Police Athletic League** Ribbon Cutting and Dedication Ceremony, Abe Resnick Youth Resource Center **2000**

**Miami Beach Beautification Award** Presented to Bellaire On The Ocean **2008**

**Miami Design Preservation League (MDPL)**

- Merit Award - Circa 39, **2004**
- Certification of Hotel Appreciation - Circa 39, **2004**
- Merit Award - Cadillac Hotel, **2004**
- Certification of Appreciation - Cadillac Hotel, **2004**
- Merit Award - Astor Hotel, **1996**
- Certification of Appreciation - Astor Hotel, **1996**

**Miami Hospitality Design Awards**

- Overall Hotel "Merit Award of Excellence" - Four Seasons at the Surf Club, **2019**
- Overall Hotel "Merit Award of Excellence" - Cadillac Hotel & Beach Club, **2019**
- People's Choice Best Overall Hotel - Cadillac Hotel & Beach Club, **2019**
- Hotel Restaurant "Honor Award of Excellence" - Deck Sixteen of Hyatt Centric Miami Beach, **2019**
- Hotel Restaurant "Merit Award of Excellence" - Habitat at 1 Hotel & South Beach, **2019**
- Hotel Lobby/Reception "Merit Award of Excellence" - Four Seasons Hotel at the Surf Club, **2019**
- Hotel Guest Site "Merit Award of Excellence" - Four Seasons Hotel at the Surf Club, **2019**
- Hotel Nightclub, Bar, Lounge "Merit Award of Excellence" - Champagne Bar at the Four Seasons Hotel at the Surf Club, **2019**
- Hotel Guest Room "Merit Award of Excellence" - Four Seasons Hotel at the Surf Club, **2019**
- Hotel Restaurant "Merit Award of Excellence" - Le Sirenuse at Four Seasons Hotel at Surf Club, **2019**
- Honor Award of Excellence, 1 Hotel - South Beach FL, **2017**
- Merit Award of Excellence, 1 Hotel - South Beach FL, **2017**
- Honor Award of Excellence, Beach Craft at 1 Hotel - South Beach FL, **2017**
- Honor Award of Excellence, 1 Hotel - South Beach FL, **2017**

**National Association of Home Builders (NAHB):**

- "Pillars of the Industry Awards: Best Mixed-Used Community Site Plan of the Year" - Gulfstream, **2007**
- "Pillars of the Industry Awards: Best Condo Hotel Community of the Year" - Le Meridien, **2007**
- "Pillars of the Industry Awards: Best Adaptive Reuse of a Condominium Community of the Year" - The Strand, **2007**
- "Best Loft Community of the Year" Award - Absolute Lofts, **2006**
- "Certification of Appreciation" - Astor Hotel/Miami Design Preservation League **1996**
- "Certification of Appreciation" - Cadillac Hotel/Merit Award Miami Design Preservation League **2004**
- "Certification of Hotel Appreciation" - Circa 39 Hotel/Merit Award Miami Design Preservation League **2004**

**NEWH, The Hospitality Industry Network:**

- "Excellence in Design" Honorable Mention, Miami Intl. Airport Marriott Residence Inn, **2011**

"Excellence in Design" Award, Hilton G - Club, **2011**

**SOFHE Award** Honorable Mention, Hotel Mid-range/Economy, Marriott Residence Inn, Miami FL **2011**

**North Beach Development Corporation**, City of Miami Beach Certificate of Appreciation, First Recipient, The Norman Giler Award, **2006**

**Society of American Registered Architects (SARA)** Design Award of Honor, recognition of superior achievement and professional design excellence, The Plymouth Hotel, Miami FL **2018**

**Structures Award** - C Residence, Miami Beach

**Top Hotel Projects, World Tour** Winner of the "Creative Spark", The Lucky Dragon Las Vegas **2017**

**Urban Land Institute (ULI) SE Florida/Caribbean "Vision Awards"** - H&M/Lincoln Theatre, Miami Beach, **2014**

**Thesis Award with Honors**, Minneapolis, Minnesota, **1987**

**PROFESSIONAL ASSOCIATIONS**

- American Institute of Architects (AIA)
- American Society of Interior Designers (ASID)
- National Trust for Historic Preservation
- National Council for Investor Design Qualifications (NCIDQ)
- National Council for Architectural Registration Boards (NCARB)
- Board of Directors, Florida International University (FIU)
- Board of Directors, Police Athletic League (PAL)
- Board of Directors, Miami Beach Chamber of Commerce
- Latin Builders Association, Inc. (LBA)
- Development Association (ARDA), 1998

**RECOGNITIONS**

- Key to Miami-Dade County, Senator Gwen Margolis, **1999**
- Board Member of the Miami Beach Police
- Board Member of the Florida International University (FIU)
- Charlie Cris
- City of Miami Beach Appreciation
- Mount Sinai Medical Center Foundation,
- as a founder in appreciation for Exemplary Commitment and
- Philanthropic Support of Mount Sinai Medical Center & Miami Institute
- The National Trust for Historic Preservation, Full Vested Membership in the National Trust with all its exclusive privileges and benefits
- State of Minnesota, Governor Rudy Perpich, Governors Design Team

## EXPERIENCE

As a seasoned developer with extensive experience in projects of similar scope, **Sonnenblick Development** approaches government redevelopment projects with a comprehensive methodology developed over our many years of practice.

Our process begins with a careful site evaluation involving assessing location, accessibility, zoning regulations, environmental considerations, and existing infrastructure. A thorough understanding of the site's potential and constraints is crucial for laying the foundation of a successful redevelopment project.

Market evaluation comes next in the process, as it is essential to gauge the demand and feasibility of the proposed development within the context of the local market dynamics. This entails analyzing demographic trends, economic indicators, competition, and potential demand drivers. **By identifying market gaps and opportunities, we can tailor the development to meet the needs and preferences of the target audience effectively.**

Conceptualizing the development involves translating the findings from site and market evaluations into a coherent vision. This stage includes brainstorming sessions, feasibility studies, and conceptual designs aimed at defining the project's scope, scale, and programmatic elements. Collaboration with architects, urban planners, and other stakeholders is crucial to ensure that the conceptual design aligns with the project goals and requirements.

Once the conceptual framework is established, our focus shifts to design and construction. This phase involves developing detailed architectural plans, securing necessary permits and approvals, and selecting construction partners through a competitive bidding process. Throughout the construction process, strict quality control measures are implemented to ensure that the project adheres to the highest standards of quality and safety.

Occupancy is the final step in the redevelopment process, where the newly renovated area is revealed to the public. This phase involves marketing and leasing efforts to attract tenants, overseeing move-in logistics, and ensuring a smooth transition to operational status. Post-occupancy, ongoing management and maintenance efforts are vital to preserve the integrity and functionality of the redevelopment project over the long term.

Overall, our approach to government redevelopment projects is rooted in a holistic methodology that prioritizes thorough analysis, strategic planning, and meticulous execution. By leveraging our experience and expertise across the development lifecycle, we strive to deliver transformative projects that enrich communities and leave a lasting legacy for generations to come.



## MARGATE CITY CENTER - MARGATE, FLORIDA

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# SONNENBLICK DEVELOPMENT LLC

*Continuing to be California's Leader in  
Government-Tenanted Build-to-Suit Projects*



L.A. County Building  
Department of Social Services  
El Monte, California



L.A. County Building - Phase 2  
Department of Children's Services  
El Monte, California



Department of Homeland Security  
L.A. Headquarters Building  
Norwalk, California



L.A. County Building  
Department of Social Services  
West L.A., California

Mr. Robert Sonnenblick

## SONNENBLICK DEVELOPMENT LLC

1422 Cuesta Linda Drive • Pacific Palisades, California 90272

Tel: (310) 230-1200 • Fax: (310) 230-1263

E-mail: [Bob@SonnDev.com](mailto:Bob@SonnDev.com) • [www.SonnDev.com](http://www.SonnDev.com)



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## SONNENBLICK DEVELOPMENT, LLC

Sonnenblick Development, LLC, is a highly recognized developer of office facilities for state, county and municipal public agencies throughout the nation. In addition, Sonnenblick has developed several Retail and Hotel Resort projects. Their parent company, founded in 1893, is celebrating its 128th anniversary in the commercial real estate business.

The Sonnenblick family roots in commercial real estate dating back to the original company establishment in 1893. The company opened its South Florida offices in 1965 that were managed by Mr. Nathan Sonnenblick, Robert Sonnenblick's grandfather. The company successfully completed over a billion dollars in South Florida commercial real estate transactions. Nathan lived in Hollywood, FL for over 3 decades, and was a leader in the local Broward Community.

For public agencies, our goal has always been to provide high quality, state of the art facilities at long-term, flat rental rates that are often significantly below prevailing market rates. To accomplish this, we have developed unique and innovative lease and financing structures.

### ROBERT SONNENBLICK - PRINCIPAL



Mr. Robert Sonnenblick, Principal of Sonnenblick Development, LLC, is a graduate of the Wharton School of Finance of the University of Pennsylvania with more than 30 years of experience in various aspects of real estate and real estate finance. From 1981 to 1991 Mr.

Sonnenblick was the driving force and power behind Sonnenblick-Goldman Corporation of California. Mr. Sonnenblick completed over \$1.5 Billion of commercial real estate transactions on the West Coast and as a result is regarded as one of the West Coast's leaders in the field of commercial real estate. Among the more notable projects for which Mr. Sonnenblick personally structured the financing for are The Beaudry Center, Los Angeles, California (\$197 million), the Ritz Carlton Hotel, Pasadena, California (\$97 million), One Waterfront Plaza, Honolulu, Hawaii (\$100 million), and the Los Angeles World Trade Center, Los Angeles, California (\$55 million).

In 1991 Mr. Sonnenblick was appointed Director of Development for the New Jersey and L.A. MetroMalls, with the responsibility for oversight and direction of the design, financing and leasing programs for two proposed \$250 million enclosed regional malls totaling 1.2 million Sq. Ft. each. Mr. Sonnenblick personally oversaw more than 1 million Sq. Ft. of leases in connection with this position as well as arranging the necessary debt and equity financing. The New Jersey project opened to one of the strongest starts in the history of the United States mall industry. In addition, Mr. Sonnenblick was an original development partner of the Loews Santa Monica Beach Hotel. This 360-room, \$90 million hotel was recently sold for \$125 million.

Roots in South Florida: **FOR 15 YEARS, MR. SONNENBLICK WAS A PARTNER IN THE HIGHLY SUCCESSFUL BOCA RATON RESORT & CLUB.** This 1000 room property was the State of Florida's leading gross revenue hotel during most of that period. Mr. Sonnenblick and his partners sold this property to Mr. Wayne Huizinga, the former owner of the Miami Dolphins.

Prior to forming Sonnenblick Development, LLC, Mr. Sonnenblick was the senior partner in a Los Angeles-based real estate development firm (Sonnenblick Del Rio Development) which specialized in public-private partnerships, specifically the development of four major government-leased office buildings throughout the Los Angeles basin. During this tenure, Mr. Sonnenblick successfully developed nearly 1 million square feet of government leased buildings, occupied by such tenants as U.S. Department of Homeland Security, Federal Bureau of Investigation (FBI), Los Angeles County Sheriff's Department, Los Angeles County Department of Public

Social Services and Los Angeles County Department of Children and Family Services.

Mr. Sonnenblick is a frequent speaker at various real estate-related functions, such as those hosted by Deloitte Touche, ICSC, Value Retail News, Crittenden, USC, UCLA Real Estate Program, IMN Real Estate Conferences and the Institute for International Research, The Opal Group, iGlobal Forum Group, Globe Street/Realshare Conferences and Bloomberg Conferences.

Mr. Sonnenblick is a member of the Advisory Board of the Golf Development Institute, a member of the Board of Real Estate Council of the Century City Chamber of Commerce and is a published author on subjects ranging from architecture to general real estate market conditions. In addition to Mr. Sonnenblick's expertise in development, finance, joint ventures and equity structuring, Mr. Sonnenblick has also been certified as an expert in the area of real estate bankruptcy/foreclosure. Mr. Sonnenblick is a qualified expert witness in the area of Commercial Real Estate Finance and Interest Rates for the United States Federal Court System in numerous jurisdictions.







**Margaritaville could be headed to Riviera Beach's Marina Village**  
 Developer APD Solutions is partnering with Jimmy Buffet's hospitality company.

By Francisco Alvarez  
 PalmBeach.com

A Margaritaville-branded hotel could anchor a proposed waterfront mixed-use project in Riviera Beach's Marina Village.

The project's master developer, Atlanta-based APD Solutions, is partnering with singer-turned-hotelier Jimmy Buffet to build a five-story building with 150 rooms and an 875-space parking garage to anchor the proposed mixed-use site, which also entails 225,000 square feet of retail and restaurant space.

Vaughn Bore, APD's CEO, unveiled the development team's plan last month during a meeting at the Riviera Beach Community Redevelopment Agency, which owns the sprawling 30-acre redevelopment site known as Marina Village. The partnership also includes Sonnenblick Development, based in Pacific Palisades, California.

The 7.8-acre site is 180 feet long and 400 feet wide. APD's development team and the agency's team took time in a final meeting to discuss the project.

There are other projects on tap for Marina Village. APD has secured the 200,000-sq-ft project to build a new hotel, which will include a 150-room hotel and a 150-space parking garage. The partnership, which also includes Playa Vista-based Sonnenblick Development, is a partnership with APD Solutions and 8000-square-foot of retail, Marina Village.

By APD, Construction of Marina Village (APD Solutions) is a partnership with APD Solutions of 7.8 acres of Marina Village.



### SONNENBLICK'S CURRENT HOTEL PROJECT

Margaritaville currently operate 24 resorts across six countries, including an all-inclusive concept in Cancun, Mexico. Margaritaville's hotel and resorts brand includes Margaritaville Hotels & Resorts, All-Inclusive Resorts, Compass Hotels by Margaritaville, St. Somewhere Resorts, Camp Margaritaville RV Resorts, Cottages & Home Rentals, and Margaritaville Vacation Clubs.

The current Marina conceptual plan calls for a potential 150 room hotel with 150 dedicated parking spaces.

A similar size and scale model of development is Margaritaville's The Island Hotel in Pigeon Forge, Tennessee. The Island is a 300,000 square foot retail, hotel and entertainment development on 23 acres. Margaritaville has a 132 room hotel with a restaurant, rooftop pool and bar, coffee shop, St. Somewhere Spa, and meeting facilities (3,200 sf of space).

In this scenario, the proposed Margaritaville Hotel would go on Element 6, the hotel site.



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## Sonnenblick Hotel Projects



### THE LOEWS SANTA MONICA HOTEL

- Beach Front Hotel
- 360 Rooms
- 5 years to Entitle Project
- Built for \$90,000,000
- Sold for \$125,000,000
- Co-Developer & Equity Investor



### BOCA RATON RESORT THE WALDORF ASTORIA COLLECTION

- 356 Acres in South Florida
- 1000 Hotel Rooms
- 30 Tennis Courts
- Equity Investor



### WALDORF ASTORIA COLLECTION (HILTON CORP) PALM BEACH COUNTY, FLORIDA

- Proposed Waterfront Hotel
- 325 Hotel Rooms
- \$100,000,000
- Project Developer



360 Rooms  
Beach Front Hotel







1000 Rooms  
30 Tennis courts  
365 Acres in South Florida

## Sonnenblick development projects



### The Mills at Jersey Gardens



The Mills at Jersey Gardens is a two-level indoor outlet mall in Elizabeth, New Jersey. The mall opened on October 21, 1999, and is the largest outlet mall in New Jersey. **The mall was built on a former landfill**, which required remediation prior to the mall development. Today, the former landfill is one of the largest multi-use shopping mall on the East coast and one of the most successful outlet malls in America

#### Highlights:

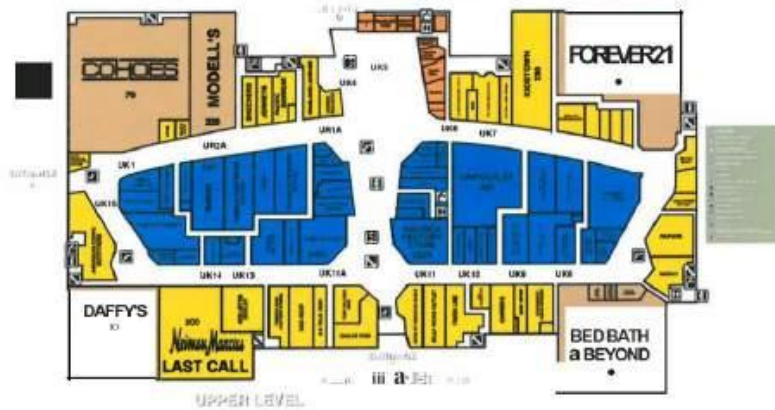
- 1.2 mill feet of outlet mall surrounded by airport, hotels and additional retail
- 170 acres of landfill, which was remediated and deep dynamic compacted to allow 4000 piles to be driven 120 feet average to build the mall.
- The environmental work took 14 months to complete, and the methane gas recovery system was installed over the cap and under the slab to eliminate any methane gas from the land filltrash.
- \$400 million flyover the 95 tollway was also designed and bonded to gain access to the mall from the interstate
- Financing of this mall and the anchor tenants took about 24 months to complete and 24 additional months to open the facility to the public.





## Sonnenblick development projects

### The Mills at Jersey Gardens



## Sonnenblick office Projects

The Los Angeles-based real estate development firm, Sonnenblick Development LLC, is a highly recognized developer of office facilities for state, county and municipal public agencies throughout the nation. In addition, the firm has developed Major Retail, Residential and Hotel Resort projects.

For governmental/public agencies, our goal has always been to provide high quality, state of the art facilities at long-term, flat rental rates that are often significantly below prevailing market rates. To accomplish this, we have developed unique and innovative lease and financing structures.



L.A. County Building  
Department of Social Services  
El Monte, California



L.A. County Building Phase 2  
Department of Children's Services  
El Monte, California



Department of Homeland Security  
L.A. Headquarters Building  
Norwalk, California



L.A. County Building  
Department of Social Services  
West L.A., California



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## THE FIRM

Kobi Karp Architecture and Interior Design's clients have relied on the firm for their Architecture Design and Planning. Kobi Karp, the firm's founding principal, is an award winning member of the American Institute of Architects, and American Society of Interior Design. Kobi Karp Architecture and Interior Design is an award winning company and member of the American Institute of Architects (AIA) and the American Society of Interior Designs (ASID).

Kobi Karp Architecture and Interior Design's studios are headquartered in Miami, with branch studios in the Middle East. The firm is the recipient of many awards, including AIA Awards for Outstanding Young Architect of the Year Award, AIA Outstanding Service Award, AIA Award of Merit, American Resort Development Association (ARDA) Gold Award for Hotel Conversion, The Network of the Hospitality (NEWH) Excellence in Design Award, Miami Design Preservation League Merit Awards, and Dade Heritage Trust Historic Preservation Awards.

Kobi Karp Architecture and Interior Design has been recognized in various publications such as The Wall Street Journal, The New York Times, Miami Herald, Ocean Drive Magazine, Haute Magazine, El Nuevo Herald, Architectural Digest, Forbes Magazine, Newsweek, Fisher Island Magazine and Hospitality Design Magazine. Kobi Karp Architecture and Interior Design has also been featured on CBS, NBC, CNN and 1 TV Russia.

## ARCHITECTURE

KKAID's modern designs and architectural work have been published and recognized internationally. They are inspired by the vernacular of the environments in which they reside. Its standard allows for the focus of the new design to relate to its logistical

and historical contexts. The firm specializes in collaborating with clients to reach their project's mission while working within their budgetary parameters. The firm understands the need to create viable commercial, residential and mixed-use environments that produce a valued return on investment. KKAID believes that each project must be delivered on time, within budget--every time.

## INTERIOR DESIGN

KKAID uses its extensive network of professional suppliers enabling its designs to provide a wide range of natural and cutting-edge materials, finishes, fabrics, accessories, and custom-designed furnishings at human and personalized appeal. Our firm works with clients to create interior business environments that are elegant, stylish and infinitely livable. As interior architects our approach to design is exclusively focused on how the aesthetics and organization of a space can reflect a project's image, improve efficiency and productivity and create visual and mood-heightened appeal.

## PLANNING

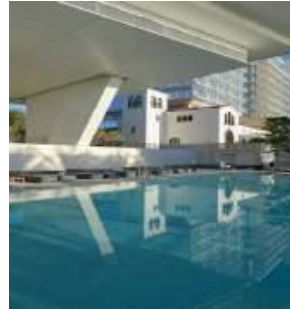
Planning encompasses creative uses of planning regulations related to the urban and architectural codes for each project. KKAID specializes in creating public and private spaces that symbiotically coexist with surrounding buildings, both existing and/or new. KKAID projects have ranged from coordinating retail traffic patterns and master plans for urban infill mixed-use projects to historically preserving landmark areas within Miami Beach Art Deco Hotel District. KKAID is strongly versed in this discipline, as completed in its diverse projects in the hospitality, lifestyle, multi-family, residential and resort fields.



CG Miami River - Miami, FL  
Mixed-used site to include four towers, hotel, shops,  
restaurants, and public river walk with boat slips

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**THE SURF CLUB - FOUR SEASONS**  
HOTELS & RESORTS  
Surfside, Florida

Client: Fort Capital Management  
 Scope: Full Architectural Services  
 Size: 1,252,049 ft<sup>2</sup>  
 Completion Date: 2016  
 Total Cost: \$438 M

The Surf Club is known for its original highly ornate, and authentically detailed and proportioned, Mediterranean Revival structure designed by Russell Pancoast in 1929. The unique high beamed and vaulted ceilings, majestic colonnades and massive fireplaces are also well known features of the club. With the idea of history and contemporary ideas merging into one, as well as an historical showcase building framed by a glassy modern backdrop, four new glass towers juxtapose the old and new. Three of the towers extrude from within Russell Pancoast's original designs, causing a strong tension between the past and the present.

In the center, a new hotel tower floats over an historical courtyard, a collaboration with Richard Meier and Joseph Dirand, creating an indoor glass atrium running four stories high. The previously exclusive club becomes the hotel lobby, lounge, library, bar, restaurant, ball room, and other public spaces, while courtyards, gardens, and terraces are outdoor amenity areas. The grand 'peacock alley' spans from street to ocean.

The club and cantilevered hotel above then become centerpieces between two larger glass volumes containing new residential areas. To the north, three crystalline sugar cubes are staggered away from the historic building to frame the original Mediterranean Revival structure. A southern tower boomerangs away around an historic southern courtyard and the club's preserved ocean cabanas.

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**CHATEAU BEACH**  
Sunny Isles, Florida

Client: Chateau Group  
 Scope: Full Architectural Services  
 Size: 217,250 ft<sup>2</sup>  
 Completion Date: 2016  
 Total Cost: \$76 million

Chateau Beach introduces a new, more open and pedestrian-friendly mode of a residential skyscraper to the City of Sunny Isles Beach. Chateau Beach Residences was the first building designed to primarily face Gilbert Samson Park, the only park directly on the ocean in Sunny Isles Beach. This placement of the building offers residents unobstructed panoramic views of the park, ocean and bay. While most units at Chateau Beach offer ocean views, every unit in the building has water and park views. Sinuously curving balconies reflect ocean waves and bring attention to the park-facing façade.

The urban dynamic of Sunny Isles Beach is completely devoted to the automobile, with the ocean on one side in a continuous row of condominium towers and a six-lane, high speed arterial (Collins Avenue) on the other. Chateau Beach attempts to break that pattern by being the first building to orient itself around the park which is a 'village green' from which locals and visitors are encouraged to walk to the beach, nearby restaurants, and retail areas. While other new towers remain fortresses of exclusivity along the ocean, Chateau will hopefully start a trend toward embracing walkable, city amenities, like Samson Park.



**400 SUNNY ISLES**  
Sunny Isles, Florida

Client: Key International  
 Scope: Full Architectural Services  
 Size: 870,730 ft<sup>2</sup>  
 Completion Date: 2015  
 Total Cost: \$101 M



400 Sunny Isles is a triumph of modern architecture and design, and each lobby is sleek and sophisticated while simultaneously pushing the imagination. Located on 163rd Street just west of Collins Avenue, 400 Sunny Isles boasts expansive 360-degree ocean and intracoastal views from each of the 230 residences. The project incorporates two- and three-bedroom homes, in an innovative architectural design that varies lofts, townhouses and flats among the floor. Condominium homes range from 1,423 sq. ft. to 2,300 sq. ft.

The lobby entry is a purposeful and playful mélange of indoors and outdoors, as found in the connecting private lobbies for the two 20-story glass towers, as well as throughout the property. An open-air breezeway, with flagstones defined by living grass, runs through the core of the entry, flanked by two stone walls tickled by a continuous cascade of flowing water. Exotic woods and ponds of Koi fish add to the dramatic frame that surrounds the exceptional vista at the center of it all. Inside the lobbies of each tower, there is an impressive underground Zen Garden of sand, stone and crystal clear water that's housed beneath a five-foot high glass floor -- a beguiling haven of cool-toned materials straight from nature.

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**STAR LOFTS**  
Miami, Florida

Client: Private Client  
 Scope: Full Architectural Services  
 Completion Date: 2007  
 Residential Units: 47  
 Stories: 25

Amid the heart of Miami's Biscayne Corridor and the Miami Design District, the Star Lofts project offers 48 loft-style residences contained within one boutique tower. Concentrating on the towers proximity to the Biscayne Bay, the design maximizes the expansive views of the bay, the Port of Miami, and Miami's skyline.

Each loft features a large private terrace spanning the three sides of the tower in order to take advantage of the panoramic vistas. The amenities include an atrium lobby, invisible edge pool with an outdoor sunrise bath, fitness center, yoga/chi lounge, and meditation garden.



**PALAU CONDOMINIUMS**  
MIAMI BEACH, FL

Reference Contact: SMG Management

Commencement date: 02/2012  
 Completion date: 10/2016  
 Fees Awarded: \$400,000  
 Construction cost: \$30,000,000  
 Scope of work: Conceptual and Schematic Design, Construction Documents and Admin  
 Project manager: Carlos Aguayo  
 Consultants: Franyie Engineers Inc.

Uniquely situated on the water, Palau Sunset Harbour is an exclusive, boutique condominium building located in South Beach overlooking Sunset Islands III and IV and Biscayne Bay. Palau sits at the juncture of two neighborhoods, the formerly industrial Sunset Harbour, which is becoming a mixed-use urban enclave on the northern periphery of South Beach, and to the north the Sunset Islands, where large homes line meandering canals. Facing the city, Palau rises to five stories, while the height is reduced to four along the canal which lines its northern and longest side. The building's commercial space is also kept to the southern and western sides, away from the single family homes to the north.

Palau Sunset Harbour is in many ways a very traditionally planned mid-rise, infill city block of residential units above ground floor retail spaces planned with neighborhood retailers and services in mind. The parking is wrapped and concealed from the surrounding streets by a habitable linear building on one side and architectural screened on the rest. The parking garage is integrated with the other component thereby reducing the size and impact of the parking structure.

The project is designed around a sheltered 'secret garden' at the center of the site, a common area which evolved from Miami's archetypal courtyards, breezy ways, and other indoor/outdoor living spaces. Under a thin concrete canopy adorned with hanging plants, and behind a mixture of apartments and townhouses, the 'secret garden' is a new variation on that archetypal Floridian living space.

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**PARAMOUNT BAY AT EDGEWATER**  
Miami, Florida, USA

Client: Royal Palm Communities  
 Scope: Design Development, Construction Documents and Administration  
 Completion Date: 2006  
 Total Cost: \$173 million  
 Residential Units: 407  
 Stories: 49

Paramount Bay is located just two blocks from the proposed Museum Park Miami (Bicentennial Park), which boasts an exquisite public park and sculpture garden, as well as new facilities for the Miami Art Museum, Miami Children's Museum, Jungle Island and Miami Museum of Science. These cultural centers and attractions will further serve to enhance the experiences of those living and working in the area.

This luxury residential development, completed in January 2010, is a 49-story residential tower with 407 units. Each unit, designed to provide the owners with a unique sense of privacy, includes a private elevator lobby and extensive ocean views. The project contains a myriad of amenities, business center, gymnasium and rooftop pool deck located just minutes from the colorful nightlife of South Beach.



**LA PERLA OCEAN RESIDENCES**  
SUNNY ISLES BEACH, FL

Client: Individual sales  
 Type: Luxury condo / 322 units  
 Completion Date: 2007  
 Total Cost: \$112M (including land & soft cost)  
 Construction period: 26 months  
 Budget adherence: Met  
 Financial Structure: Wells Fargo ( construction lender)  
 Private debt: 85% of cost

Role: In addition to site selection, Stuart I. Meyers arranged the financing with the construction lender. Mr. Meyers oversaw the project from zoning through construction.



This luxury residential building is located in Sunny Isles Beach on exclusive oceanfront park that welcomes residents into the property's grand entry, with cascading fountains and tropical landscaping. The new structure is positioned at the end of a bridge, giving visual access for miles to Sunny Isle's historic wooden pier at the end of the property. The landscaped lanai deck, adjacent to the pier and artificial reef, is the perfect location for residents to enjoy the beachfront views. The development provides its residents with multiple private amenities including access to a beach front spa, cardio-fitness center, sports lounge, business center, game room with billiards and a restaurant.

La Perla was built by Stuart Meyers, along with his former Cornerstone Group partners, the project was managed by Richard Lamondin. It contains 326 condominium units, and virtually all units provide views of the Atlantic Ocean. Alliance Construction, LLC., a Cornerstone affiliate did the construction and rebuilt the adjacent Pier Park for the City of Sunny Isles in 2004 and 2005. Despite enduring 5 named hurricanes during the 2 year construction process, the building was delivered on budget and on time. The lender was a consortium led by First Union Bank which also provided a mezzanine loan in excess of \$20 Million. The overall budget was approximately \$112 Million.

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## ONE HOTEL & RESIDENCES

Miami Beach, FL

Client: 2377 Collins Resort, LP  
(Starwood, Lefracker, &  
Invesco Real Estate)

Scope: Complete renovation of  
hotel and amenities

Size: ± 1,100,000 sf

Project Year: 2013

Construction Cost: ± 100,000,000

The One Hotel & Residences underwent a complete 100 million dollar renovation. The recently redesigned hotel will include a new state of the art lobby, renovated ballrooms, pre function spaces, meeting rooms, multiple pools and decks, spa, and remodeled hotel guest-rooms. The hotel is LEED certified and involves many LEED ideals and principals such as using natural light to illuminate spaces, creating views with a direct line of sight to the ocean and surrounding city, installing bike racks throughout the site, and using various low emitting building materials. The project in collaboration with Interior designer Meier Davis Studio based out of New York.



## THE CAPRI SOUTH BEACH

Miami Beach, FL

Client: MaeField Development

Scope: Historic Preservation and  
New Construction

Completion Date: 2005

Total Cost: \$40 m

Inspired by the sailboats docked in the adjacent waters of Biscayne Bay, the project seeks to create an architectural language connecting historic elements with contemporary details while imitating the smooth motions of a sail in the wind. In order to establish this language, the master plan had to create lasting social impacts to the community located within the Gilbert Fein District.

The master plan allowed for new pavers, parking layout, landscaped areas and street lighting to surround the historic building located towards the north and the two new buildings in the south. The liberal use of glass, undulating balconies and concrete canopies in the new buildings exemplify the unconfined nature of a sailboat. This aesthetic is further emphasized by the boat-like features within the existing building originally designed by architect Igor Polevitsky. The parking component was designed as an underground structure in order to provide vistas and public access to the promenade while respecting the scale established by the neighboring buildings.

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LOS SUEÑOS  
MIAMI-DADE  
AFFORDABLE HOUSING



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PLAZA AT THE LYRIC APARTMENT  
MIAMI-DADE  
AFFORDABLE HOUSING





THE PEARL APARTMENTS  
MIAMI-DADE  
AFFORDABLE HOUSING



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## Bob Sonnenblick



Mr. Robert Sonnenblick, Principal of Sonnenblick, LLC, is a graduate of the Wharton School of Finance of the University of Pennsylvania with more than 30 years of experience in various aspects of real estate and real estate finance. From 1981 to 1991 Mr. Sonnenblick was the driving force and power behind Sonnenblick-Goldman Corporation of California. Mr. Sonnenblick completed over \$1.5 Billion of commercial real estate transactions on the West Coast and as a result is regarded as one of the West Coast's leaders in the field of commercial real estate. Among the more notable projects for which Mr. Sonnenblick personally structured the financing for are The Beaudry Center, Los Angeles, California (\$197 million), the Ritz Carlton Hotel, Pasadena, California (\$97 million), One Waterfront Plaza, Honolulu, Hawaii (\$100 million), and the Los Angeles World Trade Center, Los Angeles, California (\$55 million).

In 1991 Mr. Sonnenblick was appointed Director of Development for the New Jersey and L.A. MetroMalls, with the responsibility for oversight and direction of the design, financing and leasing programs for two proposed \$250 million enclosed regional malls totaling 1.2 million Sq. Ft. each. Mr. Sonnenblick personally oversaw more than 1 million Sq. Ft. of leases in connection with this position as well as arranging the necessary debt and equity financing. The New Jersey project opened to one of the strongest starts in the history of the United States mall industry. In addition, Mr. Sonnenblick was an original development partner of the Loews Santa Monica Beach Hotel. This 360-room, \$90 million hotel was recently sold for \$125 million.

Prior to forming Sonnenblick Development, LLC, Mr. Sonnenblick was the senior partner in a Los Angeles-based real estate development firm (Sonnenblick Del Rio Development) which specialized in public-private partnerships, specifically the development of four major government-leased office buildings throughout the Los Angeles basin. During this tenure, Mr. Sonnenblick successfully developed nearly 1 million square feet of government leased buildings, occupied by such tenants as U.S. Department of Homeland Security, Federal Bureau of Investigation (FBI), Los Angeles County Sheriff's Department, Los Angeles County Department of Public Social Services and Los Angeles County Department of Children and Family Services.

Mr. Sonnenblick is a frequent speaker at various real estate-related functions, such as those hosted by Deloitte Touche, ICSC, Value Retail News, Crittenden, USC, UCLA Real Estate Program, IMN Real Estate Conferences and the Institute for International Research, The Opal Group, iGlobal Forum Group, Globe Street/Realshare Conferences and Bloomberg Conferences.

Mr. Sonnenblick is a member of the Advisory Board of the Golf Development Institute, a member of the Board of Real Estate Council of the Century City Chamber of Commerce and is a published author on subjects ranging from architecture to general real estate market conditions. In addition to Mr. Sonnenblick's expertise in development, finance, joint ventures and equity structuring, Mr. Sonnenblick has also been certified as an expert in the area of real estate bankruptcy/foreclosure. Mr. Sonnenblick is a qualified expert witness in the area of Commercial Real Estate Finance and Interest Rates for the United States Federal Court System in numerous jurisdictions.

1976 to 1980	Wharton Business School at the University of Pennsylvania, B.S. in Economics and Finance
1980 to 1982	Real estate financier, Sonnenblick-Goldman Corp., New York NY
1983 to 1992	Real estate financier, Sonnenblick-Goldman Corp., Los Angeles CA
1993 to 1998	Co-developer and Director of Leasing and Finance, NJ Metromall (now "Jersey Gardens") a 1.2 million square foot factory outlet mall located on the NJ Turnpike in Elizabeth NJ
1986 to 1998	Development Partner and Director of Finance, The Loews Santa Monica Beach Hotel, a 360 room luxury oceanfront 4-star hotel
1987 to 1997	Equity Partner, The Boca Raton Resort Hotel, a luxury 4-star, 1000 room resort hotel
1999 to 2001	Developed DPSS El Monte #1 (a \$39 million class-A office building 100% leased to the County of Los Angeles)
2001 to 2003	Developed DPSS West LA (a \$36 million class-A office building 100% leased to the County of Los Angeles)
2003 to 2005	Developed DPSS - El Monte #2 (a \$46 million Class-A office building 100% leased to the County of Los Angeles)
2006 to 2007	Developed Flair Plaza Shopping Center in Los Angeles on the I-10 freeway at the Rosemead Blvd. off-ramp
2007 to present	Redeveloped Norwalk Government Center, a 500,000 sq. ft. Class-A office building on Imperial Highway, anchor tenants are State of California (Board of Equalization, Small Business Administration), the County of Los Angeles (Dept. of Public Social Services, Dept. of Children & Family Services, Mental Health Dept., Sheriff's Dept.), and the Federal Government (the FBI, Social Security Administration, and Dept. of Homeland Security - Los Angeles County Headquarters)
2011 to present	Established Sonnenblick Development LLC, a multi-faceted real estate development company specializing in 4-star oceanfront resort hotel developments across the United States, with a particular focus on high-end golf resorts. The company also has a secondary focus on development of airport on-property limited service hotels. Bob Sonnenblick is a featured speaker at many global development, hospitality and funding conferences. <a href="#">[Click for upcoming events]</a>

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**KOBI KARP**  
R.A., LEED® AP  
PRINCIPAL-IN-CHARGE

#### RESUME & QUALIFICATIONS

Kobi Karp is the Founder and Principal of Kobi Karp Architecture and Interior Design, Inc (KKAID). Mr. Karp a registered Architect since 1988, with licenses in 15 different states, and founded the firm in 1996 and is the Principal-in-Charge of Design. KKAID is a full-service architectural and interior design firm providing a vast array of services, ranging from the design of large-scale, high-rise condominium and hospitality projects to boutique small-scale low-rise residential and commercial structures.

Mr. Karp began his career working on major hospitality and all-inclusive resort projects throughout the United States and the Caribbean. His restoration design techniques have contributed to a renaissance in one of this country's most cherished areas, Miami Beach's Art Deco District which is internationally recognized around the world.

Mr. Karp has developed a reputation in Historic structure and Architectural History. His expertise in design for over the 30 years, has a wide range of project types, sizes, complexities, and budgets. It is through this last quarter century working in warm weather climates that KKAID has garnered international acclaim and been selected to spearhead numerous resort projects. Developers and builders in the Caribbean, Black Sea region, and the Middle East have relied on the firm for their design eye and planning.

#### EDUCATION AND REGISTRATIONS

- UNIVERSITY OF MINNESOTA INSTITUTE OF TECHNOLOGY, BACHELORS OF ENVIRONMENTAL DESIGN
- REGISTERED ARCHITECT
- REGISTERED INTERIOR DESIGNER
- GENERAL CONTRACTOR

#### HONORS, AWARDS, AND RECOGNITION

Kobi Karp is a member of historical boards and has been a recipient of numerous historical awards.

- THE INTERNATIONAL HOTEL & PROPERTY AWARD FOR 1 HOTEL & HOMES 2019
- MIAMI HOSPITALITY DESIGN AWARDS, MERIT AWARD OF EXCELLENCE (HABITAT AT 1 HOTEL & SOUTH BEACH) 2019
- MIAMI HOSPITALITY DESIGN AWARDS, HONOR AWARD OF EXCELLENCE (DECK SIXTEEN AT HYATT CENTRIC) 2019
- MIAMI HOSPITALITY DESIGN AWARDS, MERIT AWARD OF EXCELLENCE (CADILLAC HOTEL & BEACH CLUB) 2019
- MIAMI HOSPITALITY DESIGN AWARDS, MERIT AWARD OF EXCELLENCE (FOUR SEASONS AT SURF CLUB) 2019
- MIAMI HOSPITALITY DESIGN AWARDS, MERIT AWARD OF EXCELLENCE (FOUR SEASONS AT SURF CLUB) 2019
- SARA, DESIGN AWARD OF MERIT (PLYMOUTH HOTEL) 2018
- ASID, SHOWROOM DESIGN, 2018
- ASID, RETAIL DESIGN, 2018
- ASID, HISTORICAL RESTORATION, 2018
- ASID, SUSTAINABLE DESIGN, 2018
- ASID, INSTITUTIONAL DESIGN, 2018
- AHEAD AMERICAS - LE SIRENISE AT FOUR SEASONS HOTEL AT THE SURF CLUB, 2018
- AIA (MIAMI) SUSTAINABLE DESIGN, 2017 (1 HOTEL)
- AIA (MIAMI) HONOR AWARD OF EXCELLENCE, 2017 (1 HOTEL)
- AIA (MIAMI) MERIT AWARD OF EXCELLENCE, 2017 (1 HOTEL)
- AIA (MIAMI) HONOR AWARD OF EXCELLENCE, 2017 (1 HOTEL)
- AIA (MIAMI) HONOR AWARD OF EXCELLENCE, 2017 (BEACH CRAFT AT 1 HOTEL)
- AIA (MIAMI) AWARD OF EXCELLENCE, TEST OF TIME AWARD, 2017 (ASTOR HOTEL)
- AIA (FLORIDA/CARIBBEAN) HONOR & DESIGN AWARDS/ GOLD MEDAL AWARD, 2017
- AIA (MIAMI) HISTORIC PRESERVATION AWARD, 2017
- ACQI - MOST OUTSTANDING INTERNATIONAL LUXURY RESORT ARCHITECTURE FIRM, EXCELLENCE AWARDS, 2016
- AIA (MIAMI) MERIT AWARD, 2007 (LA PERLA)
- AIA (MIAMI) MERIT AWARD, 2006 (LA PERLA)
- NORMAN S. GILLER AWARD, NORTH BEACH DEVELOPMENT CORPORATION, 2006
- DBA, HISTORICAL PRESERVATION AWARD, 2006 (THE STRAND)
- DADE HERITAGE TRUST HISTORIC PRESERVATION AWARD, 2004 (CADILLAC HOTEL)
- DADE HERITAGE TRUST HISTORIC PRESERVATION AWARD, 2004 (THE STRAND)
- MIAMI BEACH BEAUTIFICATION AWARD, 2007 (BELAIRE ON THE OCEAN)
- MIAMI DESIGN PRESERVATION LEAGUE MERIT AWARD, 2004 (CADILLAC HOTEL)
- MIAMI DESIGN PRESERVATION LEAGUE MERIT AWARD, 2004 (CIRCA 39)
- FLORIDA BUILDERS' ASSOCIATION MERIT AWARD, 2004 (CADILLAC HOTEL)
- AIA (MIAMI) OUTSTANDING YOUNG ARCHITECT OF THE YEAR, 1999
- AIA (MIAMI) OUTSTANDING SERVICE AWARD, 1999

#### RELEVANT EXPERIENCE

- THE SURF CLUB FOUR SEASONS, SURFSIDE, FL
- PALAZZO DELLA LUNA, FISHER ISLAND, FL
- PALAZZO DEL SOL, FISHER ISLAND, FL
- MONAD TERRACE, MIAMI BEACH, FL
- 400 SUNNY ISLES BEACH BLVD, FL
- LE MERIDIEN, TAMPA, FL
- WYNNWOOD 25, MIAMI, FL
- HYATT CENTRIC, MIAMI BEACH, FL
- PLYMOUTH, MIAMI BEACH, FL
- CHATEAU BEACH, SUNNY ISLES, FL
- AC MARRIOTT, MIAMI BEACH, FL
- PALAU, MIAMI BEACH, FL
- AL AIN WILD LIFE PARK AND RESORT, UAE



**MATHIEU PICARD**  
DIRECTOR OF ARCHITECTURE

#### KEY PERSONNEL

Mr. Picard joined KKAID in June 2004, and currently holds the position of Director of Architecture. His extensive experience over the past 20 years have lead him to be involved in a number of condominium, hotel, resort, single family residential, commercial and mixed-use projects around the world.

Mr. Picard's most recent experience includes leading the development team in collaboration with Richard Meier Architect's in the Surf Club Four Season's Hotel and Residences that was recently completed in 2017. A six acre campus located along 900 lineal feet of beachfront in Surfside, this project incorporated the complete restoration and renovation of the Surf Club incorporating three glass twelve story towers above it.

Other recent projects include the Four Season's in Fort Lauderdale, a five star luxury resort in the heart of Fort Lauderdale Beach. This 250'-0" urban oasis with 150 hotel rooms, 100 luxury residential units, ballrooms, five star spa and restaurants is slated to be completed by 2020.

Other international design work includes the Maya Terra Island Project located in the Mayan Islands of Belize. A master planned community with minimal urban impact where unique contemporary dwellings, boutique low density hotels and resorts as well as beach club facilities which all focus on the preservation of the natural resources. The Al Ain Wildlife Park and Resort, UAE recently completed its first phase of construction opening its doors to the public including the new Arabian and African themed zoo and safari designed in collaboration with EDSA. Mr. Picard led the design team from KKAID which were responsible for all of the public structures that are part of the new zoo and safari along with some of the breeding enclosures that are part of the preservation program of the zoo.

#### EDUCATION

- Bachelor of Science in Architecture  
Northeastern University, Boston, MA
- Masters in Architecture  
Northeastern University, Boston, MA

#### RECENT RELATED EXPERIENCE

- Four Season's Fort Lauderdale, FL
- Four Season's Surfside, FL
- Al Ain Wild Life Park and Resort, UAE
- Marriot Springhill Suites, Sunny Isles, FL
- Palau, Miami Beach, FL
- AC Marriott, Miami Beach, FL
- Monad, Miami Beach, FL
- St. Tropez, Sunny Isles, FL
- 400 Sunny Isles Beach Blvd, FL
- Chateau Beach, Sunny Isles, FL
- Fisher Island, Miami, FL



A/C MARRIOTT



THE SURF CLUB - FOUR SEASONS HOTEL



**CARLOS AGUAYO**  
DIRECTOR OF  
CONSTRUCTION DOCUMENTS  
AND ADMINISTRATION

## KEY PERSONNEL

Mr. Aguayo joined KKAID in February 2005 and is the Director of Construction Documents and Administration. A highly recruited industry professional, known for developing the ideas designers have formulated and seeing them through the permitting process and governmental approval boards and then guiding contractors through to project completion, within budget, schedule and to the clients satisfaction.

Mr. Aguayo's recent project work includes the completion 400 Sunny Isles Beach Blvd, two condominium hi-rise towers completed in 2017. The Miami Marriott Airport Complex, a new construction of a ten story 124 guest room Courtyard Marriott Hotel, Eloquence in North Bay Village, Chateau Beach condominium hi-rise in Sunny Isles, Palazzo Del Sol on Fisher Island and Paramount Bay in Miami.

His eye for detail and foresight to solve problems have placed him on the firms largest projects and sought after by some of the country's biggest developers and municipalities.

### EDUCATION

- Bachelor of Science in Architecture Technology  
Florida International University, FL
- Bachelor of Science in Construction Management  
Florida International University, FL

### RECENT RELATED EXPERIENCE (PARTIAL SAMPLE)

- Wyndham Gardens Hotel, Miami Beach, FL
- Eloquence, North Bay Village
- Marriot Springhill Suites, Sunny Isles, FL
- Palau, Miami Beach, FL
- AC Marriott, Miami Beach, FL
- Paramount Bay, Miami, FL
- St. Tropez, Sunny Isles, FL
- 400 Sunny Isles Beach Blvd, FL
- Chateau Beach, Sunny Isles, FL
- Fisher Island, Miami, FL
- Al Ain Wild Life Park and Resort, UAE



PARAMOUNT BAY, MIAMI

ELOQUENCE, NORTH BAY VILLAGE



**CHRIS ZANEY**  
RA, NCARB  
SENIOR PROJECT MANAGER

## KEY PERSONNEL

Mr. Zaney joined KKAID in September 2011 as a Senior Project Manager and is a Registered Architect in the State of Florida. Prior to KKAID, Mr. Zaney worked internationally from the UK to China for another large international firm and was highly recruited to our team. Mr. Zaney brings with him expertise in creating and developing construction documents implementing structural and building systems into a cohesive set of plans while obtaining building permits from municipalities throughout Florida with KKAID.

Mr. Zaney's most recent experience includes leading the design development team and construction documents under the mentorship of Carlos Aguayo for a multitude of hotel and mixed use projects. He has recently completed the building permit set for the Four Season's in Fort Lauderdale; a 250'-0" urban oasis with 150 hotel rooms, 100 luxury residential units, ballrooms, five star spa and restaurants which is slated to be completed by 2020. The Marriot Sunny Isles Beach was recently completed and opened in December 2017, Mr. Zaney was responsible for the building permit set and the construction administration of this project from start to completion.

### EDUCATION

- Bachelor of Design in Architecture  
University of Florida, FL
- Master's in Architecture  
University of Florida, FL

### RECENT RELATED EXPERIENCE

- Marriott, Sunny Isles Beach, FL
- Collins Park Hotel, Miami Beach FL
- Lyric Apartments, Miami, FL
- Miami River, Miami, FL
- Hyatt-centric, Miami Beach, FL
- Platform 55, Miami, FL
- Four Season's Fort Lauderdale, FL



HYATT - CENTRIC, MIAMI BEACH

MARRIOTT, SUNNYISLES BEACH, FL

## MARGATE CITY CENTER - MARGATE, FLORIDA

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**KEY STAFF**

Please complete the following chart with the Firm's proposed Key Staff. If additional space is required, please copy/duplicate this page and attach to this Form. Additional space:  Yes

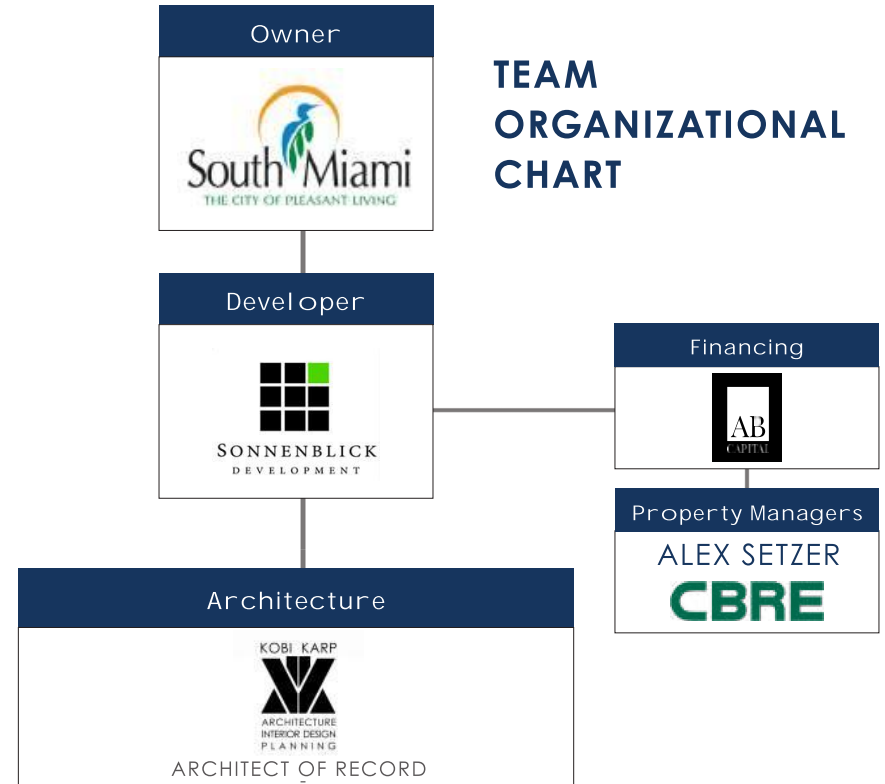
Name	Title	Years of Experience	Years with Firm	Licenses/Certifications
Kobi Karp, RA LEED AP AIA	President	40	26	AR0012578
Mathieu Picard	Dir. of Architecture	25	20	
Carlos Aguayo	Dir. of Construction	45	19	
Chris Zaney, RA, NCARB	Project Manager	25	13	AR

Please explain the Firm's ability and resources to substitute personnel with equal or higher qualifications than the Key Staff they will substitute for where substitute is required due to attrition, turnover, or a specific request by the City:

With sixty employees, including four registered architects readily accessible, and over 300 years of collective architectural experience, we possess the staffing capacity and proficiency to effectively service the City's needs in case there is a need for substitution.

Please identify each Key Staff member's engagement commitments that will exist concurrently with the City's Services:

Key Staff Name	Area of Responsibility	Client	Commitment (Hours/week)	Period of Engagement
Bob Sonneblick	Developer	Sonnenblick Development	20	Throughout the entire project
Kobi Karp	Architect	Kobi Karp Architecture	20	Throughout the entire project



# PAST PERFORMANCE



## EL MONTE 1 - LA COUNTY

Similar to JGCC, this project is a government office building in a downtown urban location. The project was delivered under an identical delivery system with a county tenant.

The six-story building provides 132,000 square feet of new office space. The building was designed and built with sustainability in mind, achieving LEED Silver certification upon completion.

PROJECT 1 OF 8	
Project Name	El Monte 1 - LA County
Project Address	3400 Aerojet Avenue, El Monte, CA 91731
Owner/Developer	Sonnenblick Development
City and State	Los Angeles, CA
Owner's Contact Name, Email, and Phone	Robert Sonnenblick, bob@sondev.com, 310-230-1200
<b>Other Key Personnel from your Overall Team who worked on the Referenced Project</b>	
Key Individual	Role on Project
If not already listed, name of the Architect	Langdon Wilson Architects
PROJECT DATA	
Project Gross Square Footage	132,000 SF
Total Project Cost	\$39,300,000
Type of Project	Government Office Building
Project Delivery Method	Design-Build-Finance
If team provided operations and maintenance on Project, provide annual value and nature of the services provided	N/A
Construction Type	Type 1 Steel
Occupancy Classification	100% Occupied
Level of LEED Certification	Silver
Number of Stories	6
Design Start Date	N/A
Construction Documents Completion Date	N/A
Construction Start Date, Substantial Completion Date, or Current Status	22 Months construction
Was the project completed on time? If not, why?	Yes, on time
Client/User Initial Construction Budget	\$39.3M
Final Construction Cost	\$39.3M
Was the project completed within budget? If not, why?	Yes, within budget
<b>INSTRUCTIONS: At least one reference must be provided for each Project. Proposed Team members for this RFQ cannot be used as references for the above Project.</b>	
Name	Emmanuel Gutierrez
Current Address of Reference	
Current Phone Number of Reference	213-974-4237
Reference's Employer	LA County Real Estate
Reference's Title/Position	Senior Real Property Agent
Role of the Named Reference in the Project	N/A
Email Address of Reference	egutierrez@ceo.lacounty.gov
<b>Address the following issues on the above referenced project</b>	
Provide a brief summary of primary responsibilities for the referenced project	Developer/Owner
Describe how the referenced project was similar in scale and complexity to the applicable Project scope.	Identical delivery method with a county tenancy



# PAST PERFORMANCE



## EL MONTE 2 - LA COUNTY

Constructed adjacent to El Monte 1, El Monte 2 provides an additional 132,000 square feet of office space for the County tenants. It was delivered under an identical structure to that proposed on JGCC.

The steel frame building was constructed on schedule and within budget. It achieved LEED Silver certification upon completion, taking into account several sustainable components in design and systems.

PROJECT 2 OF 8	
Project Name	El Monte Phase 2 - LA County
Project Address	3440 Aerojet Avenue, El Monte, CA 91731
Owner/Developer	Sonnenblick Development LLC
City and State	Los Angeles, CA
Owner's Contact Name, Email, and Phone	Robert Sonnenblick, bob@sondev.com, 310-230-1200
Other Key Personnel from your Overall Team who worked on the Referenced Project	
Key Individual	Role on Project
If not already listed, name of the Architect	Langdon Wilson Architects
PROJECT DATA	
Project Gross Square Footage	132,000
Total Project Cost	\$52,700,000
Type of Project	County (Government) Office Building
Project Delivery Method	Design - Build - Finance
If team provided operations and maintenance on Project, provide annual value and nature of the services provided	We provided operations and maintenance but without a financial guarantee
Construction Type	Type 1 Steel Frame
Occupancy Classification	100% Government Occupied
Level of LEED Certification	Silver
Number of Stories	6
Design Start Date	N/A
Construction Documents Completion Date	N/A
Construction Start Date, Substantial Completion Date, or Current Status	22 Months Construction Duration
Was the project completed on time? If not, why?	Yes
Client/User Initial Construction Budget	\$52,700,000
Final Construction Cost	\$52,700,000
Was the project completed within budget? If not, why?	Yes
INSTRUCTIONS: At least one reference must be provided for each Project. Proposed Team members for this RFQ cannot be used as references for the above Project.	
Name	Emmanuel Gutierrez
Current Address of Reference	
Current Phone Number of Reference	213-974-4237
Reference's Employer	LA County Real Estate
Reference's Title/Position	Senior Real Property Agent
Role of the Named Reference in the Project	N/A
Email Address of Reference	egutierrez@ceo.lacounty.gov
Address the following issues on the above referenced project	
Provide a brief summary of primary responsibilities for the referenced project	Design-Build-Finance-Operate-Maintain
Describe how the referenced project was similar in scale and complexity to the applicable Project scope.	Identical deal structure as what we are proposing, County occupancy

# PAST PERFORMANCE



## RANCHO PARK BUILDING - LA COUNTY

The Rancho Park Building is an 80,000 square-foot County-occupied office space in a downtown urban location in Los Angeles, California with a tight site. The project was successfully completed within all schedule and budget expectations.

In addition to providing new office space for the County, the project also included underground parking to accommodate the future tenants. The building was design and constructed to achieve LEED Silver certification.

PROJECT 3 OF 8	
Project Name	Rancho Park Building - LA County
Project Address	11110 W Pico Blvd., Los Angeles, CA 90064
Owner/Developer	Sonnenblick Development LLC
City and State	Los Angeles, CA
Owner's Contact Name, Email, and Phone	Robert Sonnenblick, bob@sondev.com, 310-230-1200
Other Key Personnel from your Overall Team who worked on the Referenced Project	
Key Individual	Role on Project
If not already listed, name of the Architect	McLaren Diaz Architects
PROJECT DATA	
Project Gross Square Footage	80,000
Total Project Cost	\$43,000,000
Type of Project	Office Building with Underground Parking
Project Delivery Method	Design - Build - Finance
If team provided operations and maintenance on Project, provide annual value and nature of the services provided	We provided operations and maintenance but without a financial guarantee
Construction Type	Type 1 Steel
Occupancy Classification	100% County (Government) Occupied
Level of LEED Certification	Silver
Number of Stories	4
Design Start Date	N/A
Construction Documents Completion Date	N/A
Construction Start Date, Substantial Completion Date, or Current Status	24 Months Construction
Was the project completed on time? If not, why?	Yes
Client/User Initial Construction Budget	\$43,000,000
Final Construction Cost	\$43,000,000
Was the project completed within budget? If not, why?	Yes
<b>INSTRUCTIONS: At least one reference must be provided for each Project. Proposed Team members for this RFQ cannot be used as references for the above Project.</b>	
Name	Emmanuel Gutierrez
Current Address of Reference	
Current Phone Number of Reference	213-974-4237
Reference's Employer	LA County Real Estate
Reference's Title/Position	Senior Real Property Agent
Role of the Named Reference in the Project	N/A
Email Address of Reference	egutierrez@ceo.lacounty.gov
<b>Address the following issues on the above referenced project</b>	
Provide a brief summary of primary responsibilities for the referenced project	Design-Build-Finance-Operate-Maintain
Describe how the referenced project was similar in scale and complexity to the applicable Project scope.	100% county-occupied office building



# PAST PERFORMANCE



## MONTEREY PARK BUILDING - LA COUNTY

Monterey Park is a new 94,000 square-foot government office building. The development was setup and delivered under an identical deal structure to that proposed for JGCC.

The project has been designed and constructed with sustainability in mind and is anticipated to achieve LEED Silver certification upon completion.

### Appendix – Project Financial Experience Form

PROJECT 4 OF 8	
Project Name	Monterey Park
Project Address	588 Atlas Avenue, Monterey Park, CA 91755
Owner/Developer	Sonnenblick Development LLC
City and State	Los Angeles, CA
Owner's Contact Name, Email, and Phone	Robert Sonnenblick, bob@sondev.com, 310-230-1200
Other Key Personnel from your Overall Team who worked on the Referenced Project	
Key Individual	Role on Project
If not already listed, name of the Architect	SAA Architects
PROJECT DATA	
Project Gross Square Footage	94,000
Total Project Cost	\$37,500,000
Type of Project	Government office building
Project Delivery Method	Design - Build - Finance
If team provided operations and maintenance on Project, provide annual value and nature of the services provided	We provided operations and maintenance but without a financial guarantee
Construction Type	Type 4 Office Building
Occupancy Classification	80% County Occupied
Level of LEED Certification	Anticipating LEED Silver 2022
Number of Stories	2
Design Start Date	January 2021
Construction Documents Completion Date	August 2021
Construction Start Date, Substantial Completion Date, or Current Status	July 2021
Was the project completed on time? If not, why?	Projected Completion February 2022
Client/User Initial Construction Budget	\$37,500,000
Final Construction Cost	N/A
Was the project completed within budget? If not, why?	N/A
INSTRUCTIONS: At least one reference must be provided for each Project. Proposed Team members for this RFQ cannot be used as references for the above Project.	
Name	Emmanuel Gutierrez
Current Address of Reference	
Current Phone Number of Reference	213-974-4237
Reference's Employer	LA County Real Estate
Reference's Title/Position	Senior Real Property Agent
Role of the Named Reference in the Project	N/A
Email Address of Reference	egutierrez@ceo.lacounty.gov
Address the following issues on the above referenced project	
Provide a brief summary of primary responsibilities for the referenced project	Design-Build-Finance-Operate-Maintain
Describe how the referenced project was similar in scale and complexity to the applicable Project scope.	Identical deal structure, County-occupied office building

# PAST PERFORMANCE



## NORWALK GOVERNMENT CENTER - LA COUNTY HEADQUARTERS FOR DEPT. OF HOMELAND SECURITY

Similar to JGCC, this expansive project provided 500,000 square feet of joint-government office space in a seven-story building. It is 100% occupied by government tenants including federal, state, and county. The project also features parking accommodations for 2,000 vehicles.

Extensive coordination took place between the development team and the future tenants to ensure the program and design was tailored to meet the needs of the various government end-user groups.

### Appendix – Project Financial Experience Form

PROJECT 5 OF 8	
Project Name	Norwalk Gov't Center - LA Headquarters for the Dept. of Homeland Security
Project Address	12440 East Imperial Highway, Norwalk, CA 90650
Owner/Developer	Sonnenblick Industries LLC
City and State	Los Angeles, CA
Owner's Contact Name, Email, and Phone	Robert Sonnenblick, bob@sondev.com, 310-230-1200
Other Key Personnel from your Overall Team who worked on the Referenced Project	
Key Individual	Role on Project
If not already listed, name of the Architect	Bechtel Corporation
PROJECT DATA	
Project Gross Square Footage	500,000
Total Project Cost	\$125,000,000
Type of Project	Government (Federal) Office Building with 2000 parking spaces
Project Delivery Method	Design - Build - Finance
If team provided operations and maintenance on Project, provide annual value and nature of the services provided	We provided operations and maintenance but without a financial guarantee
Construction Type	Type 1 Concrete
Occupancy Classification	100% Government Occupied (Federal, County, State Tenancy)
Level of LEED Certification	N/A
Number of Stories	7
Design Start Date	N/A
Construction Documents Completion Date	N/A
Construction Start Date, Substantial Completion Date, or Current Status	20 months construction
Was the project completed on time? If not, why?	Yes
Client/User Initial Construction Budget	\$49,250,000
Final Construction Cost	\$49,250,000
Was the project completed within budget? If not, why?	Yes
INSTRUCTIONS: At least one reference must be provided for each Project. Proposed Team members for this RFQ cannot be used as references for the above Project.	
Name	Emmanuel Gutierrez
Current Address of Reference	
Current Phone Number of Reference	213-974-4237
Reference's Employer	LA County Real Estate
Reference's Title/Position	Senior Real Property Agent
Role of the Named Reference in the Project	N/A
Email Address of Reference	egutierrez@ceo.lacounty.gov
Address the following issues on the above referenced project	
Provide a brief summary of primary responsibilities for the referenced project	Design-Build-Finance-Operate-Maintain
Describe how the referenced project was similar in scale and complexity to the applicable Project scope.	Similar size as the JGCC building, similar parking space count, Government tenancy



# PROJECT APPROACH

## OVERALL PROJECT APPROACH

The **Sonnenblick Development Team** will approach this project in a very defined manner using a teaming Approach. We will be bringing together the resources of our architects, local engineers, contractor, and both management / operations teams to facilitate the design and final permitting of the project. The initial team will be led by the Sonnenblick Group taking into consideration the requirements of the City, the County our engineers and operators. Once the design has been agreed to, the contractor and construction managers will assist to make sure we are designing and building a cost-efficient, code compliant project to your standards and recommendations.

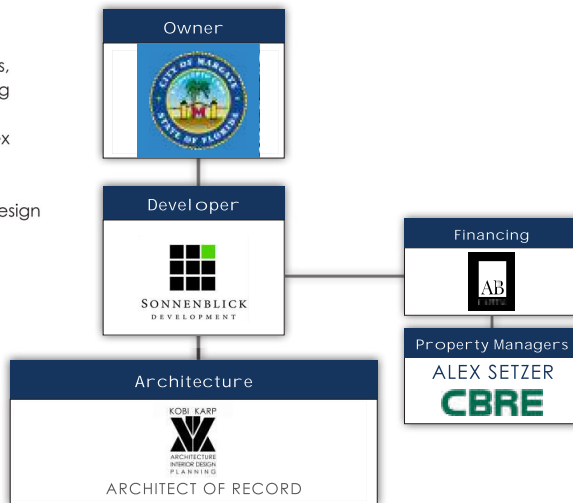
We will use the entire team in design, and final construction drawings to assure financial and overall success of the project. Architects and contractors, albeit having designed and constructed many of these types of projects, still require ownership guidance along with Construction management overlay.

Therefore, our approach is to bring the following team members and their staff with us during each Phase of the project--design--engineering, --permitting--construction--management and marketing.

The team includes:

1. Sonnenblick in house partners, investors and personnel including AB Capital and their team
2. Coastal Realty Advisors and Alex Seltzer
3. Kobi Karp Architecture & Interior Design

TEAM  
CHART



## APPROACH TO PERFORMING THE WORK

Our team's collaborative approach is deeply ingrained in our work. We acknowledge the importance of incorporating both technical and financial perspectives into the planning and design phases. Our aim is to minimize costs, enhance value, and uphold service standards and institutional integrity by maximizing relationships and resources. Our proven methodology consistently delivers added value through:

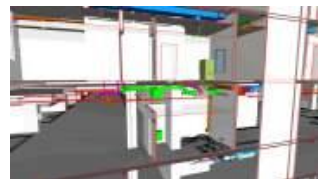
- Objectivity** – a system of asking the right questions, listening, and documenting your answers
  - » Review, refine, and test facility improvement ideas and present new ideas and options for consideration without preconceived solutions
- Collaboration** – building consensus through the involvement of key stakeholders
  - » Separate wants from needs objectively, and achieve consensus and buy-in for the agreed upon course of action
  - » Identify all cost elements and drivers, as well as cost avoidance opportunities, through integrated cost modeling from the outset of activities
- Analysis** – a macro-level process that breaks the problem into its parts
  - » Ensure that the City of Margate gets the best solution for the right price

It is easy to generate a spectacular design solution given an unlimited budget and timetable. However, the true challenge and opportunity lie in devising a successful solution from a cost and schedule-conscious perspective. Collaborating with all project stakeholders to achieve optimal outcomes with limited resources is where the creativity and talent of our team truly distinguishes itself.

### Collaboration & BIM Utilization

**While planning and design is our business — exceptional project delivery sets us apart.** Collaboration, teaming, communication, and accountability are key elements of our project delivery processes. Our goal is to achieve cost savings and maintain levels of service and institutional integrity by optimizing the relationships between people, processes, and place. We are able to build consensus on projects that have multiple stakeholders with competing values and needs.

BIM, along with specific industry experience, will be the most powerful pre-construction tool towards overall project success. From early design through construction and into the field, as well as into occupancy, we will leverage this important tool. Our entire team is on board and uses state-of-the-art technology to make sure our goals and objectives are met.



2000 Biscayne Blvd.



BIM will optimize project schedules, reduce project costs, increase collaboration, cohesion and contribute to flawless communication and translation amongst disciplines — ensuring that your projects are delivered successfully. The City will have a better understanding of the end product. As such, the below outlines our approach to the City of Margate's anticipated design, permitting, and award phasing schedules.

### 1. Pre-Planning & Schematic Design

During the preparation of your project, our team will utilize its collective expertise to identify all critical and priority issues that may significantly impact the project. Careful definition of these critical issues will help us to develop the project approach - one that focuses the team's time and energy resolutions to important issues. Identifying critical issues will also be paramount to effective project programming and the preparation of viable design concepts.

#### Personnel

Personnel will be assigned to the project to the degree of expertise necessary to monitor the construction progress and assist in administrative activities. Professional and administrative support office personnel will also be assigned. The Project Manager will direct the total construction administration effort so that all construction phase activities occur in a timely manner.

- Project schedules will be prepared with dates of deliverables from our entire project team.
- Our team will coordinate efforts to provide complete and coordinated plans during project meetings.
- Our management process will include coordinating consultants to meet completion schedules.
- Our use of BIM on your projects will allow us even more sophisticated coordination.

#### Establish a Planning Schedule

Careful planning and effective scheduling control depends on our understanding the relationship of time, money, and resource utilization for the scope of work. Creating an outline that defines the project in concise and controllable components will develop this understanding. Production schedules will be broken down into the various phases of the projects (schematic design, design development, etc.) and staffing projections established for each task. Weekly project management meetings will review the status of the project against the schedule and staffing projections. In that manner, corrective actions can be made to restore progress before problems arise.

#### Inspect and Review the Sites

All team members will visit the project site to become familiar with the conditions, surrounding uses and buildings, and technical and security requirements of this project. Our entire approach to your project will respond to the technical requirements and operational activities that occur on a continuous basis and will include your consideration in the development of the ultimate solution.

#### Review Project's Construction Strategy

Along with the contractor selected for your project, we will work together to establish the project strategy and approach.

#### Prepare Cost Estimates to Meet Set Budgets

No client has unlimited resources. We therefore consider that maintaining cost control and designing to budget will be among our most important functions. Alternative materials and methods of construction will be evaluated to ensure that the City of Margate gets the most for its construction budget. Economics will be a constant consideration in the programming, design, and development phases.

Operating budgets are affected by building maintenance and operating costs. Therefore, serious consideration will be given to energy consumption and the costs over time. Our current, relevant experience on complex government projects will assist in the preparation of accurate cost estimates as this project develops.

### 2. Design Development

Design development will address any issues left unresolved at the end of schematic design phase and establish engineering systems. The design itself will achieve the refinement and coordination necessary for a truly polished work of architecture. Without this, too many important areas of design exploration are compressed into the schematic phase or left to working drawings.

The Design Development Phase will include detailed drawings of the site regarding utilities, grading, environmental consideration, roads, walks, and parking. Building plans will detail equipment locations, area calculations, elevations, sections, finishes, fire code requirements and building materials. Engineering (Structural, HVAC, Electrical, Plumbing) drawings and calculations will be provided in sufficient detail to identify systems and equipment.

### 3. Construction Documents

This phase shall include showing all construction details necessary to complete the construction of the building, and all code and regulations, federal, state and local requirements will be implemented in the construction documents detail. All plans will be prepared to scale and include construction details (typical sections, elevations, etc.). Included with the Construction Documents will be instructions setting forth the requirements. KKAID and our consultants will be responsible for the coordination required to obtain approval for the building permit.

The Construction Documents phase will bring to completion all of the drawings and specifications necessary for construction. Drawings will be continuously checked for completeness and coordination between disciplines. Final engineering calculations will be submitted, and specifications completed with attention to standard materials and methods of construction. Quality control of construction documents will be an everyday effort, and checking will play a central role in our quality assurance effort. Some protocols for document checking will include comprehensively checking documents at every milestone before completion: an Architect not associated with the project will check all documents before they are issued; the person responsible for the drawings will review the specifications, and the specifier will review the drawings; consultants will review the documents produced by other contributors for coordination; and we will review and coordinate all of the consultants' drawings.



#### 4. Bid Process

This phase will include:

- The Proposer, with the assistance of City staff, will develop the Request for Proposal packages to be bid. This package will include all drawings, specifications, and additional information necessary to successfully construct and operate the facilities.
- Provide bid documents to ensure that all prospective builders submit comparable bids.
- Provide assistance with plans, project schedules and other technical questions from potential construction firms.
- Assist in review of Contractor's proposals and questionnaire.
- Participate in Pre-bid conferences to help answer any questions that the builders might have and to minimize the potential for discrepancies between bids.
- Review all bids with City staff and make recommendations.

#### 5. Contract Administration

The KKAID Team is familiar with the procedures and requests for security detail that are part of public projects. We will provide staffing for the Construction Administration phase, which will include monitoring quality compliance, observing construction/installation status, reviewing submittals and completing other customary construction phase services, as Owner's representatives.

Monitoring and coordination will begin when the construction contract is awarded and will continue throughout the life of the project. Personnel will be assigned to the project to the degree of expertise necessary to monitor the construction progress and assist in administrative activities. Professional and administrative support office personnel will also be assigned. The total construction administration will be directed by the Project Manager.

This phase will include:

- Project management & consultant coordination
- General administration of construction contract (pre-construction conference, architectural construction administration, and periodic site visits and job site meetings)
- Shop drawing review/review of samples and materials
- Response to RFIs
- Material substitutions - color selections - color schemes & boards - review of mock-ups
- Electronic correspondence logs for immediate access to the most updated information
- Change order procedure
- Verifying and approving periodic pay requests
- Progress reports to owner
- Pre-final (substantial completion punch-list) & final inspection
- Final acceptance reports and procedures

The contractors will submit a project schedule at the beginning of the contract. Upon review for any conflicts, we will use this to gauge progress of the work. Progress will be monitored during our CA site visits, and we will review the timeliness of shop drawing submittals. If delays are identified or changes occur, updated schedules will be prepared to demonstrate the contractor's ability to restore the project schedule. **Our adherence to these systems, policies and procedures will result in completion of your projects — ON TIME AND WITHIN BUDGET!**

## SCHEDULING METHODOLOGY

**The KKAID Team is committed to meeting all time and budget requirements specific to this contract.**

Our careful planning and effective scheduling is based on our understanding the relationship of time, money, and resource utilization within the office and specifically for the scope of work. Creating an outline that defines the project in concise and controllable components will develop this understanding.

### MAINTAINING TIME SCHEDULES.

Schedules will be developed for each of the project elements so that the actual performance can be compared to the outline schedule. Control of the overall project performance will be achieved by:

- » Monitoring every activity in progress
- » Immediate identification, evaluation, and implementation of corrective actions to restore the progress
- » Cost control by evaluating design alternatives and the extensive experience of our senior staff

### MAINTAINING COST CONTROLS.

As no client has unlimited resources, we consider maintaining cost control and designing to the budget to be among our most important functions. **Alternative materials and methods of construction will be evaluated to ensure that the City gets the most for its construction budget.** Economics will be an ongoing consideration in the programming, design and development phases.

During the course of preparing design development, construction documents and specifications, and in conjunction with facility personnel, we will review materials and systems alternatives for purposes of value engineering. Long-term value versus higher up front costs will be identified and discussed.

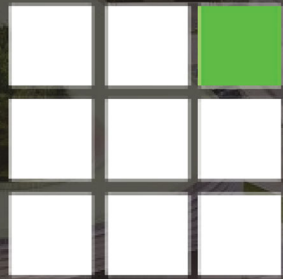
Probable cost statements may be prepared at each stage of a project to monitor the facility's size and design against the budget. Our experience with similar contracts will assist us in estimating preliminary budgets, as well as using industry publications such as R. S. Means, giving us the most current square foot project costs.

Quality is an ongoing improvement process for us to meet and surpass the City's requirements and expectations. With an emphasis on definition, communication, coordination, cooperation, and consistency, **we approach each project as a team intent on producing world-class architecture in the context of your goals and expectations.**

Our team's approach will rely on quality as integral to the process. From inception, our management activities will apply throughout the scope, schedule, and budget of your project. In the public driven sector, we work closely with our clients as well as hand-in-hand with our equipment planners, civil engineers, MEP engineers, structural engineers, landscape architects and County/City/Code officials.



**MARGATE**  
Florida



**SONNENBLICK**  
DEVELOPMENT

**KOBI KARP**



ARCHITECTURE  
INTERIOR DESIGN  
PLANNING