

August 29, 2024

Re: Extraordinary Placemaking Opportunity - ±50 acre Margate City Center

Dear City Commission:

We are honored and excited to present our proposal for a dynamic mixed-use development within Margate. This project is designed to blend residential, commercial, and recreational spaces, creating a vibrant community hub that enhances the quality of life for all Margate residents.

Kenco Communities and UM Development are proud to announce the selection of Urban Design Studio as the master planning firm for this exciting development opportunity in Margate. Urban Design Studio brings a wealth of experience in crafting successful mixed-use entertainment projects, having worked on numerous high-profile developments that seamlessly integrate residential, commercial, and recreational spaces. Their expertise in creating vibrant, community-focused environments makes them the ideal partner to help realize our vision for Margate, ensuring that this project not only meets but exceeds the expectations of residents and stakeholders alike.

For over 30 years, Kenco Communities and Urban Design Studio have been at the forefront of developing and designing not just luxury homes but also thoughtfully integrated mixed-use projects across South Florida. Our portfolio includes a range of successful developments that balance living spaces with commercial and public areas, fostering both community interaction and economic growth. For over 20 years, UM Development's managing partner Uri Man has managed the development of several town center oriented projects across South Florida including CityPlace Doral, Midtown Palm Beach Gardens and Midtown Aventura.

Our team's proposed development is designed with sustainability at its core, incorporating modern design principles and eco-friendly materials. We are committed to engaging local stakeholders to gather feedback and ensure that this project aligns with the unique character of Margate while providing functional and aesthetically pleasing spaces for residents and visitors alike.

We understand the importance of a thriving city and believe this mixed-use project will not only enhance but also complement the distinct character of Margate. We are eager to partner with the city commission to bring this innovative vision to life.

Thank you for your consideration. We look forward to discussing our proposal with you further.

Sincerely,



Ken Endelson
Chairman, Kenco Communities

Extraordinary Placemaking Opportunity ± 50 acre Margate City Center

Project Vision

Kenco Communities in collaboration with UM Development and expert planning firm Urban Design Studio, is dedicated to transforming Margate into a vibrant City Center zone that embodies a unified development plan. This high-intensity, highly walkable district will serve as a focal point for community life, seamlessly blending residential, commercial, and public spaces to create an engaging urban experience.

Adhering to Margate's CRA Building Design Regulations, the heart of this transformation is the creation of a new Main Street, designed to connect Margate Boulevard and State Road 7. This Main Street will be a lively thoroughfare featuring ground-floor shopfronts and restaurants, all complemented by convenient on-street parking. The design emphasizes accessibility and interaction, inviting both residents and visitors to explore the variety of shops and dining options. The frequent entries and high level of transparency into stores and restaurants will ensure an engaging and dynamic streetscape, encouraging foot traffic and fostering a vibrant street life.

The district's urban fabric will be carefully crafted to accommodate a mix of housing and workplace uses, with buildings ranging from two to eight stories, reaching up to a maximum height of 122 feet. This diversity in building heights will not only create a visually appealing skyline but also provide a range of living and working options to suit different needs and preferences. The inclusion of both residential and commercial spaces will support a balanced, self-sustaining community where people can live, work, and play within the same area.

The public realm will be highly amenitized, featuring a beautifully designed public plaza that serves as a central gathering space for the community. Ornamental street trees, carefully placed lighting, and public art installations will enhance the aesthetic appeal and usability of the area, creating inviting spaces for socializing, relaxation, and cultural activities. These elements will contribute to a sense of place and community pride, making the City Center zone a destination for both locals and visitors.

Parking solutions within the district will be thoughtfully planned to maximize convenience while maintaining the walkable nature of the area. The majority of parking will be consolidated in structures and at the curbs of public streets, ensuring that the streets remain pedestrian-friendly and free from the clutter of excessive surface parking. This approach not only supports the district's urban design goals but also aligns with modern best practices in sustainable city planning.

Together the development team and Urban Design Studio are committed to realizing this vision for Margate's City Center, creating a dynamic, walkable district that will serve as a model for future urban development. This project will not only enhance the quality of life for Margate residents but also establish the city as a vibrant destination in South Florida.

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Kenco Company Profile and Background Information

Kenco Communities (GoKenco.com) is a private developer and home builder with over 30 years of experience in South Florida, specializing in crafting custom boutique modern luxury homes. With a keen eye for design and an unwavering commitment to quality, Kenco has become the go-to choice for those seeking a truly unique and luxurious living space within a master-planned community. For a glimpse of Kenco's latest work, visit Coral Isles at Avenir, where you can explore four stunning model homes ranging in size from 3,500 to over 5,000 square feet.

In addition to their expertise in residential development, Kenco Communities has significant experience in developing mixed-use town center projects, such as Watertower Commons in Lantana and the Metropolitan high-rise at CityPlace in West Palm Beach. This extensive background in both residential and mixed-use developments ensures that Kenco can deliver a comprehensive and well-integrated living experience.

Whether you're looking for a sleek, contemporary home or a cozy boutique retreat, Kenco has the expertise and vision to bring your luxury dream home to life. They work closely with homeowners to understand their needs and style preferences, adapting their well-thought-out home models—considered the most luxurious in the industry. Kenco is known for offering homebuyers more flexibility to make changes during pre-construction than almost any other builder in South Florida, resulting in a top-quality, custom boutique modern luxury home. Their close collaboration with architects, interior designers, and craftspeople ensures that each home not only meets but exceeds all expectations.

From start to finish, Kenco is dedicated to ensuring that every detail is perfect. Using only the finest materials and craftsmanship, their attention to detail is unrivaled in the industry. With Kenco, you can expect a home that not only looks beautiful but functions flawlessly, with every aspect perfectly tailored to your needs and lifestyle.

If you're in the market for a truly exceptional home that reflects your unique personality and style, Kenco is the builder for you. Their commitment to quality and passion for design ensure that every home they build is a masterpiece—a one-of-a-kind work of art that will inspire and delight for years to come.

UM Development Company Profile and Background Information

UM Development was founded by Uri Man to develop multifamily rental, condo and master-planned community projects. The company is committed to delivering results with the highest quality standards by focusing on an understanding of the entitlement process, local stakeholders, creative design and strong execution. UM Development works closely with local residents, city staff and elected officials in order to deliver projects that have dramatic positive

results for investors but also exceed expectations for local stakeholders. Working with Kenco Communities in the past UM Development has overseen the development of the Metropolitan at CityPlace, West Palm Beach and separately the company's director Uri Man has overseen large scale town center projects such as CityPlace Doral, Midtown Palm Beach Gardens, Broadway Promenade Sarasota, Lago Mar Texas City, Gables Columbus Center Coral Gables and Midtown Aventura.

Urban Design Studio Company Information and Background Information

The process of land use entitlement, permitting, rezoning, and site plan approval is typically complex. Urban Design Studio offers a full range of services for our clients seeking government approvals, site design, and the ability to coordinate all applications, plans, and the overall project team as needed for fast and positive results. Originally founded in 1977 as Urban Design Studio, we are an award-winning, talented team of Urban Designers, Planners, Landscape Architects and Graphic Designers. The leadership, creativity and problem-solving skills of our staff have resulted in the firm's enduring success, and outstanding reputation throughout South Florida and along the Eastern Seaboard in each of our service areas for more than 40 years.



610 Clematis Street, Suite CU02
West Palm Beach, Florida 33401
561.366.1100 FAX: 561.366.1111
www.udstflorids.com
LA0001739

KEY STAFF RESUME

NICHOLAS A. MIHELICH, PLA
Principal/Landscape Architect



PROFESSIONAL EXPERIENCE:

In 1997, Mr. Mihelich joined UDS as a landscape architect and in 2009 became a Principal with the firm. He specializes in the design and installation of urban streetscapes, including planting plans and hardscape designs. His expertise in design and construction create a broad range of skills which are critical in the complex journey of urban redevelopment. Designing with an emphasis on place-making and sustainability, he incorporates bold design concepts, community input, and construction expertise that yield long-lasting, successful projects in context with their surroundings. From the earliest conceptual sketches, through final construction inspections his involvement in the lifespan of new and redevelopment projects has established his specialization in designing within the urban fabric. Mr. Mihelich is also an expert with landscape and hardscape installations, understanding the complexities and nuances with the uniqueness of urban projects. He works closely with design and construction team consultants and various regulatory agencies to take a project from conceptual design through permitting, bidding, construction and completion.

At UDS, Mr. Mihelich can often be found on the job site in pre-construction meetings, utility coordination, performing field visits for construction observation, attending Owner/Architect/Contractor meetings, and in pursuing final governmental approvals for project completion and acceptance. He also facilitates construction permitting for streetscape plantings and other improvements within the public realm. In addition to providing services to private developers, Mr. Mihelich also has extensive experience working for municipal governments, special districts and other agencies.

Mr. Mihelich has been involved with various Community Redevelopment Agency (CRA) redevelopment plans, including Ocean Mall in the City of Riviera Beach, City Center for the City of Dania Beach CRA, Westgate Avenue Corridor Redevelopment Plan for the Westgate/Belvedere Homes CRA, and the Gurie Corridor Project for the City of West Palm Beach CRA. Built projects utilizing his designs include Alton Road, Grandiflora Road, Alton Town Center, Central Boulevard, Donald Ross Road, Palm Beach Outlets, Legacy Place, Donald Ross Village and Delray Marketplace.

EDUCATION:

Graduate of the University of Florida 1994, Bachelor of Landscape Architecture Degree

PROFESSIONAL REGISTRATIONS:

Registered by the Florida State Board of Landscape Architects, Certificate # LA - 0001766, August 2001

PROFESSIONAL ASSOCIATIONS:

Vice Chairman - City of West Palm Beach Downtown Action Committee
Member of the Florida Urban Forestry Council
Member of the National Trust for Historic Preservation



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KEY STAFF RESUME

KEN TUMA
Managing Principal



PROFESSIONAL EXPERIENCE:

Mr. Tuma serves as the Managing Principal. He directs the firm's major land planning, governmental entitlements and urban design projects, and on a very limited basis, will serve as an owner's representative to coordinate all aspects of development. His background in project management, land acquisitions and development spans over 25 years and he is widely known throughout the southern regions of Florida. Mr. Tuma previously served as VP of Planning, Engineering and Development with WCI Communities, Inc. and held similar positions with Toll Brothers, Inc. and Taylor Woodrow Communities. His experience includes due diligence analysis, land use amendments, annexations, Developments of Regional Impact, rezoning urban-infill, high-rise, golf communities, brownfield sites, and mixed-use developments. He also has an extensive background in special district financing, civil engineering, environmental science, transportation planning and community consensus building.

Mr. Tuma has been a featured speaker on land use topics for many organizations such as the State of Pennsylvania Transportation Engineering Conference, Florida Atlantic University, the Daily Business Review, Urban Land Institute (ULI) and WPBTV "Issues". He also served on the ULI Southeast Florida/Caribbean District Council Technical Assistance Panel for The Margate Community Redevelopment Agency on The City Center Project.

Representative projects include:

- Master planning and owner's representation for **Alton, 11/1a Scripps Florida Phase II Brigrer DRI**. This 581-ac. parcel is approved for 2 million SF of office, 400,000 SF of commercial and 3,920 residential units. Mr. Tuma was responsible for all aspects of this project including local and state land use, environmental and engineering approvals.
- Master planning and owner's representation for **Avenir PCD, 11/1a Vavrus Ranch**. This 4,763-ac. parcel is approved for 2 million SF of office, 400,000 SF of commercial and 3,900 residential units, a 9-hole golf course, a public elementary school, 55 ac. regional park and equestrian park. The project also includes a unique "Farm to Table" Agricultural District component.
- Representation at public outreach meetings and public hearings to gain approval for Parcel 5A at the PGA Corporate Center to allow for 993,000 SF of office for the proposed **FPL Corporate Campus**.
- Representation at public hearings to gain approvals to allow construction of approximately 1.39 million SF of mixed retail use as well as site plan approval for **Palm Beach Outlets**.
- Land use amendment, rezoning and site plan approval for **Delray Marketplace**, a 32-ac. traditional marketplace development consisting of 320,000 SF of retail and 85 multi-family units on an 67.9 ac. site in the Agricultural Reserve, Palm Beach County, FL.

EDUCATION:

Graduate of The Ohio State University, Bachelor of Science Civil Engineering
Graduate of The Ohio State University, Bachelor of Science Agronomy, Business Minor

PROFESSIONAL AFFILIATIONS:

Member - Urban Land Institute
Member - Palm Beach County Planning Congress
Member - Economic Council of PBC, Inc.
Member - Business Development Board of PBC

Director - PGA Corridor Association
Leadership Florida Class 31
Trustee - Chamber of Commerce - Palm Beaches

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Company Information

1. Firm name, Address, Telephone and Email.
 - Kenco Communities, Ken Endelson, Chairman 1555 Palm Beach Lakes Blvd Suite 1500, West Palm Beach, FL 33401 561.997.5760 ken.endelson@gokenco.com
 - UM Development, Uri Man, 1330 West Ave #702, Miami Beach, FL 33139 561.213.9696 urijman@gmail.com
 - Urban Design Studio **Nick Mihelich** 561-366-1100 (EXT. #114) nmihelich@udsflorida.com Ken Tuma, Land Planner with Urban Design Kilday Studios, udkstudios.com 561-308-9188 ktuma@udkstudios.com <https://www.udsflorida.com/principals>

2. Ownership/organization structure.
 - LLC
3. Parent company (if applicable).
 - None
4. Officers and principals.
 - Kenneth Endelson, Chairman, Kenco Communities
 - Uri Man, Managing Partner, UM Development
5. Description of key personnel including principal in charge, project manager and all other key personnel who will be assigned to the Project.
 - Kenneth Endelson. Under the dynamic leadership of company founder Ken Endelson, Kenco has earned a reputation as one of the most respected and sought-after builders of luxury homes in South Florida. Kenco's innovative approach to design, energy efficiency and demanding standards are at the core of the company's 30-year history of achievement. Kenco Communities specializes in building luxurious and personalized homes for those who appreciate an individualized approach to service and the finest contemporary design. Kenco, a true family-owned developer of real estate in The Palm Beaches, has built more than 5,000 remarkable homes in some of South Florida's most distinguished communities, including Addison Reserve (Delray Beach), Mirasol and Mirabella (Palm Beach Gardens), The Oaks (Boca Raton) and Wycliffe (Lake Worth) and Ibis (West Palm Beach), with a select number of new estate homes now available in Arden (Wellington) and Avenir (Palm Beach

Gardens).

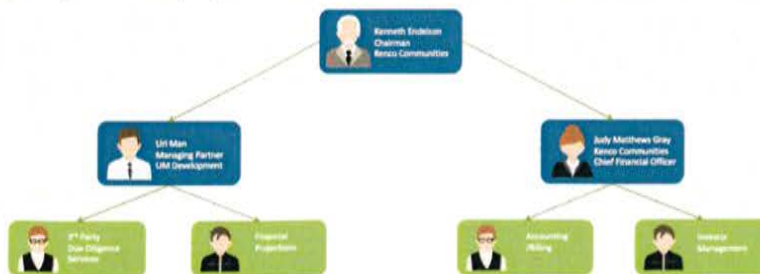
- Uri Man. Uri Man is a real estate developer and consultant working on projects in Florida and Texas. Mr. Man has been entrenched in the development scene since 2002 having sourced and overseen developments, including more than 3,500 apartments and homes as an executive of The Related Group, Gables Residential and Ram Development. Over the past 20 years, Mr. Man's ground-up development projects ranged from large scale single-family master-planned communities to market rate garden, mid-rise and high-rise apartment and condominium projects, to a 300,000 square foot retail lifestyle center. Mr. Man serves on the loan committee of Land Tejas, the largest developer of master-planned communities in Houston. Mr. Man holds a Florida GC license and Broker's license and has taught real estate and business courses at FAU and UC Berkeley. Mr. Man serves on the Urban Land Institute (ULI) National Community Development Council. Mr. Man was awarded the Florida 'Young Leader of the Year' award by the ULI. Mr. Man has served on the boards of several charities and has been active in raising funds for the Boys & Girls Clubs of Palm Beach County, FIDF, and the Miami Dolphins NFL Cancer Challenge.

2. Corporate approval process.

- The company has a streamlined corporate approval process which is an effective way to ensure that important approvals of new projects and decisions related to those projects are made quickly and with minimal bureaucracy. The company limits the number of people involved in the approval process to only Kenneth Endelson and Uri Man. This approach allows for greater transparency and accountability since every decision is made by the principles who are responsible for making sure the decision is in the best interest of the project. The seller has immediate access to the decisions makers for quick coordination and decision making.

3. Provide an organization chart and development team structure identifying all individuals and entities who the Developer is proposing to have as participants in the proposed Project.

Org Charge: The Company, a Joint Venture between Kenco Communities & UM Development



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Qualifications, Experience, References and Comparable Projects

1. Indicate the firm's number of years of experience in providing the professional services as it relates to the work contemplated.
 - Kenneth Endelson – Over 30 years of masterplanned community development and homebuilding experience in South Florida
 - Uri Man – More than 20 years of residential development experience in Florida and Texas
2. Provide details of a minimum of three (3) past projects with summary descriptions. Descriptions should include at minimum: scope of work, contract period and duration, status of project, development program, project descriptions, and financing sources, if available. Greater weight will be given to projects working with municipalities.
 1. Water Tower Commons - Water Tower Commons in Lantana is a vibrant mixed-use town center that has transformed 36 acres of land into a cornerstone of the community. The development includes 700 modern apartments, offering residents comfortable and stylish living spaces. Alongside these residential units is a dynamic retail environment, featuring a diverse array of shops, dining options, and services. The project seamlessly integrates residential and commercial spaces, creating a lively atmosphere where residents and visitors can enjoy a bustling urban experience in the heart of Lantana.
 2. Avenir – Kenco is currently in development of 107 homes ranging from \$1.6 million to over \$3 million inside the Avenir masterplanned community. The Kenco homes are considered the most upscale and luxurious homes among the 4 active builders in the community. Avenir is a master-planned community in a world-class destination spanning over 4,500 acres, designed by award-winning architects, designers, landscape artists and planners. More information regarding this active development and home pricing is here <https://www.gokenco.com/avenir/>
 3. Stone Creek Ranch – Nestled amid 187 acres of rolling green vistas, stunning treescapes and expansive sparkling lakes, Stone Creek in Delray Beach, developed by Kenco Communities, is south Florida's grandest estate home community. Beyond its stately entryway, distinguished by a breathtaking

waterfall and majestic stone gatehouse, this unique 37 luxurious estate project, with each home each on 2-1/2-acre and larger lakefront homesites, is considered one of the most upscale private communities in Florida. More information regarding this sold out project is here <https://stonecreekranchrealty.com/>

4. Wycliff Golf and Country Club – Sold Out. Understated classic elegance and desirable membership privileges define the very essence of Kenco Communities' Wycliffe Golf & Country Club in Wellington, Florida. This magnificent country club, on 700-plus lushly landscaped acres, is home to over 1,000 magnificent residences, with lake or golf views. Wycliffe's unique atmosphere reflects modern convenience and the traditional country club lifestyle. Amenities include manned entry gates and 36 holes of championship golf designed by Bruce Devlin and Karl Litten. An award-winning 50,000 square-foot Clubhouse facility is overseen by a full-time Activities Director and offers a 16-court tennis facility, fully stocked pro shop, and a Cabana Club with resort style pool and popular 19th Hole gathering place. More information is here <https://www.wycliffecc.com/>

5. Addison Reserve Country Club – Sold Out. Recognized as the benchmark for country club living, Addison Reserve in Delray Beach was a joint venture of Kenco Communities and Taylor Woodrow. The community showcases a stunning collection of 715 single family and custom-designed estate homes, on 650 acres, with the finest recreational facilities including 27-holes of championship golf designed by famed golf course architect, Arthur Hills, a 41,000 sq. ft. Grand Clubhouse, and a sports and fitness center with 13 tennis courts, an elegant swimming pool with poolside grill; a state-of-the-art fitness and spa facility; a children's center and a wide selection of leisure activities. More information is here <https://www.addisonreserve.cc/>

6. The Oaks at Boca Raton – Sold out. "The Last Great Estate Home Community in Boca Raton" is a rare combination of 'Old Florida', with its 469 magnificently appointed residences featuring elegant architecture and a gracious lifestyle. Blended with the very best of today's cutting-edge amenities, the community includes the spectacular Club at The Oaks with its superb Spa and Fitness Center and 12-court Tennis Complex. And best of all – homeowners enjoy this fabulous resort life style without the financial burden of equity membership. More information is here <https://theoaksatbocaraton.net/>

7. Mirabella at Mirasol – Sold out. Mirabella at Mirasol, offering luxurious gated resort living, is Kenco Communities' extraordinary single-family home community in beautiful Palm Beach Gardens. Mirabella's three distinctive neighborhoods, featuring 492 gorgeous homes overlooking sparkling lakes and richly landscaped areas. Club Mirabella, a designer-furnished clubhouse facility, offers an exciting array of amenities for every family member, including a fitness center, social room, party rooms, card room, separate yoga/aerobics studio, locker rooms, library and a children's pavilion. Outdoor facilities include a dramatic oversize pool with sundeck and cabanas; four Har-Tru tennis courts, and a separate tot-lot and kiddie pool. More information is here <https://www.gokenco.com/home-building-development/>
8. Ibis Country Club – Sold Out. Bent Creek and Woodlands at The Preserve are Kenco Communities' highly successful villages within Ibis Golf & Country Club. Beauty, natural tranquility, and the benefits of a renowned country club, provide a lifestyle like no other. Offering the ultimate golf and club experience, life at Ibis is wonderfully varied. Whether your passion is a round of golf on one of the three superb Nicklaus-family designed courses, dinner with friends at the award-winning Mediterranean-style club house or concerts on the green, your social life will be an active one. The Tennis Facility boasts 14 Hydrogrid courts, sure to impress any tennis lover. Homeowners socialize, keep fit and pamper themselves at the Ibis Fitness Center.m. More information is here <https://www.clubatibis.com/>
9. The Oasis at Doral's City Place. As VP of the Related Group Uri Man led the development of this 150 home masterplanned community, a joint venture between The Related Group and Shoma. These single-family homes range from 4,100 square feet to 5,000 square feet, with unique options including a glass wine cellar showpiece, personal rooftop retreats with outdoor kitchen, and a private Jacuzzi tub. More information is here <https://www.zillow.com/oasis-doral-fl/>
10. Midtown Aventura. As the head of Development at Gables Residential, Uri Man played a pivotal role in the development of Midtown Aventura, a dynamic mixed-use town center project. Located in the heart of Aventura, directly across from the iconic Aventura Mall, this project features over 400 modern apartments, offering residents luxurious living spaces within a vibrant community. The

development also includes a diverse retail component, creating a lively and convenient environment where residents and visitors can enjoy a seamless blend of shopping, dining, and residential living in one of South Florida's most desirable locations. Midtownaventura.com

11. Balmoral. As Executive VP of Land Tejas Uri Man helped oversee the development of this 750 acre community in Humble, Texas, a suburb of Houston. The project was voted to have the “Best Amenities in Texas” and was the #1 Top Selling Community in Houston in 2019 and 2021. More information is available at <https://balmoralhouston.com/>

12. Lago Mar. As Executive VP of Land Tejas Uri Man helped oversee the development of this 2000 acre community in Texas City, Texas, a suburb of Houston. The project was voted as the Best Masterplanned Community in Texas and was a Top 5 Selling Community in Houston in 2019, 2020, 2021 and 2022. More information is available at <https://lagomarintexascity.com/>

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References

4. Provide three (3) references; to include contact information and project scope including at least one city staff reference

Brett Leone, City of Palm Beach Gardens, Principle Planner/Senior Planner Brett A. Leone Principal Planner office: (561) 799-4257 | site: www.pbgfl.com email: BLeone@pbgfl.com address: 10500 N. Military Trail | Palm Beach Gardens, FL 33410

Mike Schwartz, Engineer, Kimley-Horn 561-330-2345

Randy Stofft, Architect with Stofft Cooney Randall Stofft Stofft.com (561) 702-5097 therandall@stofft.com <https://www.stofft.com/about-us/#randall>

More references are available upon request

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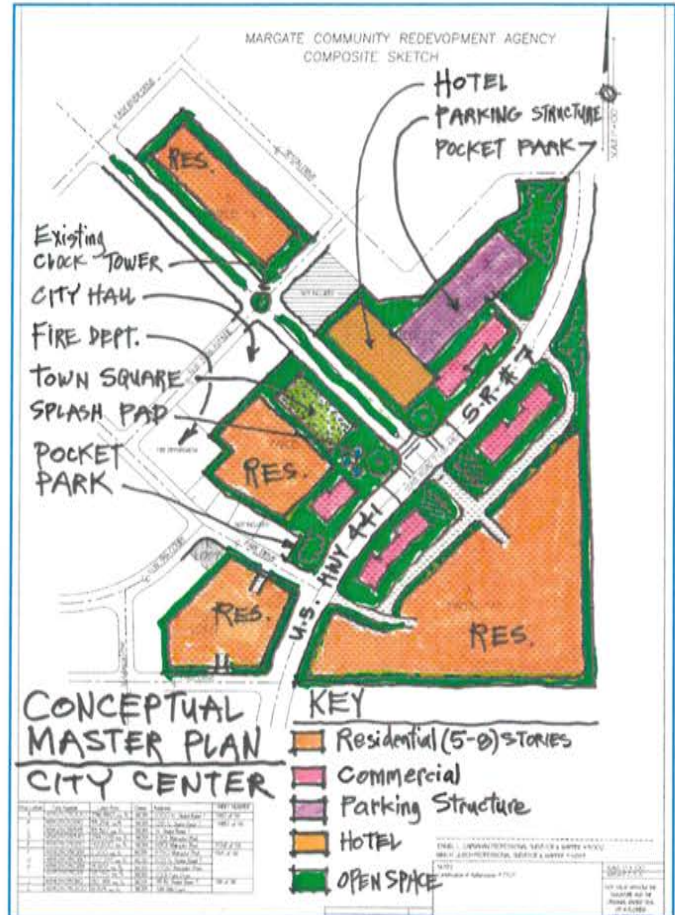
Project Description

Project Vision Goals

Recognizing the City's vision for this area, we are committed to developing a premier urban environment that meets the aspirations of businesses, residents, and visitors. Our goal aligns with the City's objective of creating a vibrant, identifiable downtown that enhances livability and establishes the City as a sought-after location for living, working, and shopping.

We plan to create a central gathering space—a dynamic town square or plaza—that will serve as a focal point for community events and entertainment. This will be anchored by a waterfront park featuring an amphitheater, designed to attract both local and external visitors, and programmed by the City or MCRA to ensure a steady flow of activity.

In addition to fostering a lively social hub, our development will incorporate residential, office, and potentially hotel spaces, complementing the City's vision. We are dedicated to including a diverse mix of prominent local, regional, and national retailers and restaurants, ensuring a robust and appealing commercial environment. This approach will not only support the City's goals but also contribute to a thriving, multifaceted City Center.



Collaboration between Developer and Project Vision Goals

Our vision for this project is to create a vibrant and multi-faceted urban environment that enhances the city's character and fosters a strong sense of community. The development will feature a diverse range of residential styles, providing a unique living experience and contributing to a distinctive sense of place. With the City's Land Development regulations permitting building heights up to eight stories, our residential buildings will offer both variety and scale.

Retail elements will include an array of restaurants, a dynamic food hall, and a craft brewery,

ensuring a lively and engaging shopping and dining experience. In addition, the project will incorporate entertainment options and a blend of hotel and office spaces to create a well-rounded urban experience.

Key to our vision is the activation of both ground floor and rooftop spaces, designed to encourage vibrant street life and offer panoramic views. A central public plaza will serve as a versatile gathering space for community events, fostering social interaction and civic engagement.

Artistic and aesthetically pleasing elements will be integrated throughout the project, enhancing its visual appeal and contributing to a culturally rich environment. Connectivity will be a major focus, ensuring seamless integration within the project and with the rest of the city.

The plan includes keeping the City Hall, the Library, Community Center, and other public-facing facilities in their current locations. Waterfront activation will leverage the City's existing canals to provide opportunities for water-based activities such as kayaking and paddleboarding, enriching the project's recreational offerings.

Planning Firm Project Vision Goals

The Margate City Center is envisioned as a vibrant downtown district, serving as a central gathering space for the community. The design proposes shopfront buildings along US HWY 441 at the intersection with Margate Boulevard, creating a dynamic Main Street atmosphere. Key features include enhanced pedestrian plazas, a splash pad water feature, gateway elements, and a cohesive streetscape and signage program, all contributing to a distinctive urban fabric.

The development will incorporate a diverse range of housing options, with residential parcels strategically placed around the core areas. The public realm is designed to be highly amenitized, featuring lush street trees, landscaping, and specialty hardscaping that enhance the streetscape. The project includes a parking structure and on-street parking to accommodate vehicles, as well as a hotel adjacent to the parking garage.

A large Town Square with open green space will be located next to the splash pad, providing a venue for community gatherings and events. The four corners of the main intersection will be anchored by commercial developments, with shopfront buildings housing a mix of local, regional, and national retail and restaurant tenants.

Multi Family Parcel (SMU - Parcel 1)
4 Story Apartment & 2 Story Townhomes Unit & Parking Tabulations

20 Buildings = 433 Total Units
 9 Apartment Buildings = 378 Units
 11 Townhome Buildings = 55 Units
 See SP-2 & SP-3 for layout & setbacks & SP-5 for site details
 Recreation / Office / Game Room inc Mail/Package Room
 GFA= 11,833 S.F. = 12 spaces required/ 12 spaces provided,
 Incl. 2 access. spaces & 2 electronic vehicle spaces

REQUIRED PARKING:

MULTI FAMILY:			674 spaces
Type	Quan.	Parking Tabulation	
1 Bed.	279	@1.5 = 419 spaces	
2 Bed.	99	@2.0 = 198 spaces	
Totals:	378	Guest @ 0.15 = 57 spaces	
TOWN HOMES:			118 spaces
Type	Quan.	Parking Tabulation	
3 Bed.	55	@2.0 = 110 spaces	
Totals:	55	Guest @ 0.15 = 8 spaces	
Recreation:		5 spaces	
Office:	@ 1 per 300 sf = 1,981 sf/300	= 7 spaces	
TOTAL REQUIRED PARKING:			804 spaces
PROVIDED PARKING:			Std. Space
Garage:	155	8	
Tandem Driveway:	193	0	
Surface Parking:	472	8	
EV Charging Stations:	1	1	
			791
			17 accessible spaces = (2.1%)

Multi Family Parcel - 4 Story (SMU - Parcel 2)
Unit & Parking Tabulations

7 Buildings - 350 Total Units

Type	Quan.	Parking Tabulation
1 Bed.	152	@1.5 = 228 spaces
2 Bed.	142	@2.0 = 284 spaces
3 Bed.	56	@2.0 = 112 spaces
Totals:	350	Guest @ 0.15 = 53 spaces
Recreation = 5 spaces required		
Office @ 1 per 300 sf = 885 sf/300 = 3 space required		
885 - total spaces required		
695 total spaces provided		
98 garage spaces		
96 driveway spaces		
499 surface spaces		
incl. 19 accessible spaces (2.7%)		
& 2 EV Charging Stations		

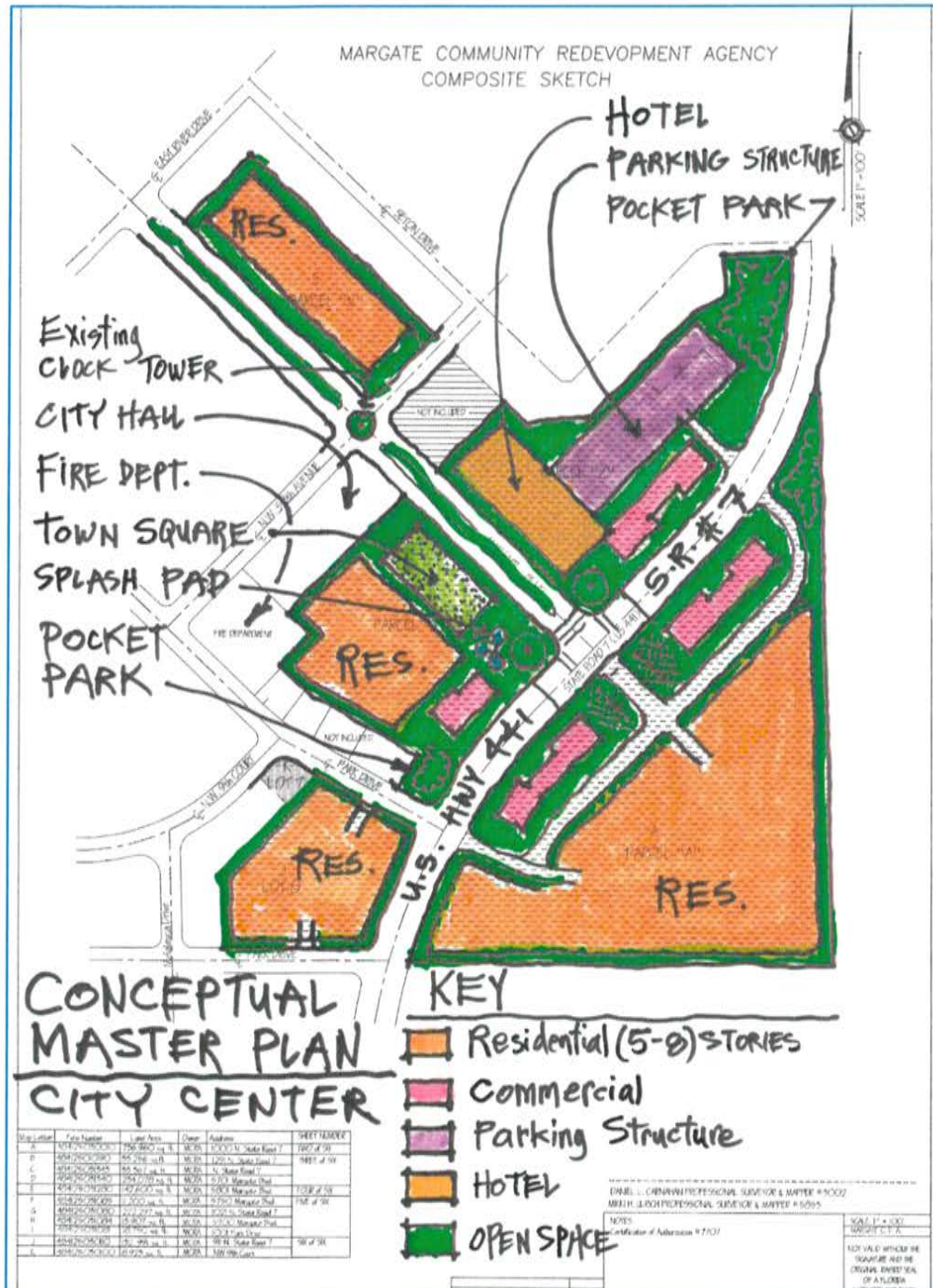
Multi Family Parcel - 5 Story (SMU - Parcel 3)
Unit & Parking Tabulations

6 Buildings - 324 Total Units

Type	Quan.	Parking Tabulation
1 Bed.	171	@1.5 = 257 spaces
2 Bed.	93	@2.0 = 186 spaces
3 Bed.	60	@2.0 = 120 spaces
Totals:	324	Guest @ 0.15 = 49 spaces
Recreation = 5 spaces required		
Office @ 1 per 300 sf = 500 sf/300 = 2 spaces required		
619 - total spaces required		
622 total spaces provided		
85 garage spaces		
21 detached garage		
516 surface spaces		
incl. 19 accessible spaces (3.06%)		

Figure 1 - Example Potential Residential Unit Type Mix (to be discussed)

To ensure the project aligns with community needs and desires, we plan to host community input events and design charrettes, gathering feedback from residents throughout the planning process. Additionally, the Margate City Center will incorporate various sustainable design elements and strategies, underscoring our commitment to environmentally responsible development.



Extraordinary Placemaking Opportunity ± 50 acre Margate City Center

Development Timeline

Provide an anticipated timeline for initial due diligence; planning and project development (Include a list of additional information that would be helpful in expediting the due diligence process).

- Agreement with City – Deposit from Developer
- 60 days due diligence
- Site Plan Submission within 60 days of expiration of due diligence
- Construction Drawings Submission within 8 months of Site Plan Submission
- Begin construction within 30 days of building permit

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Community/Public Benefit:

- 1. Provide a description of the community/public benefit that this project will bring (how project will benefit average Margate residents, number of jobs, quality of jobs, green space, etc).** This project will deliver significant community and public benefits to Margate residents by creating a vibrant, multi-use urban space that enhances local quality of life. It will generate numerous employment opportunities, both directly through construction and indirectly through the establishment of retail, hospitality, and office spaces, offering a range of high-quality jobs that contribute to the local economy. The development will also incorporate substantial green spaces, including a central waterfront park and a public plaza, providing residents with accessible recreational areas and promoting a healthy, active lifestyle. By fostering a dynamic environment with diverse amenities, the project will enrich community engagement, support local businesses, and contribute to a stronger, more connected Margate.
- 2. Describe any sustainable or wellness elements of the project.** The project is designed with a strong focus on sustainability and wellness, integrating several key elements to promote environmental stewardship and enhance residents' quality of life. Sustainable features include the use of eco-friendly building materials and energy-efficient systems, such as solar panels and advanced HVAC systems, which will reduce the project's carbon footprint and operational costs. Green roofs and landscaped terraces will provide natural insulation and create additional green spaces within the development. The project also emphasizes wellness by incorporating extensive pedestrian pathways and bike-friendly infrastructure, encouraging active transportation and reducing reliance on automobiles. The central public plaza and waterfront park will offer inviting outdoor spaces for recreation and relaxation, fostering a connection to nature and supporting mental well-being. Additionally, the development will include advanced water management systems to ensure efficient use of resources and minimize environmental impact. Overall, these sustainable and wellness-oriented features are designed to create a healthier, more resilient community that aligns with modern standards for green living.
- 3. Deal Structure:** The deal structure for this project involves a land lease agreement that outlines the terms for the use and development of the property. Initially, a refundable deposit (amount to be discussed in a future meeting) will be required to secure the development agreement and future lease, demonstrating our commitment and providing a financial foundation for the project. The closing of the lease agreement will occur upon the issuance of the building permit, ensuring that all necessary regulatory approvals are in place before the formal transfer of lease rights. Lease payments may be a fixed fee or a combination of fixed fees and revenue share. Lease payments shall begin when revenue events begin (following certificate of occupancy and payments received from future tenants). This structure aligns the financial commitment with project milestones, providing a clear path for both parties and ensuring that the development process is well-

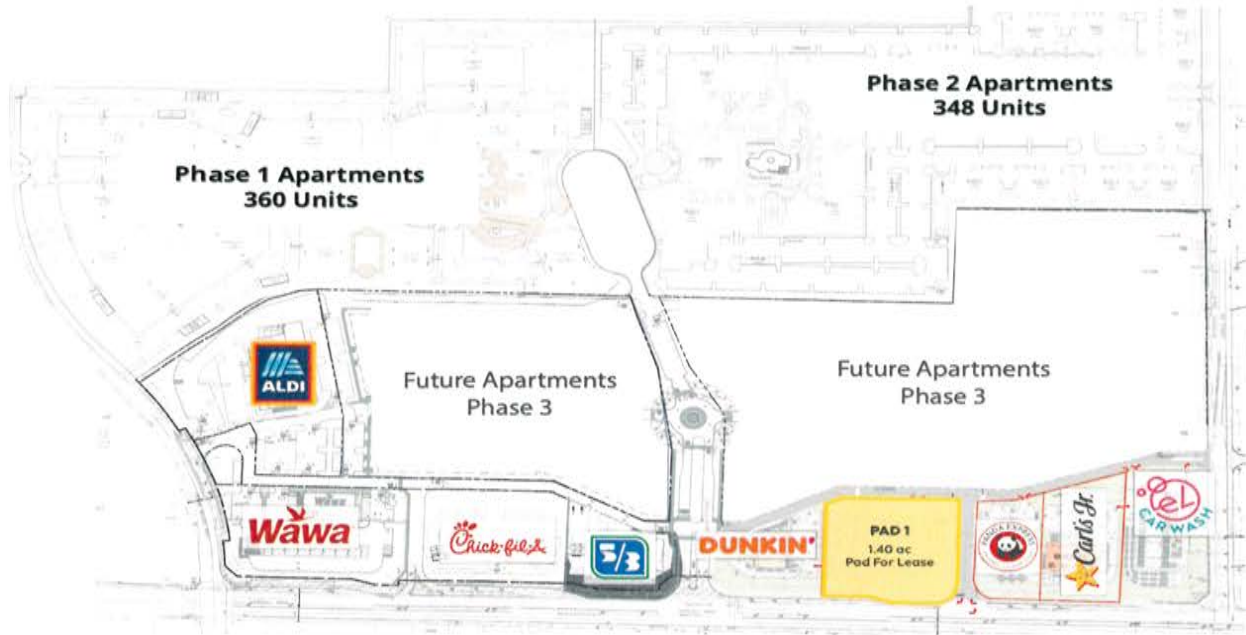
supported. The deposit secures our position and demonstrates financial readiness, while the closing at the building permit stage aligns the lease terms with the project's readiness to proceed. This approach offers both flexibility and certainty, facilitating a smooth transition from planning to construction and ensuring that the project can move forward efficiently once all regulatory requirements are met.

4. ***Proposing a minimum fixed or phased base lease rate (pre-development).*** The developer is flexible regarding the base lease rate structure and is open to discussing either a minimum fixed rate or a phased base lease rate for the post-development period when lease payments from future tenants begin. Once the project is approved, developed, and built and tenants begin taking possession and making lease payments the total project value shall be appraised by a 3rd party appraiser. A minimum fixed rate provides stability and predictability for both parties shall be determined based on the appraised value of the project, ensuring a consistent financial arrangement. Alternatively, a phased base lease rate could offer a gradual increase over time, aligning lease payments with the project's development revenue and financial progress. Lastly, in lieu of a fixed payment or in addition to a fixed payment the developer is open to a fixed payment plus a share in future revenue, to be discussed. This flexibility allows for a customized approach that can better accommodate the project's needs and financial planning, ultimately supporting a successful and collaborative development process.
5. ***Proposing any revenue share with the City/CRA.*** There are several ways to structure a project revenue share with the City or CRA to align interests and ensure mutual benefits. One approach is a fixed percentage of gross revenues, where the City or CRA receives a predetermined percentage of the total revenue generated by the project. Alternatively, a tiered revenue share can be implemented, where the percentage varies based on revenue thresholds, incentivizing higher performance and aligning with project success. Another option is a profit-sharing model, where the City or CRA receives a portion of the project's net profits, aligning their returns with the project's overall profitability. Additionally, a performance-based revenue share could be considered, where the share is linked to specific performance metrics or milestones, ensuring that the City's benefits are tied to the project's success and impact. Each of these structures offers flexibility and can be tailored to meet the financial and strategic goals of both parties.
6. ***Proposing rental payments from the City for any new city-related structures. (post-development)*** Post-development, we may propose rental payments from the City for any new city-related structures included in the project. For example, if there is a need for designated parking for city staff within new garage structures, we would also propose rental payments to cover these spaces. This approach ensures that the City contributes to the ongoing operational costs associated with its facilities and supports the overall financial viability of the development. By formalizing these arrangements, we aim to create a sustainable and mutually beneficial partnership that aligns with the City's needs and the project's long-term success.

7. **Deposits.** Refundable good faith deposit at contract execution (amount and timing to be discussed and agreed to in a future meeting)
8. **Closing timeline.** Lease payments would commence at revenue event based on an appraised value of the project – fixed payments or combination of fixed payments and revenue share (to be discussed and agreed to in a future meeting)
9. **Summary of any credits or assistance requested from the City/CRA.** None
10. **Provide a preliminary proforma, budget, and tax benefits to the city/CRA for the project to include anticipated project costs and funding sources.** A preliminary pro forma and budget for the project will be developed following an exploratory meeting with the City to discuss potential entitlements and regulatory requirements. This pro forma will provide a detailed overview of anticipated project costs, including construction, operational, and maintenance expenses, as well as projected funding sources. By collaborating closely with the City to understand their expectations and any potential adjustments needed, we aim to create a comprehensive financial model that accurately reflects the project's scope and financial feasibility. This initial pro forma will serve as a foundational tool for further discussions and planning, ensuring that all parties have a clear understanding of the project's financial structure and requirements.

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Example Previous Projects – Kenco developed Lantana Town Center known as Water Tower Commons



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Example Previous Projects – Kenco developed Metropolitan at CityPlace WPB



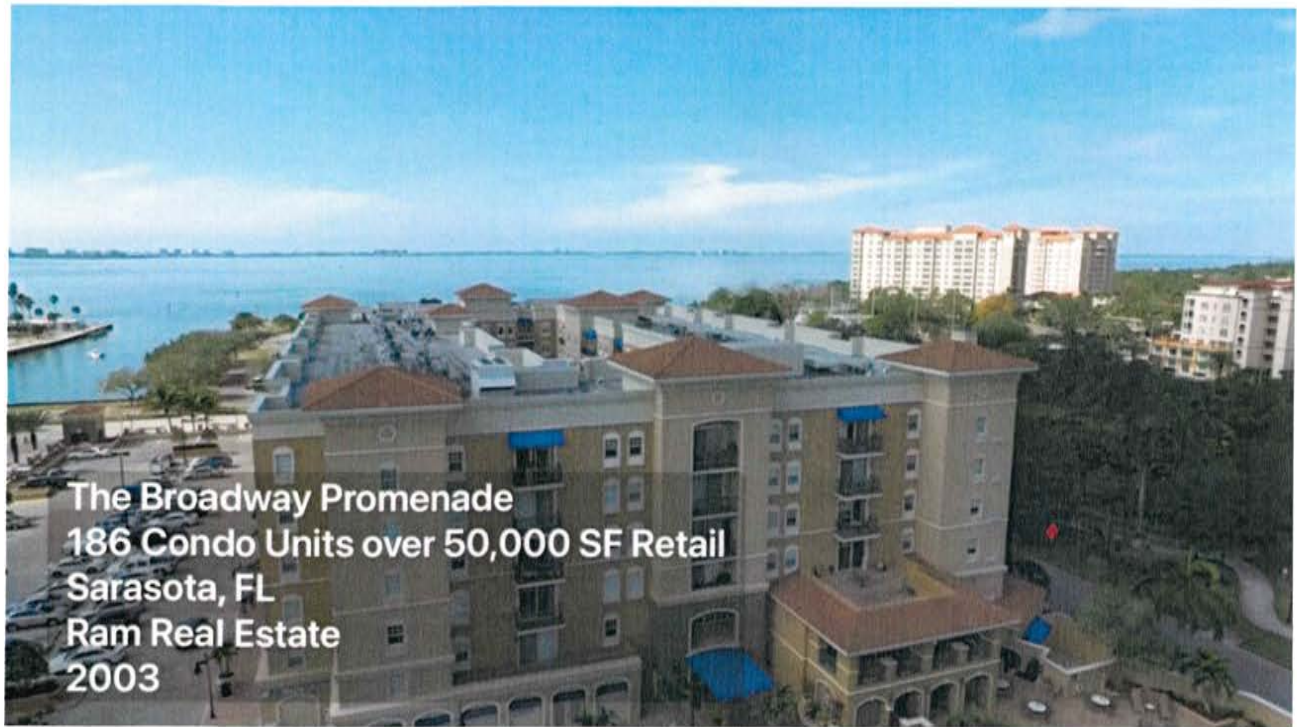
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Example Previous Projects – UM



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The Broadway Promenade
186 Condo Units over 50,000 SF Retail
Sarasota, FL
Ram Real Estate
2003



Midtown Palm Beach Gardens
225 Luxury Apartments, 128,000 SF Retail
Palm Beach Gardens, FL
Ram Real Estate
2004



Gables Columbus Center
198 Luxury Apartments
Coral Gables, FL
Gables Residential
2015



Gables Ponce I, II & III
577 Luxury Apartments
Coral Gables, FL
Gables Residential
2015

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Example Previous Projects – Urban Design Studio

DELRAY MARKETPLACE

PALM BEACH COUNTY, FLORIDA

Traditional marketplace development provides a concentrated commercial area for shopping, entertainment, service, business and cultural opportunities and can be key to the success of any community. Delray Marketplace embraces that purpose and proposes a mix of commercial, civic and institutional uses and exemplifies design standards which create a pedestrian-oriented development. Urban Design Studio designed the site plan incorporating these unique combinations and facilitated the governmental approval process which included the land use amendment, rezoning and final site plan approval application for the project.

Delray Marketplace encompasses 87.9 acres located at the intersection of Atlantic Avenue and Lyons Road, a designated location within the Agriculture Reserve Tier of Palm Beach County. By being situated in the Agriculture Reserve, Delray Marketplace dedicates 60% of its project area to the preservation of the agriculture by providing a compact, commercial development. The 32-acre development area consists of 320,000 sq. ft. of retail and 86 multi-family units which are vertically integrated units above the retail shops and three-story townhomes. Accessed by two main streets, Delray Marketplace hosts a range of architectural features which create an attractive and varied streetscape. Building frontages are set near the street and sidewalk with entrances and windows placed strategically to create an efficient pedestrian circulation.

Additionally, the physical richness of the Delray Marketplace is defined by a rural parkway which contains both pedestrian and equestrian pathways, gathering areas and lush native landscaping. UDS's involvement will continue through to

DELRAY MARKETPLACE



construction phase to ensure that all the key elements of the design are perfectly suited to give the resident, the shopper and the pedestrian a pleasurable experience.

Client: Ascot Development
Site Area: 87.9 acres
Development Area: 32 acres
Architect: The Scott Partnership



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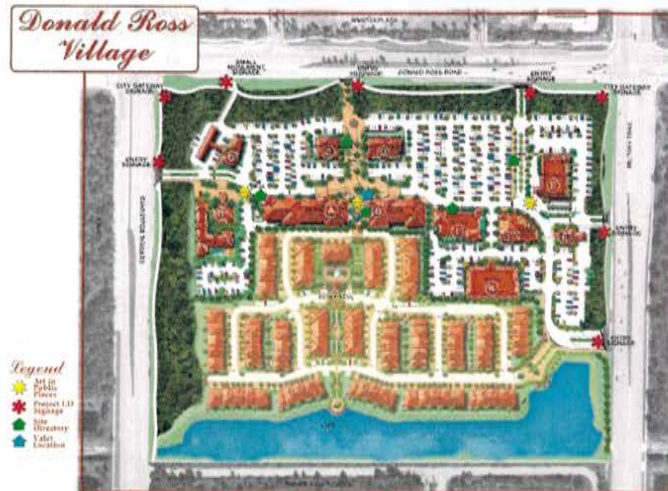
DONALD ROSS VILLAGE

PALM BEACH GARDENS, FLORIDA

Donald Ross Village is a mixed use project highlighted by a diversity of architecture, tenant mix, pedestrian spaces, public art, and landscape architecture. The display of lush landscaping and richness of design is matched only by the creativity of the award-winning team of professionals who authored the design. The design of Donald Ross Village integrates commercial and residential components into a pedestrian-friendly urban plan.

This "hamlet" adorns a major gateway of northern Palm Beach County between Central Boulevard, Donald Ross Road, Military Trail and a bordering high school. The commercial area of 25± acres is transformed into a landmark destination for the Palm Beach Gardens resident and visitor. This project hosts a mix of landscape architecture, street appeal, and lifestyle amenities including pedestrian plazas, restaurants, retail shops, a hotel, gas station, bank, medical office building, fitness center, and pharmacy.

Working alongside the Palm Beach Gardens' Growth Management Department, Urban Design Studio created a site plan framed on three sides with preserved native vegetation, and the fourth side with a residential component. The development is interconnected via pedestrian networks, architecture, colors, landscaping, and detailed designs which articulate throughout the courtyards. These corridors are embellished with a variety of colorful paving materials and patterns, as well as a sculpture and a tile mosaic program which define the Art in Public Places element. Designed with



the surrounding habitat in mind, Donald Ross Village satisfies the needs of the entire community, from environmental preservation to the built environment.

Client: Sterling Centrecorp
Contact: Tom Hamilton
Site Area: 45.37 acres

Building Information:
45,000 sq.ft. retail use,
14,873 sq.ft. drug store,
5,000 sq.ft. restaurant,
20,000 sq. ft. health/fitness,
18,387 sq. ft. medical office,
3,236 sq. ft. gas/convenience,
9,000 sq. ft. professional office,
156 townhomes,
93-room hotel

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LEGACY PLACE

PALM BEACH GARDENS, FLORIDA

Legacy Place, located at one of Palm Beach Gardens' premier gateways off of I-95, is an integrated mixed-use development consisting of 399,000 square feet of retail space, 69,000 square feet of office space and 384 apartment homes.

Located at the southeast corner of PGA Boulevard and Victoria Gardens Avenue, Legacy Place makes a unique statement along Palm Beach Gardens' "Main Street."

Designed as a major "gathering spot" for City residents and visitors alike, Legacy Place will provide a variety of urban experiences within a traditionally suburban context. Urban Design Studio created a system of unique pedestrian-friendly streets, lakeside cafes and plazas that will incorporate a creative way-finding system that features signage and "Art in Public Places" to provide guests with a positive atmosphere for both short and extended visits.

The landscape concept is a celebration of Florida's vernacular of native and non-native species. The project's entry portals feature grand allees of specimen palms, flowering trees and oak trees. Buffer planting will shield views of parked cars while the internal littoral planting adorns retention ponds and lakes.

UDS was responsible for concept development, site planning, hardscape and planting design, pedestrian amenity design and project representation before the City of Palm Beach Gardens.

UDS also coordinated the Art in Public Places with well known artist Mark Fuller.



Client: The Sembler Company (Commercial)
The Beztak Companies (Residential)

Site Area: 71.30 acres

Building Information: 69,000 sqft office
399,000 sqft retail
384 residential units



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PGA COMMONS

PALM BEACH GARDENS, FLORIDA

The nationally-lauded PGA Commons development was created to bring a bit of sophisticated urbanity to suburban Palm Beach Gardens, Florida. The first mixed-use project within the city, the project features a finely-tuned mix of restaurants, specialty shops, medical and general offices, apartments and townhomes.



Coordinating the efforts of the project architect, landscape architect and engineer, Urban Design Studio secured the government approvals for the successful, three-phase project. As the project was the City's first mixed use project, UDS worked with City staff to establish new regulations and policies governing the interaction between the complementary uses.



In addition, UDS, with the client, created and secured government approvals for large outdoor seating areas to establish a European café setting for the pedestrian-friendly project. UDS also secured approvals for the public art which define the project's frontage on PGA Boulevard, which is the main commercial corridor in northern Palm Beach County. As a result, the project's outdoor seating areas are one of the most popular meeting spots in the city for residents and visitors alike.



Client: Channing Corporation
Site Area: 28.56 acres
62 townhomes
32 apartments
Commercial Area: 146,621 sf
Architect: OGS&P

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ALTON TOWN CENTER

CITY OF PALM BEACH GARDENS, FLORIDA

Designed as an urban oasis within the active, mixed-use community of Alton, the Alton Town Center commercial district offers community residents, workers and visitors a respite from the activities of daily life.

The 40.8-commercial district is located along Donald Ross Road in the heart of Palm Beach County's biotech industry. Alton Town Center features 360,203 square feet of commercial area within 16 buildings situated on a grid network of streets with large, shaded sidewalks.

An emphasis on the pedestrian experience and the creativity that results when people gather were guiding principles in the design of the project. As a result, more than 3.15 miles of sidewalks and more than 1.2 acres of public plaza have been created within Alton Town Center which is less than a 5-minute walk from hundreds of local residents.

Alton Town Center features a variety of uses including a grocery store, gymnasium, home improvements store, casual and fine dining, sidewalk cafes, coffee shops and an assortment of retail stores. Working closely with the City of Palm Beach Gardens, Urban Design Studio provided site planning, government approvals, landscape architecture and construction observation services for this busy commercial district.

Client: North American Development Group
Site Area: 40.8 acres
Building Area: 360,203 square feet
Architect: Glidden, Spina & Partners



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CITYPLACE

WEST PALM BEACH, FL



In 1996, Urban Design Studio was invited by CityPlace Partners to participate in their proposal to the City of West Palm Beach for development of a mixed-use project to be known as CityPlace. The property was being marketed by the City for redevelopment. It would include a retail core, convention center, hotel, office space and unique residential uses. The project team included nationally known developers, including Himmel & Company, Inc., the O'Conner Group, and the Related Group of Florida; and design firms Elkus/Manfredi

Architects Ltd., and Gee & Jenson. A comprehensive development proposal was prepared, which included many exciting components: a cultural spine, arts walk, redevelopment of an existing church into a performance center, and interconnections between other major City facilities, such as the Kravis Center, Ballet Florida, the Horticultural Society, and Clematis Street.

UDS participated in the design charrettes to develop the program and design for the project, as well as in the presentations

to City officials. The firm also prepared streetscape plans for the residential and commercial streets.

CityPlace Partners was successful in being selected by the City of West Palm Beach to construct CityPlace. The project was completed in November, 2000. The firm has continued to be active through appointment to the CityPlace CDD. UDS is proud to have its office located in CityPlace.

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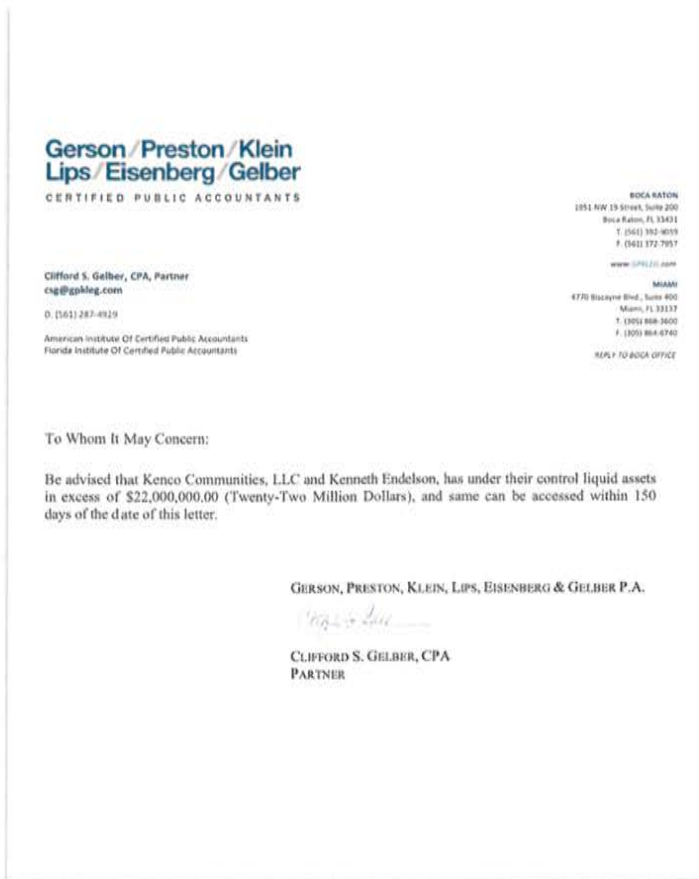
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Financial Capability

All Developers shall submit information supporting their financial ability to develop the site in accordance with terms of this offering.

1. The Developer must demonstrate its ability to execute its proposed project by providing the following information to demonstrate the Developer's financial capabilities:
 - a. Provide proof of funds and/or demonstrate ability of development firm to execute the proposed development plan.



2. Identify any additional or unique resources, capabilities, or assets which the Developer would bring to this Project, if applicable.

Over 30 years of experience developing projects similar to this. Our collective team and company have developed several similar town center mixed-use projects in the South Florida market.

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In Summary

Dear City Commission:

Thank you for your consideration. We will work diligently and cooperatively to ensure the Margate is proud of the resulting project.

Please do not hesitate to contact me with any questions, comments or concerns and feedback.

Sincerely,

A handwritten signature in blue ink that reads "Kenneth M. Endelson". The signature is written in a cursive style with a large initial 'K'.

Ken Endelson
Chairman, Kenco Communities