



Real estate,
reimagined.

Brookfield
Properties

Margate City Center

Development Proposal

DECEMBER 3rd, 2024



Agenda

- **Who We Are**
Brookfield Corporate Overview & Core Capabilities
- **Development Case Studies**
Project Experience Guiding Brookfield's Work
- **Meet the Team**
Margate's Development Partners at Brookfield
- **Development Vision**
Brookfield's Vision for the Future of Margate
- **Financial Proposal**
Keys to Unlocking Long Term Value for the Community
- **Q&A**



01 Who We Are

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Brookfield Properties

A Leading Global
Alternative Asset
Manager with
~\$1 trillion in AUM

100K

Housing Units Owned
in North America

117M+

Square Feet of Retail
across 130+ Retail
Assets in North America

11,000

Multifamily Units in North
America in the
Development Pipeline*

\$614B

AUM in North America

*Includes active and planned developments

OUR DEVELOPMENT GROUP

Fully integrated

We believe in the unique potential of real estate to build a world that works better for people, businesses, and communities everywhere. Our experienced team ensures our developments are strategically planned and executed – from start to finish.



Pre-development

Creative approach to site analysis, preliminary planning, and financial analysis.

Design

Comprehensive evaluation that considers economics, utility, and design components equally.

Development

Extensive experience in project feasibility, approvals, management, and planning.

Construction

Nearly 50 years of experience with some of the largest, most complex projects in the world.

Leasing

Leverage expertise and global relationships to maximize performance.

Operations

Deep operational expertise managing assets in all major property sectors.

Multifamily & Retail Presence in North America

Brookfield is one of the largest owners & managers of both multifamily & retail properties in the U.S.

Retail Portfolio



133

Retail Assets

117M

Square Foot Portfolio

63%

US Pop. < 1hr of Our Properties

~1,600

Restaurant / F&B Tenants

Multifamily Portfolio



100K+ / 45K

Owned / Managed Units

11K

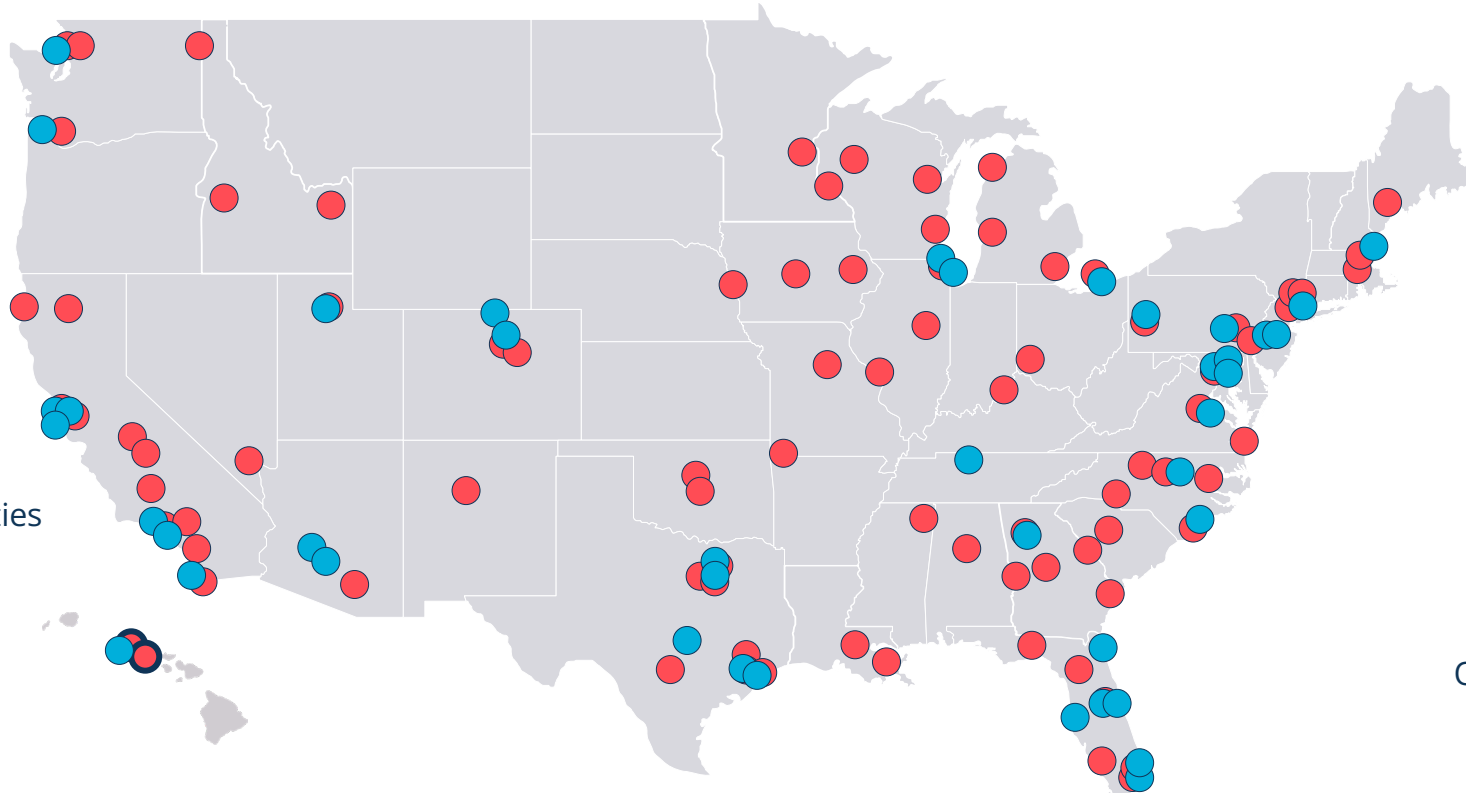
Units in Development Pipeline

121

Multifamily Professionals

~1,000

Operating & Development Assets



Our Regional Real Estate Presence

Florida

From Jacksonville to Miami and everything in between, our footprint in Florida is expansive, spanning top retail destinations, hotels, logistics hubs, and residential communities. Today, over 280 Brookfield employees call the Sunshine State home, deepening our commitment to the region as we continue to actively invest, innovate and give back where we live, work and play.



~280

Team Members



108

Total Properties



\$9.6B

Assets Under Management



Miami Design District, Miami



Bexley, Tampa



Mizner Park, Boca Raton

28

Vibrant Communities

4,748

Multifamily Units

27

Logistics Facilities

216K SF

Office

7.3M SF

Retail

4,400+

Hospitality Keys



Waterset, Tampa

02 Development Case Studies

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Mizner Park

The Shops at Merrick Park

The Yards

Central Park, Denver

Halley Rise



Mizner Park & Shops at Merrick Park

**Boca Raton &
Coral Gables, FL**

1M SF

Destination Retail

272

Residential Units

400K SF

Class A Office

Premier Brands

Neiman Marcus, Nordstrom, Gucci,
Tiffany & Co., Tommy Bahama, Sur la Table,
Lululemon, iPic, Soul Cycle, Equinox,
Sea Grill, Villagio



Sustainability + Recognition

- US News & World Report Rated
Mizner Park #1 Destination in
Boca Raton



The Yards

Washington, DC

48 Acre

Site Area

2.3M SF

Total Development Potential

1.8M SF

Class A Office

3,400

Residential Units

500K SF

Destination Retail

225

Hotel Keys



Sustainability + Recognition

- LEED ND Gold Certification
- 8 Buildings So Far LEED Certified
- Yards Park: 2013 ULI Urban Open Space First Prize Winner



Central Park

Denver, CO

14 Acre
Site Area

8.5M SF
Class A Office

327
Residential Units

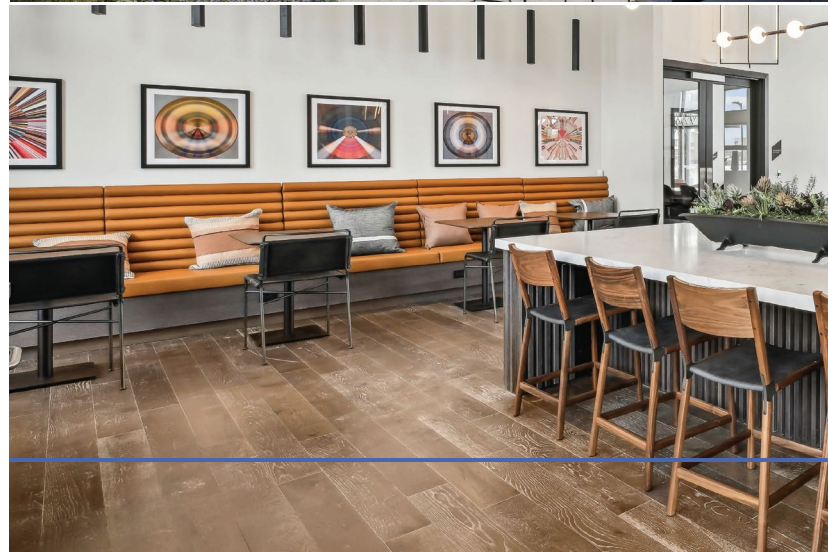
300K SF
Destination Retail

73K SF
Cultural Arts & Events Venues



Sustainability + Recognition

- 2016 ULI Award for Excellence in Development
- 2016 ICSC Maxi Gold Award for Public Relations
- 2016 CISC/ICCA Ontario Steel Design Award for Architectural Excellence



Halley Rise

Reston, VA

36 Acre
Site Area

1.9M SF
Class A Office

1,600
Residential Units

246K SF
Destination Retail

5+ Acres
Green Space



Sustainability + Recognition

- LEED ND Gold Certification
- 100% Hydro Powered
- 2022 NAIP Master Plan Award for Excellence



03 Project Team: Brookfield

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Brookfield's Margate City Center team brings unparalleled experience, with the breadth of interdisciplinary backgrounds and the depth of knowledge needed to bring our shared vision to life



Swarup Katuri
Managing Partner & Head of Housing
(Company Officer)



Linda Early
President of Brookfield Properties
Multifamily



Michael Stark
Head of Development & Investments
(Company Officer)



Frank Frallicciardi
Head of East Coast Development
(Company Officer)



Ian Braciszewski
Preconstruction



Manny Garber
Investments
(Company Officer)



Ernesto Bacalzo
Construction



Augustus Haney
Development



Emily Hewitt
Investments

Project Team: CBA Architects

Award-winning architectural, land planning, and design firm with over forty years of industry-leading expertise in creating vibrant communities



Butch Charlan, AIA
Principal & Partner



Cristian Oquendo, AIA
President & Chief Creative Officer



Mark Valentino, AIA
Associate & Studio Leader



04 Margate City Center

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Brookfield is committed to working with City & CRA leadership to deliver the top priorities for the Margate community

Our vision for Margate's new City Center strives to incorporate these priorities into a cohesive site plan:



- New Parks & Public Spaces
- New Residential Offerings
- Experiential Retail
- Opportunities for Future Expansion



Incorporating a new Civic space and Community Center



Lower residential density



Provide architectural details with unique/modern features



Potentially removing or restoring existing ACE Plaza to reflect Margate history



Possible Hospitality component



Adding an experimental retail and food/beverage component (Food Hall, Brewery, Pop Stroke, etc..)



Incorporating the Assisted Living Facility as a waterfront activated mixed-use space

Site Plan & Phasing

Mixed Use City Center

900+ Residential Units

40K+ SF Destination Retail & Dining

300+ Space Parking Garage

Inviting Parks & Gathering Spaces



	Phase 1	Phase 2	Phase 3
2024	Pre-dev		
2025			
2026	Const		
2027		Pre-dev	
2028	Lease Up	Const	
2029			Pre-dev
2030		Lease Up	Const
2031			
2032			Lease Up





Community Benefits

Marquee new residential offerings for a growing city



Brookfield's unrivaled arts & events platform to activate public spaces with year-round public programming



Activated retail in new City Center & along Margate Boulevard

Leveraging our vast industry network to bring best-in-class food, dining, & entertainment



Children's play areas & recreation

Gathering spaces for all season activities

Our Retail Partners

Dining



Entertainment



Fashion

VINCE.

Lilly Pulitzer®

ANN TAYLOR

Fitness & Wellness

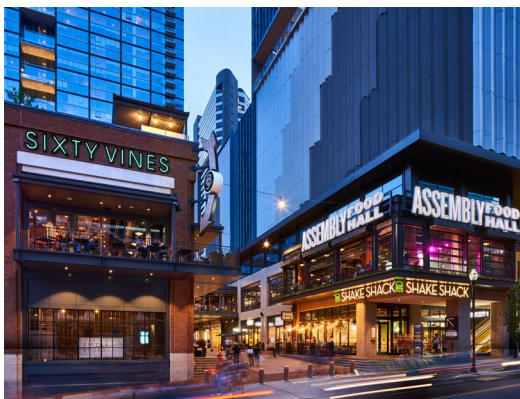
EQUINOX

SOULCYCLE®

HOTWORX®
24 HOUR INFRARED FITNESS STUDIO



Miami Design District, FL



Fifth + Broadway, Nashville

130

Retail Assets Nationwide

\$24 billion

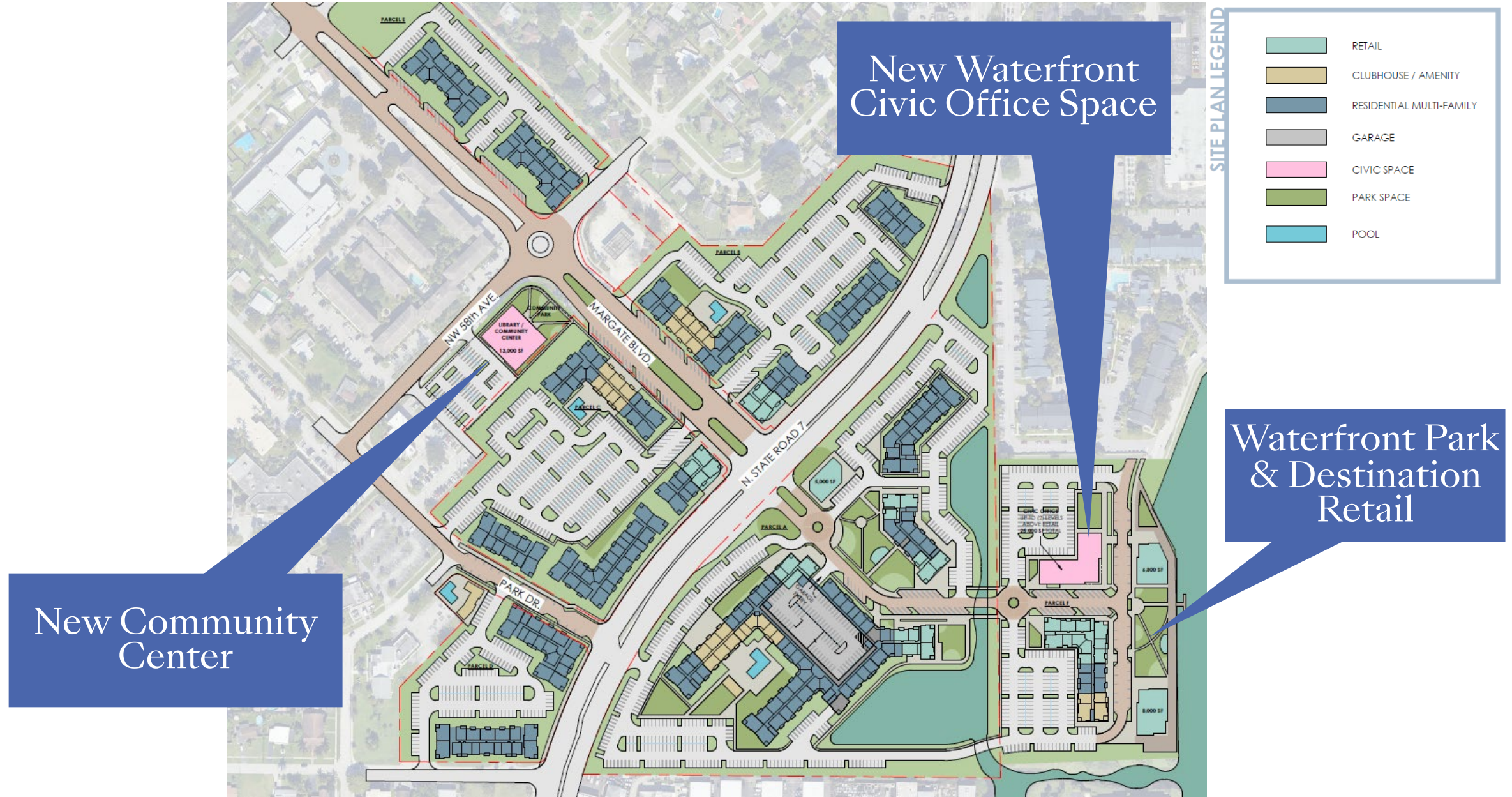
Annual Tenant Sales

450 million

Annual Customer Visits



Potential Expanded Site Plan



05 Financial Proposal: A Sustainable Partnership

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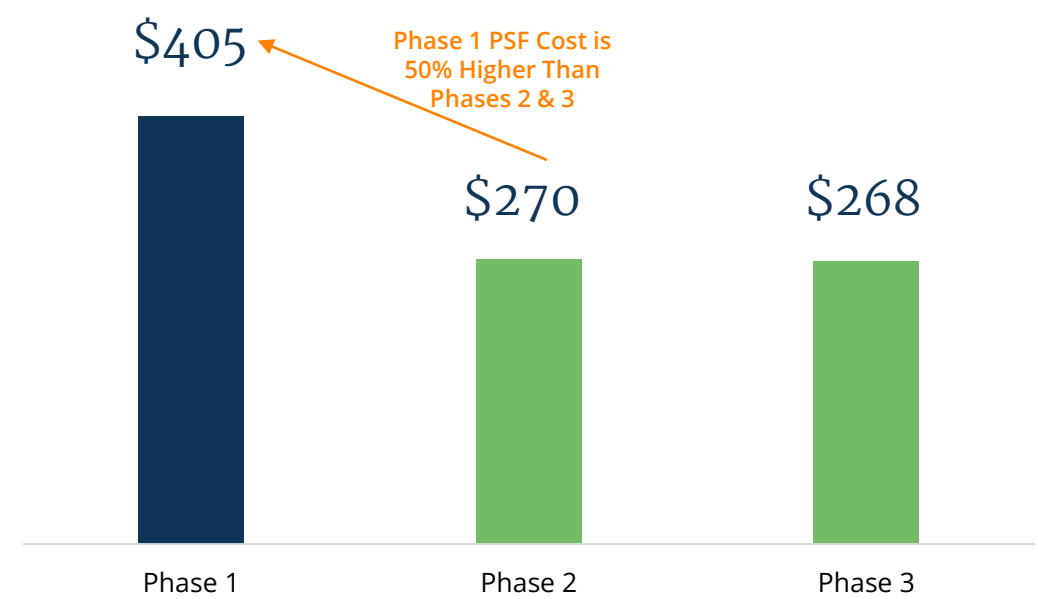


Sources	Phase 1	Phase 2	Phase 3	Total
Total Sources	\$139,605,000	\$75,866,000	\$88,527,000	\$303,998,000
Debt	76,549,000	45,520,000	53,116,000	175,185,000
Brookfield Equity	33,057,000	30,346,000	35,410,000	98,813,000
CRA Funding	30,000,000	-	-	30,000,000

Uses	Phase 1	Phase 2	Phase 3	Total
Total Uses	\$139,605,000	\$75,866,000	\$88,527,000	\$303,998,000
Misc. Soft Cost	22,855,000	11,008,000	12,252,000	46,115,000
Fees & Permits	3,550,000	2,906,000	3,433,000	9,889,000
Marketing and Leasing	647,000	515,000	610,000	1,772,000
Building Hard Costs	67,322,000	41,972,000	49,740,000	159,034,000
Structured Parking	7,956,000	-	-	7,956,000
Sitework	11,783,000	5,750,000	6,008,000	23,541,000
Contingencies & Insurance	17,585,000	9,353,000	10,869,000	37,807,000
Capitalized Operating Carry	2,353,000	1,569,000	1,729,000	5,651,000
Financing Cost	5,554,000	2,793,000	3,886,000	12,233,000

Brookfield's equity commitment is
100% discretionary & funded

\$/NSF Cost by Phase



Brookfield’s ground lease structure enables the CRA to participate economically in the success of the entire City Center project and aligns public and private interests



% of Multifamily Revenues



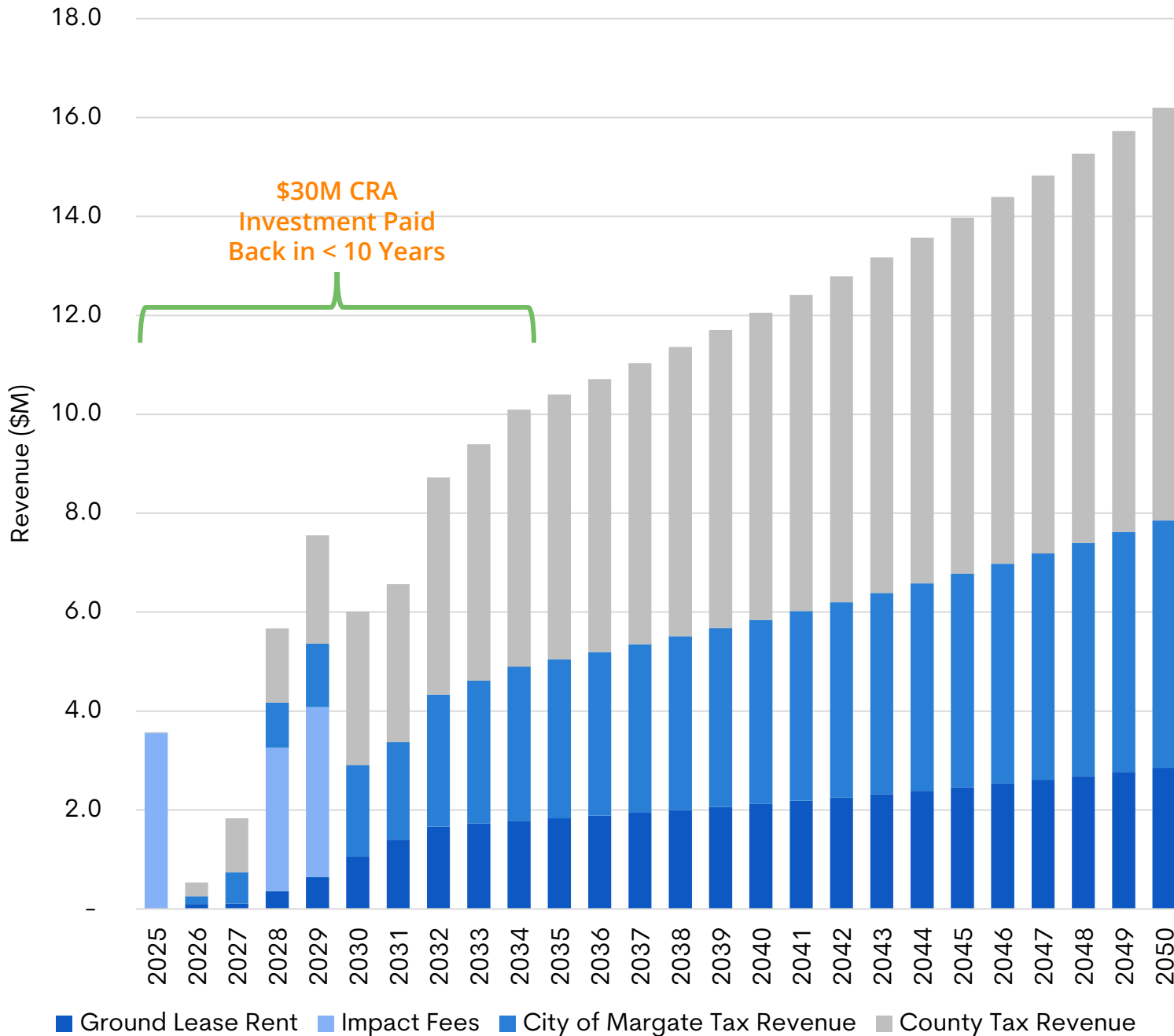
% of Retail Revenues



% of Other Revenues

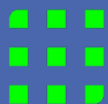
Phase	Structure	Est. Payment
Phase 1	3.25% of EGI	\$472,000 / yr (2030 start)
Phase 2	5.25% of EGI	\$537,000 / yr (2031 start)
Phase 3+	5.25% of EGI	\$642,000 / yr (2033 start)





Over \$4.9B of total revenue generated over 99 years

- The NPV of the total revenue with a 5% discount rate is **\$308M**
- The total revenue generated for the City and County from property taxes, ground lease, and impact fees over 99 years is **\$4.9B**
 - \$4.1B of taxes to the City and County
 - \$873M of ground lease revenue
 - \$9.9M of impact fees



Brookfield
Properties



Development Done Right

Unparalleled Experience

Over 50M SF in public-private projects globally

A Vision Tailored to Margate

Seamless integration of retail, residential, and civic spaces

A True Public Partner

Backed by Brookfield's expertise in hosting world-class cultural programs like Arts Brookfield

Fully Funded, Discretionary Capital

Backed by Brookfield's expertise in hosting world-class cultural programs like Arts Brookfield

Economic Alignment

Economic participation for the City in the entire development program

Maximized Value for Margate

Our development program ensures long-term tax contributions to support Margate's fiscal stability

Thank You

