

January 14, 2025

Christine Tibbs, Assistant Director
Delray Beach Community Redevelopment Agency
20 North Swinton Avenue
Delray Beach, FL 33444

RE: Request for Qualifications (RFQ) for Professional Commercial Real Estate Marketing Services
CRA NO. 2024-09

Dear Ms. Tibbs,

CBRE is pleased to respond to the Delray Beach Community Redevelopment Agency (CRA) Request for Qualifications (CRA NO. 2024-09) to provide Professional Commercial Real Estate Marketing Services. We are eager to partner with the Delray Beach CRA to successfully market and lease the West Atlantic Avenue land parcels.

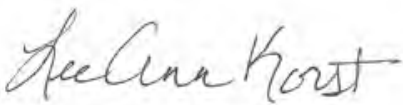
As the global leader in commercial real estate services, CBRE is exceptionally qualified to successfully execute this assignment. We fully recognize the critical role the CRA plays in fostering investment and redevelopment that not only benefit the surrounding West Atlantic Avenue neighborhoods but also enhance the city's image and create a positive first impression for visitors.

We will serve as your trusted advisor, going beyond advisory services. We will collaborate with you to thoroughly explore all potential scenarios, analyzing their financial and strategic implications and strategically marketing your project to the most suitable developers, investors, and retail users.

Our team possesses a deep understanding of the Delray Beach market and extensive experience in identifying and securing high-quality tenants for commercial real estate developments, particularly within the grocery, medical, pharmacy, and financial sectors. We have carefully reviewed the scope of work outlined in the RFQ and are confident in our ability to deliver exceptional results that align with the CRA's strategic objectives.

If we are engaged by the City/CRA, you have our personal promise that our services will be delivered in accordance with our RISE values: Respect, Integrity, Service, and Excellence. We look forward to the next steps in this process.

Sincerely,



Lee Ann Korst

Regional Manager & Senior Vice President
CBRE Public Institutions & Education Solutions



Susan Bands

Managing Director
CBRE Palm Beach County



DELRAY BEACH CRA
COMMUNITY REDEVELOPMENT AGENCY

Delray Beach Community Redevelopment Agency

PROFESSIONAL COMMERCIAL REAL ESTATE MARKETING SERVICES
RESPONSE TO RFQ 2024-09

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Narrative

SECTION 2

Proposer shall include a general introduction statement, thorough overview of the Proposer and its team members, overview/summary of the Proposer's and that of each team member's qualifications and experience who will be providing Services, and why the Proposer and its team members are qualified and experienced to provide the Scope of Services as required under this RFQ.

INTRODUCTION

Marketing Your Transformational Development Opportunity

Providing Essential Community Services at the Gateway to Delray Beach

CBRE, Inc. is pleased to present the Delray Beach Community Redevelopment Agency ("CRA") our qualifications in response to your Request For Qualifications for Professional Real Estate Marketing Services (RFQ 2024-09) to act as the CRA's agent for marketing the potential of your West Atlantic Ave. land parcels and targeting potential tenants and/or commercial developers primarily in the grocery, medical, pharmacy, and financial sectors. We have reviewed and understand the scope of work you have outlined and are eager to provide the required services needed to accomplish your real estate goals.

As the global leader in commercial real estate services, CBRE is exceptionally qualified to successfully execute this assignment. Led by Palm Beach retail-focused experts, Paul Grossman and Jack Siragusa, with the support of Lee Ann Korst and Michael McShea who bring public sector experience through our Public Institution and Education Solutions Group (PIES), we will leverage the depth and breadth of CBRE's resources to provide the CRA the unmatched service and expertise this process demands. We fully understand the importance of the CRA's mission to encourage investment and redevelopment that provide services for the surrounding West Atlantic Avenue commercial corridor neighborhoods, as well as elevate the "first impression" experience at this gateway to your city.

We are not transactional, but instead will act as your advisor in exploring all scenarios and their financial and strategic impact and ensuring your project's potential is marketed to the right developers, investors and retail users. Through potential public-private partnerships, maximizing potential sale prices, running a seamless RFP process, marketing

the opportunity to qualified developers, aiding in community buy-in, evaluating bids and providing industry-leading market research we will deliver an end product that compliments your recent efforts to create a vibrant corridor from I-95 to the beaches.

Additionally, this team has the unique ability to access today's most aggressive capital for development parcels at a local and national level, while substantiating local market assumptions through our knowledge of the properties and Delray Beach.

We believe CBRE is the ideal partner due to our multi-disciplinary, integrated approach that ensures a greater certainty of completion and we would welcome the opportunity to discuss further the many advantages CBRE can bring to the Delray Beach CRA.

Keys to Success:

An Experienced Execution Team

Proven retail and healthcare expertise with an understanding of the nuances of public sector development and goals

Compelling Story

Create demand by demonstrating the strengths of your location & its potential

Tailored Marketing Strategy

A multi-prong approach with customized materials and technology-enabled tools

Developer Outreach

Ensuring our depth of qualified developers and retail contacts are aware, engaged and compelled to compete for your land's potential



We understand this is a development project that can transform an entire community.

Our Focus on Your Goals

- Retail development primarily focused on marketing to users that will provide community services in grocery, medical/pharmacy and financial sectors
- Compatibility with adjacent neighborhoods, promotion of pedestrian activity and alignment with the aesthetics of existing West Atlantic Avenue development
- A vibrant focal point for the entrance of Delray Beach that the community will embrace
- Advisement and commitment until delivery

About CBRE

CBRE is the world’s largest, most successful commercial real estate services and investment firm (based on 2023 revenue). We offer a broad range of integrated services, including development services, property leasing, strategic consulting, property sales, program management, transaction & advisory services, project management, construction administration, facilities management, property management, investment management, appraisal and valuation services, strategic consulting, and property sales.

CBRE Overview

\$31.9B

2023 Revenue

130,000+

Employees*

100+

Countries where
CBRE serves clients

500+

Offices

118 Years

Continuous Operation
in the U.S.

~90

of the Fortune 100
are clients

#138

2024 Fortune
500 ranking

14 Years

A Fortune’s Most
Admired Real Estate
Company

OUR BUSINESS SEGMENTS

Advisory Services

- Advisory Services
- Capital Markets
- Property Management
- Valuations

2023

Revenue \$8.5B
Fee Revenue \$8.4B
Segment Operating
Profit \$1.36B

Global Workplace Solutions

- Facilities Management
- Management Consulting
- Project Management

2023

Revenue \$22.5B
Fee Revenue \$8.9B
Segment Operating
Profit \$1.00B

Real Estate Investments

- Investment Management
- Development Services
(Trammell Crow Company)

2023

Revenue \$0.95B
Segment Operating
Profit \$0.24B

2023 Business Statistics



Property Sales

Total Value **\$153.7B**

Transactions **14,750**

Property Leasing

Total Value **\$131.6B**

Transactions **60,600**

Loan Originations **\$37.4B**

Loan Servicing **\$410.5B**



Property Management

Square Feet **3.1B**

Facilities Management

Square Feet **4.2B**

Valuation & Advisory Assignments **653,050**

Project Management Contract Value **\$107.3B**

Florida's Leading Commercial Real Estate Services Firm

Statewide Coverage & Leadership

1,700
Employees

11
Offices

50+
Years

\$15.6B
2023 transaction
volume

\$3.1B
2023 sales
volume

\$4.0B
2023 leasing
volume

Palm Beach County

\$431M
2023 transaction
volume

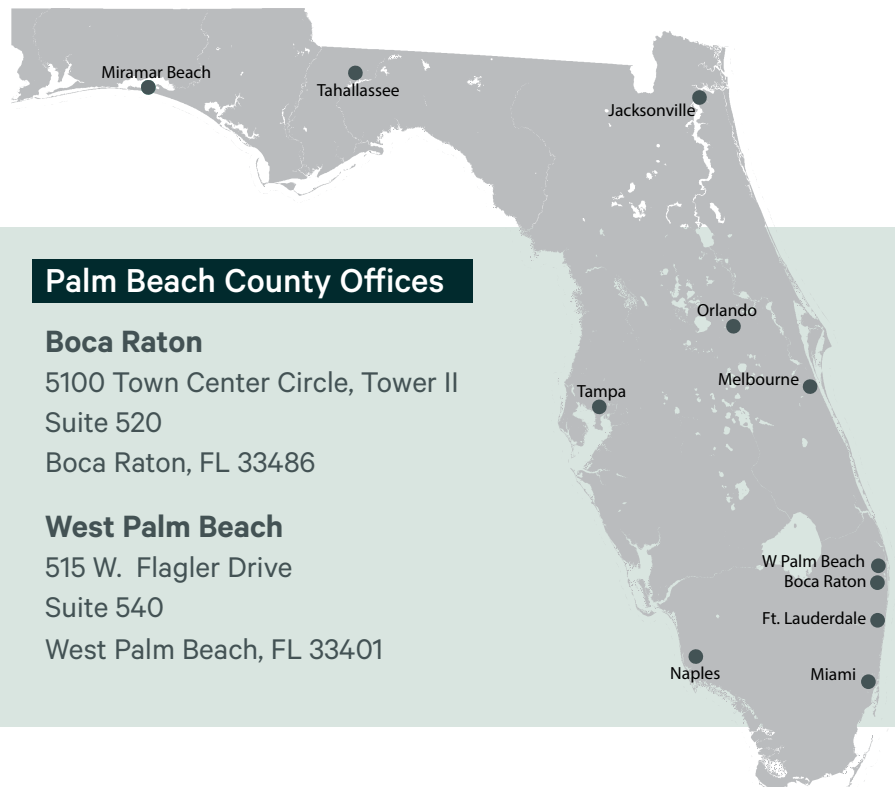
\$494M
2023 sales
volume

435
2023
transactions

#1
Global market
position in

Leasing
Property sales
Property management
Valuation

100+ Areas of Specialization



Palm Beach County Offices

Boca Raton

5100 Town Center Circle, Tower II
Suite 520
Boca Raton, FL 33486

West Palm Beach

515 W. Flagler Drive
Suite 540
West Palm Beach, FL 33401

Key Team Members

Retail Specialists



Paul Grossman
Senior Vice President
Retail Advisory Services



Jack Siragusa
First Vice President
Retail Advisory Services

Oversight



Susan Bands
Managing Director - Palm Beach
Executive Oversight

Public Sector



Lee Ann Korst
Southeast Regional Manager
Public Institutions &
Education Solutions



Michael McShea
Executive VP & Co-Founder
Public Institutions &
Education Solutions

Marketing



Nick Campbell
Property Marketing Director

Our Team is Supported By An Integrated Platform of Services

FINANCIAL CONSULTING

LAND SERVICES GROUP

CAPITAL MARKETS

LOCATION INTELLIGENCE

DEBT & FINANCE

PROPERTY MARKETING

FINANCIAL SERVICES GROUP

HEALTHCARE GROUP

VALUATION

AFFORDABLE HOUSING
GROUP

PROJECT/CONSTRUCTION
MANAGEMENT

MARKET RESEARCH

Support Team Roles



Ilyssa Ettelman
Palm Beach Retail Research

Local retail research analysis, market trends, reports, and competitive set tracking. Gateway to providing CBRE national retail research and sector-specific market activity.



David Gervais
Location Intelligence

Utilizes CBRE's location intelligence (Dimension) to analyze your trade area, site traffic, demographic trends and tell the data story to potential developers.



Chris Bodnar
Healthcare Group

CBRE's Healthcare Group can provide the connections needed to healthcare investors, pharmacies, health systems, and physician groups.



Sarah Restepo
Property Marketing

Full marketing collateral support to include Offering Memorandums, brochures, eblasts, website, marketing campaigns and special event support.



Seth Jones
Client Services/Reporting

Marketing support for property deliverables, reporting, tour packages & schedules and liaison to internal support teams.



Justin Luera
Communications/Social Media

Press releases, social media, industry event promotions, advertising and media relations that will promote your project and engage the community.



Ross Huber
Financial Consulting

Aids in evaluating bids and developer financial viability and will advise on the financial implications of any potential development and real estate transaction.



Matt Kiziah
Palm Beach Project Management

Construction management, and project management advisory to assist in evaluating developer bids and plans as well as potential tenant improvements, build-outs & capital projects.



Tess Fleming
Transaction Management

Responsible for creating client proposals, board, public hearing and CRA reporting presentations, and also manages the sales process for disposition of property.

Key Team Members



PAUL GROSSMAN RETAIL & DEVELOPMENT

Paul Grossman specializes in retail occupier and agency advisory throughout South Florida and beyond. With over 17 years of brokerage and development experience, Paul's concentration is primarily high-street and major project restaurant and retail, "better brand" representation, lifestyle and mixed use projects, and ground up consulting through lease-up.

Paul has expert knowledge in pre-construction consultation, permitting and approval advisory, place-making, and connecting networks to expedite conversations and outcomes. Combining the utilization of CBRE's extensive science and data platform capabilities with his market knowledge and wide reaching network, Paul is able to successfully position his partners for long term success, both in the agency and occupier fields.

Paul is consulting on numerous assignments throughout South Florida, focused on creating a viable, sustainable and attractive merchandising mix.



JACK SIRAGUSA RETAIL SPECIALIST

Jack Siragusa specializes in both the retail occupier and agency sectors, leveraging over 14 years of experience in his work throughout South Florida, Chicago and beyond.

Jack's robust network of retail relationships, specifically in the grocery and neighborhood center retail, set him apart in the field. Combining the utilization of CBRE's extensive science and data platform capabilities with his market knowledge and wide reaching network, Jack will successfully position the CRA for long-term success at your W. Atlantic Ave project.

Jack represents a diverse array of tenants including Retro Fitness, Comerica Bank, Nordstrom Rack, Self Esteem Brands, Il Mulino, US Foods, Lacoste, Mavis Tire, Clean Eat, Renew Anchored Dentures, Duck Donuts & Armazem, among others. Jack also has extensive and successful leasing experience in mixed-use developments, urban high rises and traditional shopping centers. Property owners that he has represented include: The Sterling Bay Companies, Citigroup, GW Properties, Lodging Capital Partners and Fortress Investment Group among others.

>> View full resumes in the Appendix.



LEE ANN KORST

PUBLIC SECTOR SPECIALIST

Lee Ann Korst represents CBRE's Public Institutions Group and has previous experience working with the City of Delray Beach. She will ensure every step of the development process is evaluated from a public sector perspective. She currently manages contracts for the States of Florida, Tennessee and South Carolina, and Cities of Miami, Hollywood and Pompano Beach, to name a few.

Lee Ann has managed the State of Florida account since 2011 by providing strategic advisory services, and led the CBRE team responsible for publishing the State's Real Estate Optimization Plan that identified between \$70-100M in annual savings. Most recently, Lee Ann managed the disposition of a variety of State-owned property, achieving 30.4% above the minimum bid price for the properties. Lee Ann has also co-led several Public-Private Partnerships, including high profile marina redevelopments, build-to-suit City administrative headquarters and re-negotiating long term ground leases for development purposes.



MICHAEL MCSHEA

PUBLIC SECTOR LEADER

Michael B. McShea is a co-leader of CBRE's state and local government practice. Michael provides strategic planning, development advisory, brokerage and other associated real estate services to government entities nationwide.

Mr. McShea manages some of the nation's most significant state and local government projects and portfolios. He has provided development advisory services for the cities of Indianapolis, IN, Mobile, AL, Ann Arbor, MI and Miami, FL on economic development initiatives and public-private partnerships.

Mr. McShea has developed strategic plans for various government entities including, most recently, the states of Florida, South Carolina, Oakland, California and Mobile, Alabama. He has implemented strategic real estate plans for the City of New York, as well as the states of Arizona, Colorado, Maryland, Michigan, and Pennsylvania. Mr. McShea is currently advising the North County Transit District in Oceanside, CA on the development of a 10-acre TOD site surrounding the Oceanside Transit Centers, as well as numerous other ongoing P3 projects.

Our Qualifications

Public Institutions & Education Solutions Group

CBRE's Public Institutions and Education Solutions Group (PIES) is a national division of the company that partners with state, county, city and educational institutions to formulate and implement real estate strategies. Government and education entities access the specialized services of the PIES group from more than 160 offices across the country.

At CBRE, we understand that public education institutions have specialized commercial real estate requirements and face unique challenges in the marketplace, including financial pressures related to funding limitations and budget reductions. Educational institutions also must confront constant pressure to accommodate directives without materially increasing staff and resource constraints. Our network of dedicated public institution and education advisors provides the full resources of CBRE's integrated platform to help educational institutions solve these challenges.

Educational institutions are focused on monetizing assets and edge of campus development. CBRE services that are often enlisted to optimize assets are as follows:

- Acquisition and disposition of government properties
- Real estate portfolio planning and management
- Evaluation and structure of public-private partnerships
- Development advisory and financial modeling
- Special purpose buildings: City Hall / laboratory and data centers / government centers
- Economic development studies
- Highest and best-use studies
- RFP development, distribution and analysis
- Energy / sustainability consultations
- Asset valuations
- Construction cost estimating
- Facility management
- Construction / project management
- Tenant Representation
- Landlord Representation
- Facilities Condition Assessments
- Asset Inventory

MUNICIPAL EXPERIENCE

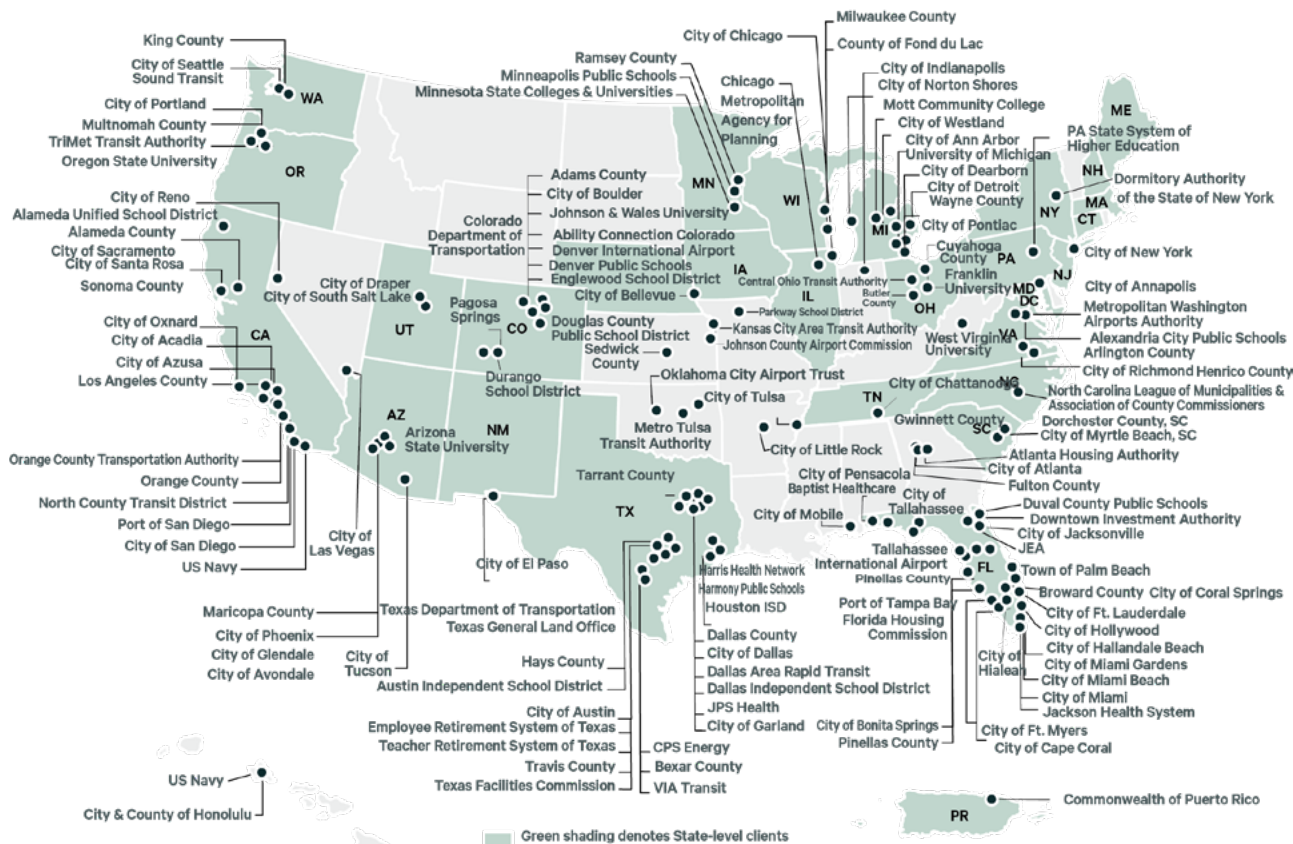
75
Cities & Counties

100+
Million SF

20+
Team Members

28
States

\$3B in revenue
returned to public
sector clients
through sales and
ground leases



P3 Development

CBRE's PIES team brings a track record of success in attracting developer proposals for property owned by public sector clients as shown on the below map. These projects demonstrate our extensive experience and successful track record of developer solicitation, evaluation, and negotiation to deliver highly beneficial projects to our public sector clients.

KEY ADVANTAGES

- Transfers risk from the agency to a private sector partner
- Reduces agency capital burden; generates revenue
- Allows agency access to the best practices (construction management, private sector procurement) and market knowledge (feasibility, competitive pool) of the private sector
- Allows for redevelopment/repurposing of underperforming or nonperforming assets
- Produces incremental cash flow, increased amenities and synergistic development
- Increases the chance for success and speed of project delivery

OBJECTIVES

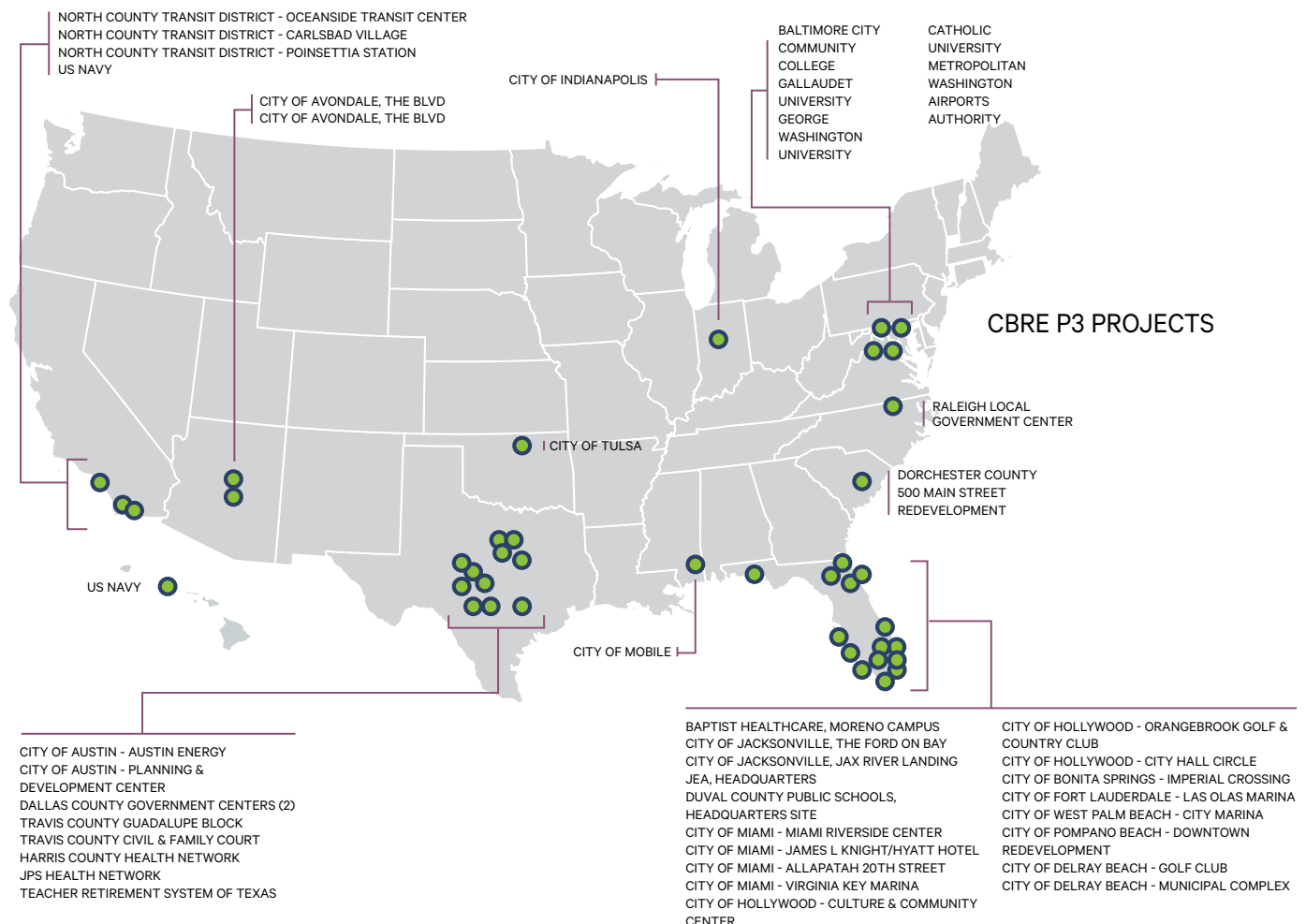
Economic development, asset monetization, improved/increased amenities in a mixed-use development or a combination of public and private uses.

TYPICAL RESULTS

Ongoing or one-time revenue, tax revenue increases, and area revitalization. A single project can prove to be the catalyst for additional private development.

STRATEGIES

Public entities typically own assets with significant development value, though may not have the internal funding for self-performance. CBRE specializes in developing creative strategies where redeployment or re-purposing produces incremental cash flow, increased amenities and synergistic development.



Development Overview

CBRE will be a hand in hand partner to the CRA advising you on the best strategy to attract offers, analyze those offers, and negotiate in your best interests. Our services include those customary in real estate transactions including serving as single point of contact with potential investors, collecting bidder questions and publishing answers, hosting pre-offer conferences and site tours, relaying all offers to the CRA in a timely fashion as required by law and our standards, comparing and analyzing offers, advising on negotiation strategies, and reporting to you on our regular process. We also regularly brief and report to our clients' stakeholder groups and will do similar for the CRA as requested.

We will support you throughout the offering process, preparing customized marketing materials, showcasing the properties to a broad range of local, regional, national, and international buyers, investors, brokers, and end users, and leading the market engagement process on your behalf. CBRE will further advise you on offer acceptance, negotiation, and the closing process.

CBRE provides the combined resources of our market-leading Palm Beach brokerage professionals and the national perspective and insights of our Public Institutions & Education Solutions team, uniquely focused on the real estate needs of states, counties and municipalities.

Our team will deliver the following services as described in detail later in this proposal:

Analysis & Preparation	Marketing	Bidding Process	Closing
– Strategy Development – Review Existing Due Diligence – Order Photography – Community Engagement – Draft Offering Memorandum – Populate Due Diligence War Room – Finalize Targeted Investor List – Weekly Status Calls	– Launch Property Web Site – Open Due Diligence Room – Call Targeted Investors – Distribute Offering Memorandum – Periodic Email Blasts – In Person Investor Meetings – Conduct Property Tours – Mitigate Buyer Objections – Determine Call for Offers Timing – Weekly Status Reports – Weekly Status Calls	– Call for Offers – Receive and Review – Qualify Investors – Confirm Bids Meet Provided Guidelines – Present Bid Summary – Solicit Second Round Bids – Review Bids and Conduct Best-and-Final Round – Overcome Buyer Objections – Final Bid Presentation – Assist with Investor selection – Assist in Obtaining Necessary Internal Approvals	– Drive Diligence Process – Facilitate Contract Completion – Gather and Provide Additional Due Diligence Information – Participate in Contract Negotiations – Close Financing – Close Transaction



CBRE's Retail Platform Will Deliver the Community Services That You Desire

As the industry's largest retail services platform, CBRE offers unrivaled experience, superior data intelligence and integrated solutions to guide retailers, restaurateurs, investors and developers to adapt and grow in an ever-evolving retail arena. Our unique vantage point allows us to capture retail clients from around the world.

Our Scale Provides an Unmatched Depth of Knowledge and Retail Insight

\$38.1B

Total Annual
Transaction Value

110+

Location Advisory
Consultants & Analysts

10,750

Retail Transactions
Per Year

450

Research & Analysts
Professionals

445

Retail Specialists
(includes affiliate offices)

120+

Retail Capital
Markets Specialists

5,000+

Retailers Leverage
Our Services

1.4B SF

Properties Under
Management

40M

Retail Analytics
Data Points

Retail Tenant Relationships

With the industry's largest retail services platform, we offer unrivaled real estate experience, superior data intelligence and integrated solutions to guide retailers, restaurateurs, investors and developers to adapt and grow in an ever-evolving retail world. The advantages of our comprehensive platform is why over 5,000 retailers leverage our services and provide invaluable relationships that can be used to your advantage in Delray Beach. Additionally, CBRE's collective South Florida Retail team has a dynamic retail tracking system which receives daily, often hourly, updates to always be current on tenants actively pursuing locations in your market.

CBRE Tenant Representation

Publix



WHOLE
FOODS
MARKET

True Food
kitchen

Winn✓Dixie

SPROUTS
FARMERS MARKET

AOE
PICKLEBALL CLUB

TRADER JOE'S

AT&T

BoConcept



CLAREMEDICA
HEALTH PARTNERS



Comerica Bank

Cumberland
FARM S

Dentologie



edenhealth

EUROPEAN
WAX
CENTER



FACE FOUNDRIE

// FORWARD

INTERIOR
DEFINE

The Mulino®
NEW YORK

instacart



LENSCRAFTERS

★ macy's



Memorial
Healthcare System

NAPA AUTO PARTS

NORDSTROM
rack

Serafina
ITALIAN RESTAURANT

OLIVER PEOPLES
LOS ANGELES

Pet Paradise
IT'S A NEW DAY IN PET CARE

plum market



QUAY AUSTRALIA

renew
anchored deliveries

Retro Fitness

saatva

BRANDS
SELF ESTEEM

SHINOLA



the bar method

TIMOTHY OULTON

Wawa

wayfair

Rowan



CBRE Network Expansion Clients

Food & Beverage



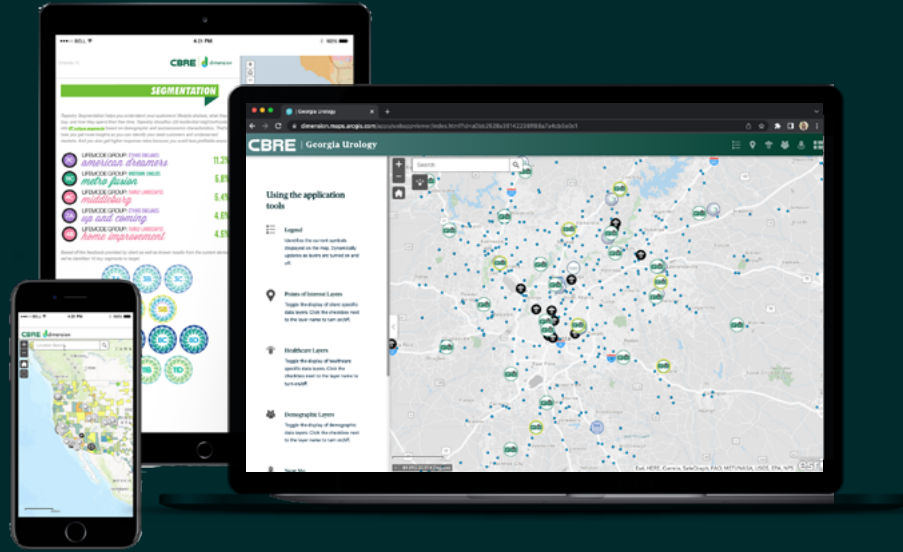
Multi-Market



Financial Clients



Engaging Leading Technology Resources



Dimension

Visually demonstrate your location's potential

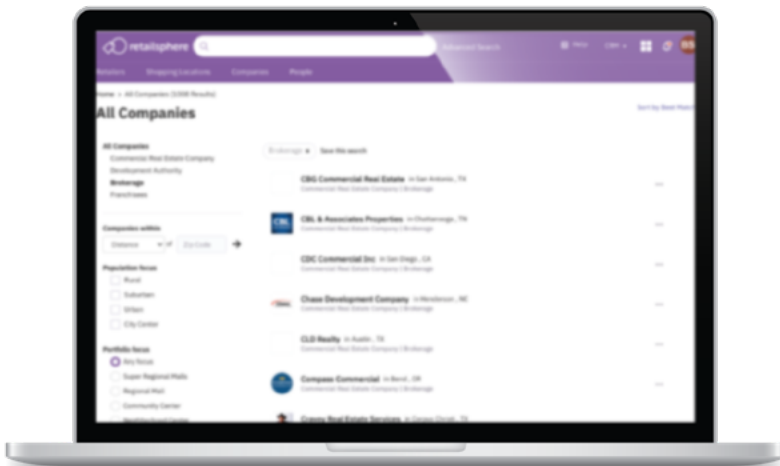
- Analyze a Retail Gap Analysis
- Over 1,000 demographic layers
- Client locations + key site details
- Competitor locations
- Customizable heat maps
- Mass mobile data technology



Retail Connections

The Retailsphere platform includes the world's largest database of 450,000 decision makers related to retail commercial real estate

- Information on large national brands
- Medical tenant data
- Expanding regional concepts
- Up-and-coming local trendsetters
- Active tenant space requirements
- Social media data



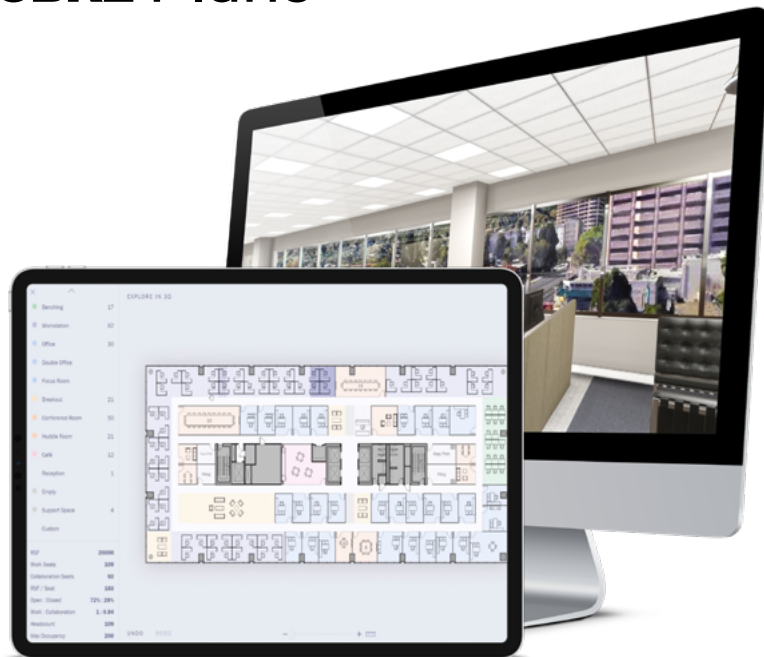
Technology is only as effective as the quality of the data that fuels it and the expertise of the organization that leverages it.



Along with our proprietary Location Intelligence platform Dimension, CBRE also subscribes to Placer.ai, which provides location analytics including visit trends, trade areas and demographics.



CBRE Plans



Space planning for Potential Users

Virtual space planning and walk-throughs of rendered floor plans in 2D and 3D

- Guide potential tenants through a virtual tour of the rendered environments
- Simulate tour experiences without a visit to the rendered space; offering an invaluable option for out-of-market tenants or spaces with limited access

CBRE Healthcare Services Group

Our healthcare group exclusively focuses on Healthcare relationships and provides leads on health systems and pharmacies currently looking to expand or relocate to additional locations.

\$3.3B+

healthcare transactions
since 2018

386K

healthcare transactions
since 2018



\$7B+

completed healthcare
construction projects

7,000+

healthcare properties
managed

3,450+

dedicated
professionals

190 MSF

inpatient, outpatient
& medical office
under management

CBRE Healthcare is a dedicated business group within CBRE focused exclusively on providing real estate and capital solutions to hospitals, health systems and pharmacies throughout the US. By offering comprehensive solutions that are unparalleled in the industry, we have developed strong relationships with the potential users your Delray Beach development should be attracting.

Some of the types of assets that we service are:

- Health System Portfolios
- Urgent Care Centers
- Outpatient Clinics
- Multi-Specialty Physician Group Facilities
- Cancer Centers
- Medical Office Space
- Regional & National Pharmacies
- Medical Fitness & Wellness Centers
- Diagnostic Centers
- Senior Care Services

Sample Active Florida Healthcare Clients





2018-2023 CBRE South Florida Land Sales

South Florida

\$1.1B

Total Value

121

Total # of Deals

914.8

Total Acres

Palm Beach County

\$174M

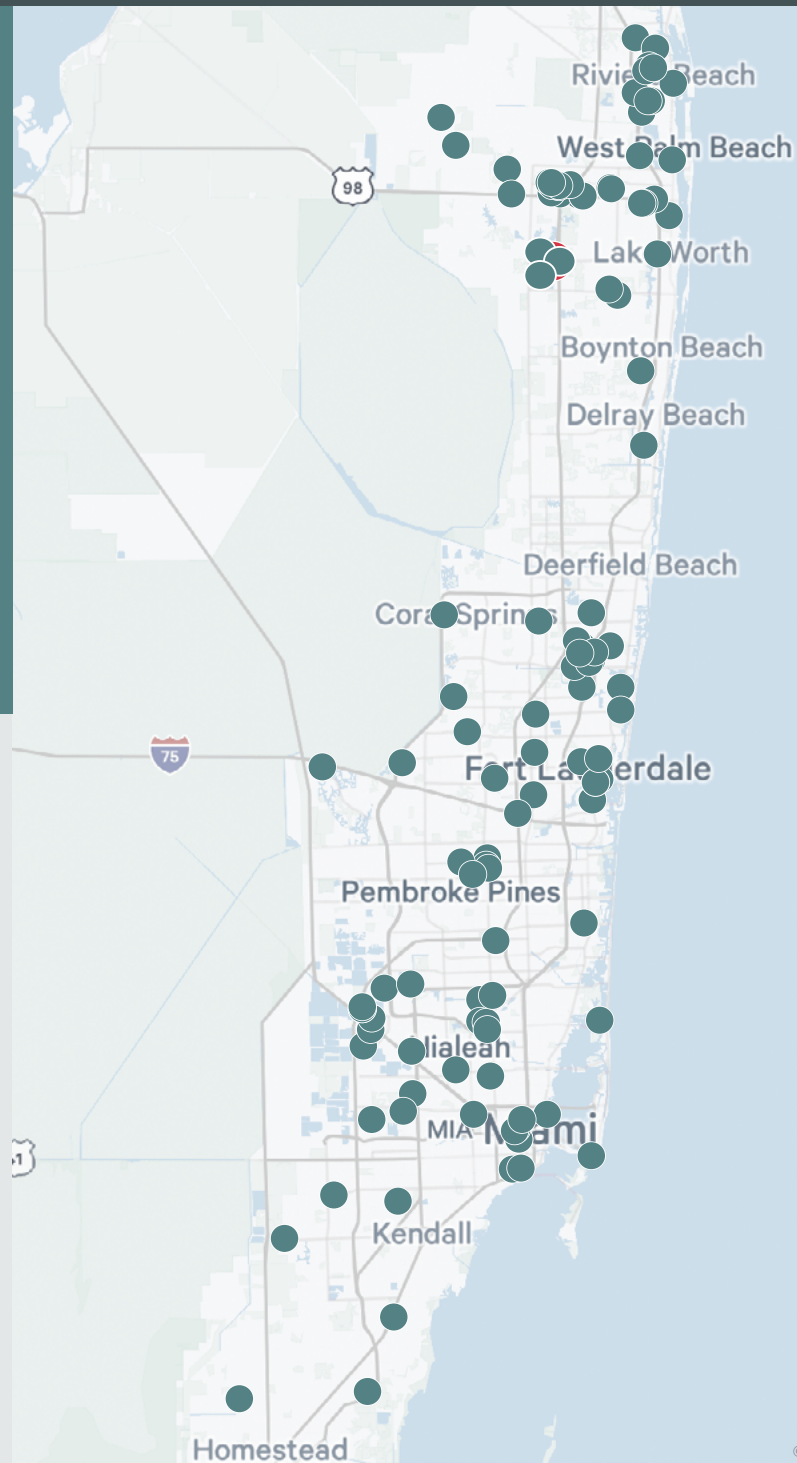
Total Value

41

Total # of Deals

238.2

Total Acres





CBRE

Information & Qualifications

SECTION 3

3.(a) Acknowledgement & Information Forms

Proposer shall complete and submit the Proposal Acknowledgement Form and Proposer's Information Form provided in Section IX, Required Forms.

The Proposer hereby acknowledges and affirms to the contents of this RFQ, its response thereto, including without limitation, all addenda have been read, understood, and agreed to by assigning and completing the spaces provided below:

A. RFQ Addendum Acknowledgment

Addendum No. 1, Dated January 3, 2025
Addendum No. 2, Dated _____
Addendum No. 3, Dated _____
Addendum No. 4, Dated _____
Addendum No. 5, Dated _____

- B. The undersigned certifies that they are authorized to sign for the Proposer (additional proof shall be submitted as required in this RFQ).
- C. The undersigned certifies that any and all information contained in response to this RFQ is true and correct.
- D. The Proposer certifies, by submission of a response to this solicitation, that neither it nor its principals or subcontractors are presently debarred or suspended by any Federal, State or City department or agency.
- E. THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF PROPOSER TO BE BOUND BY THE TERMS OF ITS PROPOSAL, FOR NOT LESS THAN 90 DAYS, AND THE PROPOSER'S UNEQUIVOCAL OFFER TO BE BOUND BY THE TERMS AND CONDITIONS SET FORTH IN THIS SOLICITATION. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED, BY AN AUTHORIZED AGENT, SHALL RENDER THE PROPOSAL NON-RESPONSIVE. THE CRA MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE PROPOSER TO THE TERMS OF ITS PROPOSAL.

RFQ CRA NO. 2024-09: PROFESSIONAL COMMERCIAL REAL ESTATE MARKETING SERVICES

Proposer's Name: CBRE, Inc.

Principal Business Address: 5100 Town Center Circle Tower II, Suite 520, Boca Raton, FL 33486

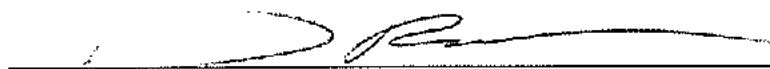
Mailing Address: 5100 Town Center Circle Tower II, Suite 520, Boca Raton, FL 33486

Telephone Number(s): +1 561 394 2100

Fax Number(s): +1 561 393 1650

Email Address: susan.bands@cbre.com

Authorized Agent Name and Title: Susan Bands, Managing Director



(Signature of authorized agent)

Date: 1/16/2025

PROPOSER INFORMATION FORM

Provide all requested information below. And review all requirements listed in the RFQ to ensure all necessary information is submitted with the Proposal.

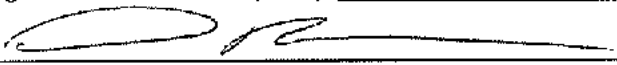
PROPOSER NAME:	CBRE, Inc.
PRINCIPAL OFFICE ADDRESS:	2121 North Pearl Street, Suite 300, Dallas, TX 75201
LOCAL OFFICE ADDRESS:	5100 Town Center Circle Tower II, Suite 520, Boca Raton, FL 33486
MAILING ADDRESS:	5100 Town Center Circle Tower II, Suite 520, Boca Raton, FL 33486
PHONE NUMBER:	+1 561 394 2100
AUTHORIZED AGENT:	Susan Bands
AUTHORIZED AGENT TITLE:	Managing Director
AUTHORIZED AGENT EMAIL:	susan.bands@cbre.com
PROPOSER REPRESENTATIVE NAME (if different from Authorized Agent):	Lee Ann Korst
PROPOSER REPRESENTATIVE EMAIL (if different from Authorized Agent):	LeeAnn.Korst@cbre.com
PROPOSER REPRESENTATIVE PHONE NUMBER: (if different from Authorized Agent):	+1 850 251 9319
FEDERAL EMPLOYER IDENTIFICATION NUMBER:	95-2743174
LEGAL STRUCTURE:	Corporation
STATE OF INCORPORATION OR ORGANIZATION:	Delaware (Corporate #: 0777218 Delaware Secretary of State)
DATE OF INCORPORATION OR ORGANIZATION:	Dec 15, 1971
DATE AUTHORIZED TO DO BUSINESS IN FLORIDA:	Oct 22, 1980

REVIEW ALL SOLICITATION DOCUMENTS TO ENSURE ALL REQUIRED INFORMATION IS INCLUDED WITH THE SUBMITTED PROPOSAL.

By signing this document, the Proposer agrees to all terms and conditions of this Solicitation and the resulting contract/agreement.

Proposer's Name: CBRE, Inc.

Authorized Agent Name and Title (Print): Susan Bands, Managing Director


(Signature of Authorized Agent)

Date: 1/16/2025

3.(b) Evidence of Signature Authority

Anyone signing Required Forms as an authorized agent must submit legal evidence of signature authority with the Proposal.

DocuSign Envelope ID: 80D1A97D-6F23-45DF-8123-986E3DC74F07

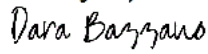
UNANIMOUS WRITTEN CONSENT OF THE BOARD OF DIRECTORS OF CBRE, INC.

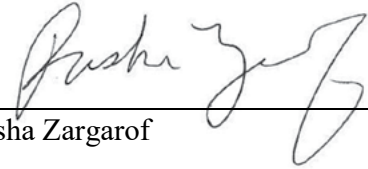
May 8, 2019

The undersigned, being all of the members of the Board of Directors (the “Board”) of CBRE, Inc., a Delaware corporation (the “Company”), acting without a meeting pursuant to Section 141(f) of the Delaware General Corporation Law and in accordance with the Company’s by-laws, hereby take the following actions as of the date set forth above:

RESOLVED, that all Managing Directors and their designees are hereby authorized to execute all agreements to which the Company is or will be a party (such as commission, listing, representation, services, management or co-brokerage agreements) and all transactional documents drafted, prepared, revised or signed by a real estate licensee for any transaction for which a real estate license is required, as permitted or required by the laws, rules and regulations of the jurisdiction in which the office is located, subject to receipt of any prior approvals required under the internal policies of the Company.

IN WITNESS WHEREOF, the undersigned have signed this consent as of the date first set forth above.

DocuSigned by:

612725D8CAE5425...

Dara A. Bazzano


Pasha Zargarof

3.(c) Professional Licenses

Proposer must hold all necessary, applicable professional licenses required by the County, City, and State of Florida all other regulatory agencies necessary to complete the services pursuant to this RFQ. Proposer shall obtain, at the Proposer's expense, any permits, certificates and licenses as may be required in the performance of services specified (including obtaining a City of Delray Beach Business Tax Receipt prior to the execution of an Agreement).

CBRE

Boca Raton Office

License: BO2025101

Expiration: MARCH 31, 2026



Ron DeSantis, Governor

Melanie S. Griffin, Secretary

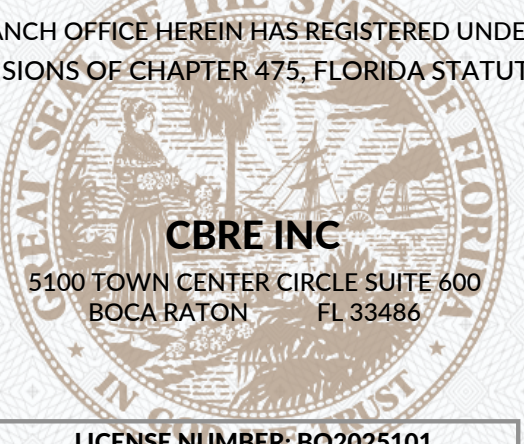


STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

DIVISION OF REAL ESTATE

THE BRANCH OFFICE HEREIN HAS REGISTERED UNDER THE
PROVISIONS OF CHAPTER 475, FLORIDA STATUTES



CBRE INC

5100 TOWN CENTER CIRCLE SUITE 600
BOCA RATON FL 33486

LICENSE NUMBER: BO2025101

EXPIRATION DATE: MARCH 31, 2026

Always verify licenses online at [MyFloridaLicense.com](https://myfloridalicense.com)

ISSUED: 03/28/2024

Do not alter this document in any form.

This is your license. It is unlawful for anyone other than the licensee to use this document.





State of Florida License (Established 1980)

State of Florida Department of State

I certify from the records of this office that CBRE, INC. is a Delaware corporation authorized to transact business in the State of Florida, qualified on October 22, 1980.

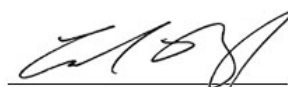
The document number of this corporation is 847299.

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 April 18, 2024, and that its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Twenty-eighth day of May,
2024*




Secretary of State

Tracking Number: 8627203057CU

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

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

Broker Licenses

Paul Grossman
License: SL3511423
Expiration: MARCH 31, 2025

LICENSEE DETAILS		10:07:12 AM 1/13/20
Licensee Information		
Name:	GROSSMAN, PAUL (Primary Name)	
Main Address:	10155 CAMEILLA ST PARKLAND Florida 33076	
County:	BROWARD	
License Information		
License Type:	Real Estate Broker or Sales	
Rank:	Sales Associate	
License Number:	SL3511423	
Status:	Current,Active	
Licensure Date:	08/10/2021	
Expires:	03/31/2025	

Jack Siragusa
License: SL3515686
Expiration: MARCH 31, 2025

LICENSEE DETAILS		8:33:21 AM 1/10/2025
Licensee Information		
Name:	SIRAGUSA, JOHN R (Primary Name)	
Main Address:	182 BEACON LANE JUPITER Florida 33469	
County:	PALM BEACH	
License Information		
License Type:	Real Estate Broker or Sales	
Rank:	Sales Associate	
License Number:	SL3515686	
Status:	Current,Active	
Licensure Date:	09/17/2021	
Expires:	03/31/2025	

Lee Ann Korst
License: SL324575
Expiration: SEPTEMBER 30, 2026

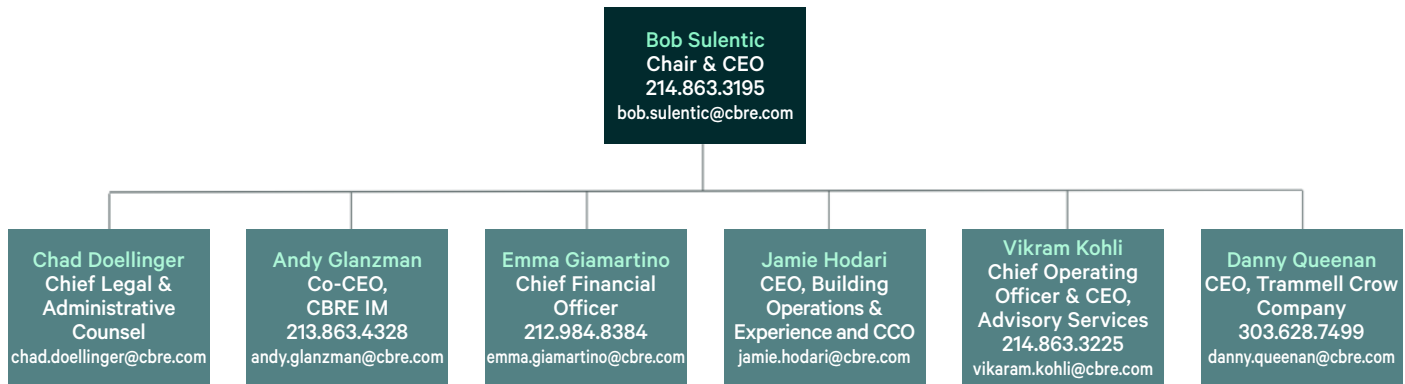
LICENSEE DETAILS		8:34:02 AM 1/10/2025
Licensee Information		
Name:	KORST, LEE ANN LLC (Primary Name)	
Main Address:	1489 ALLIGATOR DRIVE PANACEA Florida 32346	
County:	FRANKLIN	
License Information		
License Type:	Real Estate Broker or Sales	
Rank:	Sales Associate	
License Number:	SL3242575	
Status:	Current,Active	
Licensure Date:	02/21/2011	
Expires:	09/30/2026	

Michael McShea
License: BK3077020
Expiration: SEPTEMBER 30, 2025

LICENSEE DETAILS		8:34:02 AM 1/10/2025
Licensee Information		
Name:	MCSHEA, MICHAEL B (Primary Name)	
Main Address:	P.O. BOX 5000 PMB #63 RANCHO SANTA FE California 92067	
County:	OUT OF STATE	
License Information		
License Type:	Real Estate Broker or Sales	
Rank:	Broker Sales	
License Number:	BK3077020	
Status:	Current,Active	
Licensure Date:	02/24/2004	
Expires:	09/30/2025	



3.(d) Company Principals



3.(e) Ownership Changes

CBRE is a publicly traded company on the NYSE. There have been no ownership changes for CBRE in the past five (5) years.

3.(f) Bankruptcy & Litigation

There have been no bankruptcy filings by CBRE or proposed team members in the past ten years.

As a global firm with more than 130,000 employees, from time to time CBRE is involved in litigation incidental to its business. As a public company, any material litigation is disclosed in our SEC filings. In the company's opinion, no litigation to which CBRE is currently a party, if decided adverse to the company, is likely to have a materially adverse effect on CBRE's ability to perform for the CRA.

3.(g) Conflict of Interest

No principal, partner, officer, director, employee, staff member, team member, agent, or personnel of CBRE is an employee of the CRA.

As indicated on the Conflict of Interest form in section 8, CBRE currently has no conflicts of interests for the scope of work outlined in RFQ 2024-09.

3.(h) Evidence of Insurance

ACORD		CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY) 8/23/2024																																																	
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 OF A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER. IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must 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).																																																					
PRODUCER Aon Risk Services of the Northeast, Inc. Stamford CT Office 1600 Summer Street Stamford CT 06907-4907 USA			CONTACT NAME: PHONE (A/C, No. Ext): (866) 283-7122 PHONE (A/C, No.): (800) 363-0105 E-MAIL ADDRESS:																																																		
INSURED CBRE Group, Inc., and Subsidiaries 2121 N. Pearl Street Suite 300 Dallas, TX 75201			<table border="1"> <thead> <tr> <th>INSURERS AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> </thead> <tbody> <tr> <td>INSURER A: Zurich American Insurance Company</td> <td>16535</td> </tr> <tr> <td>INSURER B: ACE Property & Casualty Insurance Co.</td> <td>20699</td> </tr> <tr> <td>INSURER C: American Zurich Insurance Company</td> <td>40142</td> </tr> <tr> <td>INSURER D: Factory Mutual Insurance Company</td> <td>21482</td> </tr> <tr> <td>INSURER E:</td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> </tr> </tbody> </table>			INSURERS AFFORDING COVERAGE	NAIC #	INSURER A: Zurich American Insurance Company	16535	INSURER B: ACE Property & Casualty Insurance Co.	20699	INSURER C: American Zurich Insurance Company	40142	INSURER D: Factory Mutual Insurance Company	21482	INSURER E:		INSURER F:																																			
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DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / (Attach ACORD 101, Additional Remarks Schedule, if more space is required) Certificate Holder is an Additional Insured on the Commercial General Liability policy when agreed to in a written agreement with the Insured.																																																					
CERTIFICATE HOLDER City of Delray Beach			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 <i>Aon Risk Services Northeast Inc.</i>																																																		



CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)
10/30/2024

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.

IMPORTANT: 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).

PRODUCER Aon Risk Services Northeast, Inc. Connecticut Office 800 Connecticut Ave Norwalk CT 06854 USA	CONTACT NAME: PHONE (A/C. No. Ext): (866) 283-7122 FAX (A/C. No.): 8003630105 E-MAIL ADDRESS:
INSURED CBRE Group, Inc. and Subsidiaries 2121 N. Pearl Street Suite 300 Dallas TX 75201 USA	INSURER(S) AFFORDING COVERAGE INSURER A: American International Group UK Ltd INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:
	NAIC # AA1120187

COVERAGES	CERTIFICATE NUMBER: 570109191181	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.		
Limits shown are as requested		

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☐ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☐ PRO. ☐ JECT ☐ LOC OTHER:						EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG
	AUTOMOBILE LIABILITY ☐ ANY AUTO ☐ OWNED AUTOS ONLY ☐ HIRED AUTOS ONLY ☐ SCHEDULED AUTOS ☐ NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)
	UMBRELLA LIAB EXCESS LIAB DED ☐ RETENTION						EACH OCCURRENCE AGGREGATE
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A	E&O - Professional Liability - Primary			18255420 Claims Made SIR applies per policy terms & conditions	11/01/2024	11/01/2025	Per Claim/Aggregate SIR \$10,000,000 \$30,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Evidence of Insurance.

CERTIFICATE HOLDER

CBRE Group, Inc. and Subsidiaries
2121 N. Pearl Street
Suite 300
Dallas TX 75201 USA

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

Aon Risk Services Northeast, Inc.

Holder Identifier :

Certificate No : 570109191181



Capabilities & Approach

SECTION 4

Proposer shall include a comprehensive explanation of its overall capabilities and approach to developing marketing methods and implementing a strategic marketing plan as it relates to this RFQ. This should include an understanding of the Scope of Services; identification of issues commonly encountered, and methodology for resolution of those issues; and the process and approach to meeting the requirements given the required Scope of Services in this RFQ.

The Proposer should include any and all information they believe would be beneficial for the Evaluation Committee to consider when reviewing the Proposer's Proposal.

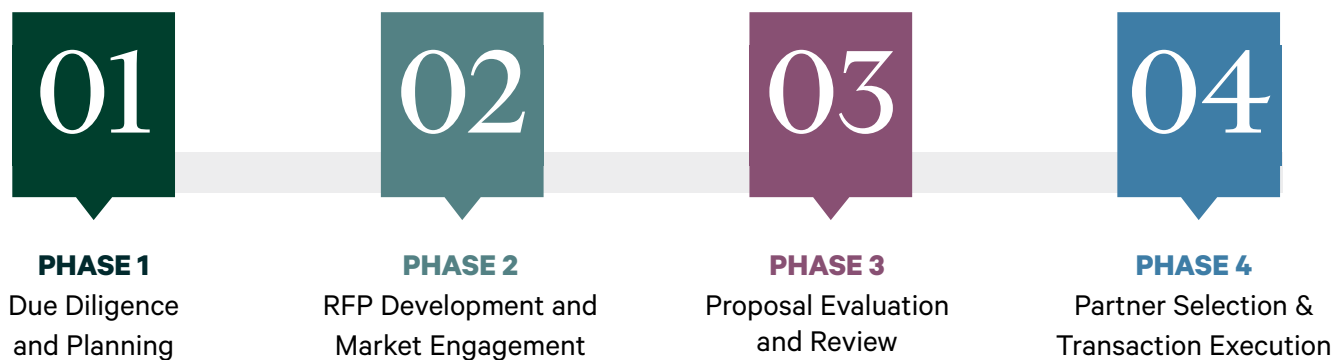
Our Approach

CBRE offers the world's leading platform and proven, transparent process for the retail development of public sector real estate. With this perspective, CBRE can advise the Delray Beach CRA on its best path forward to deliver an impactful project that furnishes your community with your desired tenants. From fee simple sales, to ground leases and P3 development option, CBRE's local, regional, and global network and databases allows our clients access to developers, finance professionals, and investors that no other firm in the industry can match. We analyze the property and marketplace in order to implement an aggressive marketing strategy and create excitement and motivation in the market, something especially important during unpredictable market cycles when many participants retreat to the sidelines.

At the start of the assignment, the CBRE team will:

- Meet with the CRA and any required stakeholders including city leadership and elected officials, to confirm all assumptions, current understanding, and any planned changes to the existing data and project goals
- Confirm our receipt of the information provided to date about the CRA's goals for the project, previous space planning and cost estimating deliverables, and ask any questions or request any additional documentation that may have become available
- Be available for CRA/City questions and CRA-desired refinements to this scope of work

Equipped with this information, the team will embark upon a four-phase proven process outlined below and described on the following pages.



Overall these steps will enable the CRA to:

- Capitalize on the favorable market conditions for retail development currently available throughout Florida
- Maximize each potential opportunity while controlling your risk
- Create customized marketing materials that promote the substantial economic potential and the financial upside for a developer
- Attract qualified buyer/developer proposals that are responsive to your goals and beneficial to your community
- Support your negotiation with interested parties to deliverable defensible, fair, and beneficial projects
- Ensure each transaction achieves your vision and maximum economic benefit for Delray Beach

PHASE 1: DUE DILIGENCE & PLANNING

At CBRE we work with municipalities nationwide undertaking similar redevelopment and sale challenges. We work with our clients to deliver important pre-planning efforts such as:

- highest and best use analysis
- lease suitability analysis and valuation
- massing and density analysis as compared to surrounding uses and zoning
- bundling and phasing recommendations to maximize value and avoid flooding the market
- market analysis confirming the viability of the desired use types from your 2012 needs assesment

With this level of analysis CBRE can then recommend a transaction strategy that aligns market forces with your property's characteristics. The team will fully review the documentation provided and other work completed on the land parcels to date such as site plans if any, preliminary financial or market analysis if any, etc. We will make recommendations and updates on these elements where appropriate and incorporate the CRA's feedback as well.

Areas for investigation include:

- How much density is possible and desirable on a site given its size, layout, traffic patterns, and relationship with surrounding uses?
- What is the market demand for the CRA's desired uses? Will the uses and densities desired translate to a market-oriented project?
- What are the likely values associated with each of the use types envisioned at various rates of density?
- What transaction structures make the most sense for the CRA based on your goals?

CBRE also recommends preparing preliminary massing/site plans at this stage to both visually and mathematically demonstrate to buyers/developers the scale and density of the development that can be achieved and the corresponding financial upside. We regularly partner with a third-party technology and architectural firm that provides these services quickly and seamlessly. Construction cost estimates must also be updated to reflect sharply increased costs post-pandemic. CBRE has entered into a strategic partnership with Turner & Townsend, a leading global cost consultancy that is available to provide updated construction cost estimates based on the required square footage,

Assess Development and Revenue Potential Available

Additionally, our advisement could include the assesment of the surrounding parcels beyond your current area of focus along West Atlantic Ave between SW 6th Ave and SW 9th Ave that have substantial development potential or have near-term development plans. These sites could be used for income-producing development and partially offset the costs of participating in redevelopment projects and reduce the amount of financing required. At all times CBRE will seek to optimize any offering to the CRA's benefit. Our comprehensive partnership will ensure compatibility with an overall strategy to improve West Atlantic Ave and promote its long-term success.

PHASE 2: RFP DEVELOPMENT & MARKET ENGAGEMENT

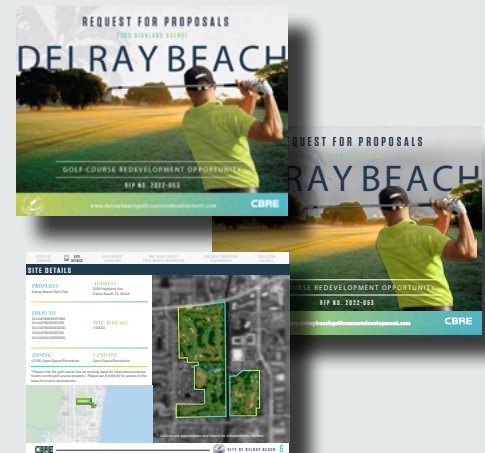
Subject to the CRA's concurrence with the due diligence findings and recommendations in phase 1, the CBRE team will collaborate with the CRA'S project team to develop and implement a solicitation process to engage prospective developers, investors and/or users by performing the following tasks:

- With your input, CBRE will apply the firm's best-in-class resources and proven RFP writers and designers to act quickly to create customized world-class marketing materials that incorporate the findings of the massing and density analysis and detail the desired project, required information, selection process, respondent qualification criteria, project approach, value parameters, etc.
- The RFP will include detailed requirements regarding the desired capacity, features, and connectivity to the existing neighborhoods, as well as specifications on the mix of uses the CRA desires, underwritten by the findings in Phase 1. It will also detail evaluation criteria, the selection process, submission requirements, and include any necessary documentation required by you.
- If the CRA requests and engages CBRE to represent it in the market, CBRE will refine our proprietary developer prospect list based on market specialization, financial capability, and compatibility with your goals for your property, incorporating development specialists, grocery-anchored developers, retail developers, and more. We will cast a wide net and provide you with an integrated team with a cohesive approach to your site.

At the CRA's discretion, CBRE can oversee the offering process on your behalf, managing all communications, hosting site tours, disseminating documents, contacting respondents for clarifications, answering questions, and collecting responses - all with your representative's integrated participation and direction.



SAMPLE MARKETING COLLATERAL



Subject to your statutory requirements, the RFP document will require detailed submissions from proposers, including conceptual designs, development pro formas, a detailed capital stack and financing plan for the project, and other submission requirements. The goal is to solicit information that demonstrates the developer's proven ability to finance and perform the elements required by the university to a high standard of quality. Specific requirements will include but not be limited to:

- A complete development plan showing the developer's approach to delivering the requested project on the specific site(s) including renderings, site plans, unit/use mix, density, parking, etc.
- Pro formas of the project(s) including returns as it relates to the valuation of the property
- A detailed description of participation scenarios including options, ground leases, joint venture participation, etc.
- The experience of the company as it relates to similar mixed-use developments, including references
- A strategy for engagement with community stakeholders
- Development timeline, schedule, and milestones
- Acceptance of binding requirements issued by the CRA
- Guarantees and risk reduction to your benefit



Sample marketing materials for Municipal Projects



Sample
Oceanfront Redevelopment
Offering Memorandum



Sample
Offering Memorandum

Marketing Strategy

When you partner with CBRE, you unlock the industry's leading marketing platform. Our team will deliver a tailored marketing strategy specific to your goals, develop a highly polished collection of materials and apply tactics and technologies that will communicate the unique value and opportunity at the CRA site.

Leveraging the firm's best-in-class resources, CBRE will deliver a sophisticated suite of custom marketing collateral complemented by virtual experiences that enable potential investors to "tour" properties from anywhere in the world—a critical element of success under current market conditions. Our bespoke marketing practices will generate powerful impressions, even if the opportunity to physically experience the offering does not exist.

Our integrated suite of virtual marketing solutions delivers maximum results.

Property Website

Our in-house web professionals are available to provide a new website experience or update availabilities using your existing web presence.

Click graphics for sample websites



NEXT LEVEL EXPOSURE

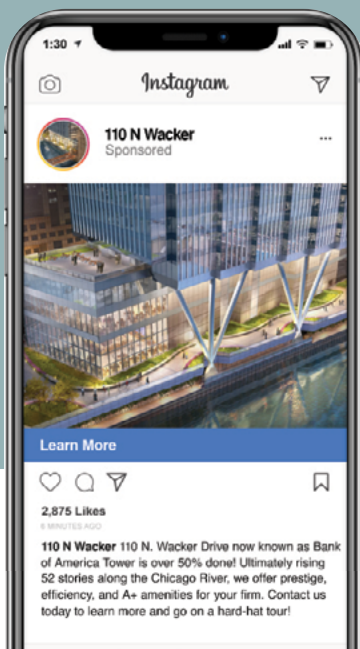
CBRE leads all commercial real estate brokerage firms in terms of print and online media coverage, according to Cision, an independent media monitoring company.



CREATIVE MARKETING
BROCHURES WILL BE
CREATED TO CONVEY
DELRAY BEACH'S
ADVANTAGES & POTENTIAL



GETTING SOCIAL



Prioritizing Share-Worthy Content

- Construction progress & space updates
- Deal announcements
- Property videos and virtual tours
- Editorial news and media coverage

Broadcast the Opportunity

EMAIL CAMPAIGNS/PROPERTY WEBSITE

- Uses CBRE's proprietary e-marketing system (campaignLogic)
- Extensive connection database
- Phased transmission to tenants and brokers
- Dedicated Web page along with CBRE Company sites, where we receive 35,000+ hits monthly



LEADING 3RD-PARTY INDUSTRY PLATFORMS



LoopNet™



CoStar™

REALTY ADS

facebook

LinkedIn

Instagram

WSJ

THE BUSINESS JOURNALS

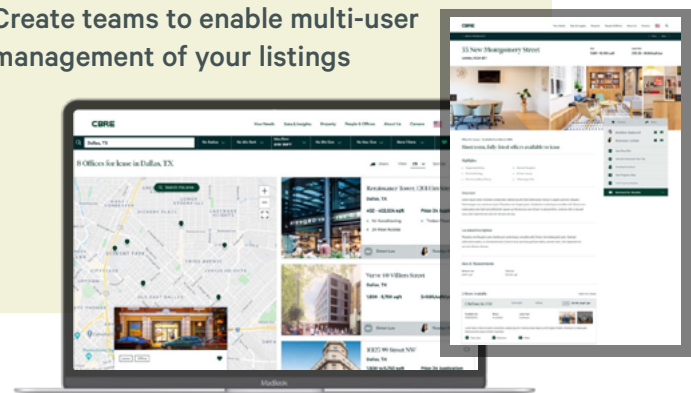


CAPITALIZE ON STRONG BROKER RELATIONSHIPS

- Meetings with local brokers to discuss the opportunity and report back to the CRA
- Host on and off-site broker events
- Send out bi-weekly e-blasts of the progress to local and national brokers
- Present opportunity at local, regional and national ICSC events

CBRE LISTINGS

- Optimize online visibility and SEO
- Control information displayed and make updates in minutes
- Easily export and send listing information to third-party listing sites
- Create teams to enable multi-user management of your listings



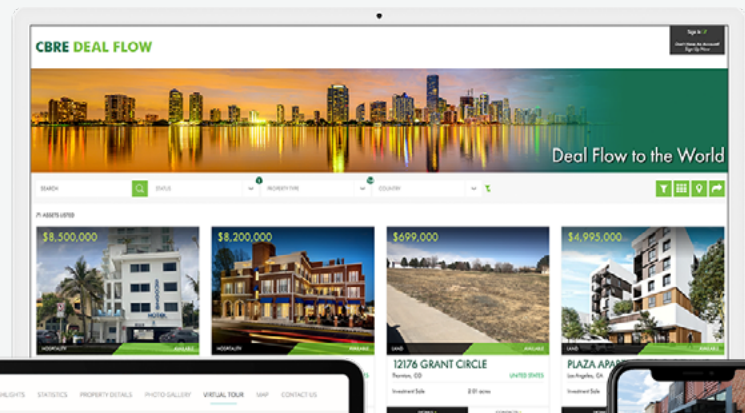


CBRE Deal Flow

Our platform to assure maximum exposure for your project to over one million potential investors and developers

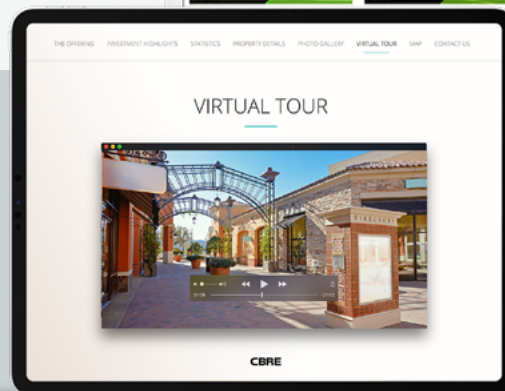
YOUR GLOBAL GATEWAY

Deal Flow is CBRE's global listing platform for all investment sales. This digital, all-in-one marketplace streamlines the entire disposition process and enables a highly customized property marketing execution—complete with website and email marketing, full-coverage tracking, a secure virtual deal room and sophisticated reporting that offers meaningful, actionable data.



BENEFIT TO THE CRA

Listings on CBRE Deal Flow are exposed to a growing database of more than 1.1 million global investors. This exposure, along with CBRE's unmatched breadth of transaction and bidder data, allows us to link qualified buyers to the right opportunities at the right time, resulting in maximized value for your Delray Beach project.



1.1M+

Investors in Our Database

430+

New Deals Brought to Market
Each Month

150K+

Site Visits Per Month

PHASE 3: PRELIMINARY PROPOSAL EVALUATION

CBRE will support the CRA's evaluation and selection committee's activities as an independent body. When offers are received, CBRE will complete a thorough analysis of the financial projections and plans of the developers and opine on their feasibility and reasonableness. We will present information for your consideration on best path forward for the project based on rigorous review of items such as:

- Overall strength of the offers, including revenue viability and details of the project to be delivered
- Overall plan for the retail development and any additional commercial development
- Risk assessment for each finalist team (including but not limited to closing contingencies / certainty, development plan, financing, construction, and delivery)
- Financial return to you including evaluation of transaction terms and assumptions

The review process will adhere to the evaluation criteria provided with the solicitation and include items such as:

- Was all requested information provided?
- How well do respondents achieve the qualifications requirements established in the offering?
- What is the respondents' past experience on comparable office and mixed use projects?
- What feedback did the developers' references provide? Are there red flags?
- How well-capitalized are the respondents? Will they have the sources and proof of debt and equity to deliver the project?
- How qualified are the individuals proposed to work on the project?



The CBRE team will compare all proposals on a like-kind basis and support the CRA due diligence and selection process considering the following:

- Submission quality including objective and subjective criteria
- Interviews with proposal teams
- Proposer financial strength and experience with similar developments at this scale
- Risk issues for all parties

Vetting developer assumptions to prove project viability

CBRE provides development and construction professionals to examine developer proposals for assumptions and risks that may impact the project's viability. We break down the buzzwords into plain language to ensure the project will deliver as promised.

Specifically, CBRE's Project Management (PJM) team will complete the following tasks to review and analyze received proposals in detail and render a qualitative analysis in each of the following areas:

Cost Study

- Detailed review of all hard construction and project soft costs
- Review of all the metrics (costs per square feet and/or unit) to establish benchmark relativity to the market and the industry
- Contingency levels held including forecasts for market escalation
- Assessment of financial risks
- Review of clarifications, assumptions, and qualifications of cost
- Review of costs held for potential off-site development, impact fees, infrastructure improvements and services

Schedule Analysis

- Based on the proposed improvements and assumptions in the proposal, we will develop a critical path baseline schedule
- The baseline schedule will include durations and activities related to typical jurisdictional approvals including zoning and permitting, design, procurement, site prep, onsite construction, off-site improvements, and commissioning
- The baseline schedule will then be compared to the proposed project timeline. The proposer's schedule will be tested against our baseline's critical path in an effort to extract inconsistencies or conflicts in the schedule logic. Any inconsistencies will be flagged and included as follow up items in the final report.

Feasibility and Constructibility Review

- Review the design and structural composition of the proposed improvements and facilities, ensuring they are in keeping with the City's space and quality standards
- Compare the design elements against the site geometry, surrounding improvements, and the environmental conditions of the planned construction area
- Review and comment on any specific construction details or methods if included in the developer's response
- Identify any logistical challenges to the proposed improvements such as access, use restrictions, geotechnical or sea wall concerns
- Comment on any procurement or other market conditions that may impact or cause significant change to the intended improvements. This may include but not be limited to global market pressure on construction commodities, geographic shortages in skilled construction labor, etc.



Financial Proposal Review

Understanding the financial implications of developer proposals is a key element to a successful project. CBRE's Financial Consulting Group (FCG) specializes in providing fully customized financial analyses that empower clients to make informed real estate decisions. Undertaken at both a qualitative and quantitative level, FCG professionals assist in thoroughly examining critical financial issues throughout the transaction process.

The team will concisely and accurately present all financial metrics relevant to your internal decision-making process on a cash flow and Net Present Value basis. All analyses include executive summaries, detailed schedules, and undergo a rigorous peer review process.

The review will include:

- Pro Forma Analysis
- Cash Flow Analysis
- Review of proposer's financials
- Sources of Debt / Equity

[illegible]

PHASE 4: PARTNER SELECTION & TRANSACTION EXECUTION

Following the findings in Phase 3, CBRE will work with the CRA to finalize your choice for the preferred developer. This process may take the form of a “Best and Final Offer” (BAFO) round of submissions if allowed by your procurement procedures. We have found that BAFO rounds can be very useful in competitively improving targeted aspects of a transaction (pricing, deposits, timing, etc.). Following the completed RFP/BAFO round, you will be in a position to select the right development partner that best meets your needs. CBRE’s team will work with the CRA’s legal counsel to create a detailed business term sheet that will become a Letter of Intent (LOI) for the Project. The LOI is an important document for memorializing the important details of the transaction as we move into the final document negotiation and execution phase.

Upon execution of the final LOI, we will move into the final phase of the transaction process. This will involve drafting, negotiating, and executing the binding documents that govern the relationship between the City and the selected development partner. We anticipate that the final binding documents will include a Development Agreement (governing the relationship prior to construction), a Ground Lease (governing the period of the construction and the ground lease term) and a long-term Operating Agreement (if separate from the ground lease). The CBRE team assigned to this project has significant experience with these documents (and negotiating the same).

We pride ourselves in assisting our clients not only with the “big picture” aspects of the financial results but also in all the details that could affect the economic return, risks or schedules of the project. CBRE will assist with negotiating and executing all necessary documentation including but not limited to:

- Letter of Intent
- Land leases
- Development and Operating Agreements
- Common area and/or required easements
- Joint Venture Agreements if applicable

CBRE will provide deliverables and documentation supporting the justification for the final decision, and an implementation roadmap for next steps to achieving the project.



Valuation Services

At CBRE we have an unrivaled platform providing property appraisals & assessments across all property types.

Industry-Leading Reports & Analyses

We empower clients to make informed business decisions by providing accurate and reliable insights backed by the most comprehensive data and professional experience.

Trusted, Independent Advisors

We serve as independent advisors, offering a consultative approach and flexible solutions that are customizable to meet specific client requirements.

Premier Platform & Global Scale

We cover virtually all property types and geographies, from large, multi-market portfolios to single parcel land sales to special-use assets, and can accommodate compressed deadlines and multi-year engagements.

CBRE, Inc. has over 60 appraisal professionals throughout Florida. Included among our assignments was the appraisal of over 450 properties over the last three years. This includes both eminent domain appraisal reports, litigation and transactional appraisals. Property types included: land, residential, proposed retail, industrial, flex space, medical, funeral homes, affordable & senior housing, golf courses and office. CBRE, Inc. has a dedicated staff in Florida to value agribusiness, land and natural resources that provides additional insight to non-standard land buyers.

We have eight professionals that have significant experience valuing government assignments that include: advance acquisitions, partial fee acquisitions, partial easement acquisitions, whole take acquisitions, port properties, airport properties, submerged lands, etc. We have also consistently worked on a number of right-of-way projects throughout Florida including for the Florida Department of Transportation.

Broker Opinion of Value (BOV)

In some cases, a Broker Opinion of Value (BOV) may be preferred to a formal appraisal. Although a BOV is not provided by a certified appraiser, it is a very useful tool to gauge potential value of a property. This value estimate can be used to evaluate various scenarios, test the market, and develop financial models for returns, development potential, and more. CBRE determines the competitive market price for properties by visiting the property, collecting pertinent information and

details - such as income, expenses, physical condition, deferred maintenance, tax, zoning, and environmental data - as well as assessing the local macro conditions that may impact value such as job growth, transportation, population growth, etc. After reviewing the information and analyzing recent comparable sales and leases, CBRE provides a Broker Opinion of Value (BOV) based on the value that the market will place on the property. CBRE's BOV includes:

BOV CONTENTS

I. EXECUTIVE SUMMARY

SUMMARY

PROPERTY OVERVIEW

KEY CONSIDERATIONS

OPINION ON RANGE OF VALUE

- High Value Range
- Probable Value
- Low Value Range

II. PROPERTY OVERVIEW

PROPERTY DESCRIPTION

PROPERTY ANALYSIS

- Strengths, Weaknesses, Opportunities, Threats

SITE CONSIDERATIONS

- Access and Street Improvements
- Traffic Count (if applicable)
- Topography and Drainage
- Impairments
- Soils (if reports are available)
- Utilities (Availability and Sources)
- Flood Zone
- Hazardous Materials and Operation
- Zoning and Community Plan
- Easements, Encroachments and Restrictions

LOCATION DESCRIPTION

- Strengths and Weaknesses

NEIGHBORHOOD DESIRABILITY

PRIOR ASSESSED VALUE

DEMOGRAPHICS

- Past 3 Years; 1, 3 & 10-mile Radius

III. MARKET OVERVIEW

SUBMARKET OVERVIEW

BARRIERS TO ENTRY

LEASE & SALE COMPARABLES

- Property Photos
- Addresses
- Square Footage
- Lease Rate/Sale Price
- Terms of Lease/Sale
- Date Leased/Sold
- Pertinent Comments

NEW CONSTRUCTION

PLANNED DEVELOPMENTS

IV. OPINION OF VALUE

VALUATION CONCLUSION

PURPOSE OF PRICING OPINION

VALUATION METHODOLOGY

Methodologies Considered:

- Comparable Sales Approach
- Income Capitalization Approach
- Replacement Cost
- Residual Land Value

ASSUMPTIONS

- Revenue Assumptions
- Expense Assumptions
- Other Assumptions

COMMENTS

1-YEAR PRO FORMA

Sample BOV





Benefits to Delray Beach

Our network works for you



Commercially Familiar Process

- Reduce perception of complex and prolonged public sector process
- Clearly specifies requirements to interested parties
- Professional marketing materials to present offering in its best light



Global Exposure

- Largest commercial real estate network in the world
- Credibility of most recognized brand in the industry
- 1.1M+ prospects in proprietary listing platform



Bias to Action

- Financially and culturally motivated to move your project forward
- Maintain positive momentum to avoid languishing



Maximize Returns

- Competitive environment created through listing process and broad marketing
- Best knowledge of deal terms and industry norms
- Subject matter experts negotiating on behalf of your best interests



Access to Global Capital

CBRE migrates more global capital around the world and into the U.S. than any other firm.

2024 Highlights

#1

Globally in total properties sold
& total dollar volume for the 11th
consecutive year

23.7%

Global market share

\$64.8B

Global cross-border
investment sales activity
in 2021

52.2%

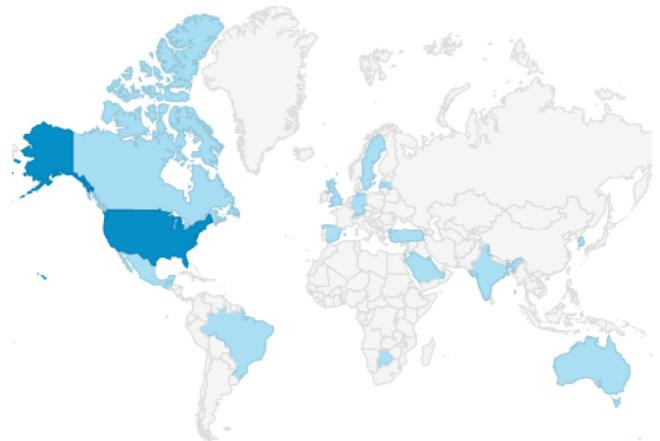
More than our closest
competitor

\$177.0B

Global cross-border
investment sales activity
since 2019

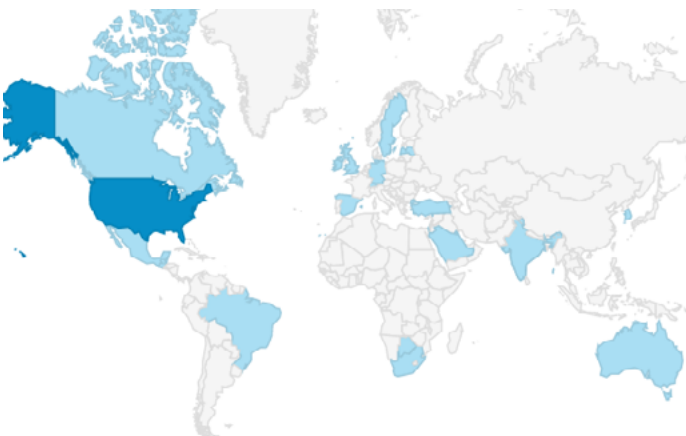
CITY OF HOLLYWOOD

185 Interested Foreign Parties



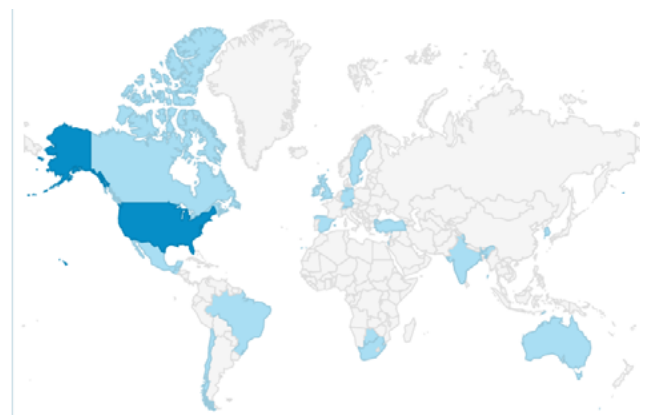
CITY OF MIAMI GARDENS

168 Interested Foreign Parties



DOWNTOWN INVESTMENT AUTHORITY, JACKSONVILLE

167 Interested Foreign Parties





Relevant Experience

SECTION 5

Proposer must possess a minimum of five (5) years of proven professional commercial real estate marketing experience providing marketing services that target grocery, medical (e.g. doctors, clinics, etc.), pharmacy, and financial services sectors as described in Section III, Scope of Services.

- 1. A minimum of three (3) previously completed or currently ongoing marketing campaigns (including personal, physical, digital efforts) similar in scope to the Scope of Services described in this RFQ within the last five (5) years; and*
- 2. A minimum of three (3) actual clients it has engaged with, services provided to the client, and results achieved for the client similar in scope to the Scope of Services described in this RFQ within the last five (5) years.*

Submitted references shall include: client name, client contact information including: address, phone number, and email, description of services provided, the year the campaign was completed (or ongoing), total amount of fees paid or projected to be paid.

CASE STUDY

The City of Pompano Beach CRA

Marketing a Development Opportunity



Challenge

The City of Pompano Beach, FL, and its Community Redevelopment Agency (CRA) have embarked on an ambitious plan to establish a more robust downtown area to stimulate economic development, enhance the area's competitiveness, and create a sense of place and identity for the City. The City and CRA have strategically designed a land assemblage of over 121 parcels totaling ± 75 acres, invested in drainage and site infrastructure, and are working on modifications to the traffic patterns in the area to improve safety and pedestrian access. The City and CRA sought CBRE's support in engaging appropriate development partners to deliver effective mixed uses on the properties, including a new City Hall facility, transit-oriented development, and retail and multifamily services.

Solution

CBRE has worked consultatively with the City and CRA to capture citizen feedback and desires for growth in the area, preparing a comprehensive developer solicitation and incorporating the significant amount of pre-development work the City has already completed. CBRE launched a global marketing campaign encompassing all 75 acres with highly customized marketing materials, including an Invitation to Negotiate, a property website, drone video, and media outreach.

Results

The offering received significant market interest, and CBRE was proud to deliver multiple competitive offers for the City's consideration. CBRE has been the City's full partner in the proposal evaluation and review process, providing detailed financial, construction, and feasibility analyses to support the City's evaluation team. In October 2023, CBRE presented a side-by-side comparison of the developer proposals and was proud to achieve a 5-1 approval vote from City Commission to move forward with negotiations with the highest ranked offeror. The final project has a value of \$1.9B and will entirely remake the City's downtown.



CASE STUDY

Pinellas County, Florida

Site Development and County Office Consolidations



Challenge

Pinellas County has embarked on a process of consolidating its administrative functions to improve its overall service delivery for citizens, work environment for employees, and operate more efficiently in the future. The County is currently operating from 14+ locations in downtown Clearwater in a collection of buildings that had been adapted to County use but were not originally intended as office buildings. The County was seeking CBRE's support with determining the value and development potential of its owned assets, while conducting a site selection and location intelligence analysis for the new consolidated location which would include courts, development services, and other administrative functions.

Solution

Using the County's site criteria (size, location, etc.), CBRE prepared a market analysis and survey, yielding 20 on and off market site opportunities. CBRE analyzed the relative population density throughout the County as a way to guide the County's site selection efforts, ensuring the future headquarters is located in a location convenient to most residents. In addition, CBRE analyzed the current commute times and environmental impact of these commute times based on the existing locations in downtown Clearwater. Based on space programming findings, CBRE prepared conceptual cost estimates for new construction of County facilities. The costs were based on benchmarked values sourced from similar and recently completed corporate and regulated utility office builds within Florida. The costs also include recently priced values for Indirect Costs including Builders Risk and General Liability, Furniture Fixtures & Equipment, and Other Costs. Next, CBRE estimated the amount of funding the County would need to generate to build the new facility based on the estimated costs and available revenue as a result of property sales and tax proceeds from redevelopment. The team provided estimates of development density, value, and property tax revenue assuming development on each parcel to be vacated, and compared them with the conceptual cost estimates to provide the County with a range of likely funding needed for a new facility.

Results

The project is ongoing, with CBRE currently working with the County to deliver a phasing plan for new private development on the vacated sites, and site plans for the new consolidated municipal facilities. We are delivering sample development scenarios for the County's future occupancy, with varying levels of density, layout, and development to choose from.

CASE STUDY

The City of Hialeah

Marketing a Development Opportunity



Challenge

CBRE was engaged by the City of Hialeah, FL as its real estate service advisory broker for the disposition of 2540 Palm Avenue (the “Property”), a 7,250 SF vacant piece of commercial land in Hialeah, Florida. The Property features more than 50 feet of frontage along Palm Avenue and is located directly across from the historic Hialeah Park Racetrack & Casino.

CBRE was also engaged by the City as the exclusive broker for the disposition of 601 W 20th Street (the “Property” or “Building”), a ±14,458 SF office and warehouse building situated on ±0.68 acres in Hialeah, Florida.

Both properties presented a rare opportunity to purchase property in the highly sought-after and competitive South Florida market.

Solution

CBRE issued two separate Offering Memorandums (OM) and represented the City in the disposition of both properties, preparing marketing materials, engaging with broker and investor networks, and advertising and listing the properties widely

Results

CBRE was able to successfully market both properties and locate suitable buyers. 601 W. 20th Street was sold for \$850,000, while 2540 Palm Ave achieved a sale price of \$276,596.

CASE STUDY

Orangebrook Golf Course

Land Development and Revenue Generation for the City of Hollywood



Challenge

The City of Hollywood owns the 250-acre Orangebrook Golf & Country Club, a historic 36-hole championship golf course located in the city's heart. Originally built as an 18-hole facility in 1933, a second 18 holes were added in 1959. Voters approved the property's renovation and allocated \$25M for the effort in the 2019 GO (General Obligation) Bond. The course is costing the City several hundred thousand of dollars per year.

The City received an unsolicited proposal to renovate and redevelop portions of the golf course and engaged CBRE to represent it in a competitive process under Florida State Statute 255.065. The City is seeking upgrades to the course and complementary commercial uses on-site to offset the costs of the renovations and reduce its bond obligations while generating enough revenue to be self-sufficient.

Solution

The respondent firms provided oral presentations to City Commission, receiving feedback from elected officials on their proposed concepts and areas of specific importance to the Commissioners. The developers met with community members to further refine their ideas, with CBRE supporting the City to administer a best and final offer round in the second half of 2022. Following additional analysis, presentations, and rankings, on March 1, 2023 City Commission authorized staff to negotiate with GCF Development & PPG Development, the selected winner. The successful proposal calls for two full-size 18-hole courses, a 34,000-square-foot clubhouse with a restaurant, a pro shop, a fitness facility and a banquet hall, alighted nine-hole practice course, and a driving range. It would lease 5 to 7 acres to build 750 apartments in three 26-story towers and a 175-room hotel, including 100 units of workforce housing.

Results

The respondent firms provided oral presentations to City Commission, receiving feedback from elected officials on their proposed concepts and areas of specific importance to the Commissioners. The developers met with community members to further refine their ideas, with CBRE supporting the City to administer a best and final offer round in the second half of 2022. Following additional analysis, presentations, and rankings, on March 1, 2023 City Commission authorized staff to negotiate with GCF Development & PPG Development, the selected winner. The successful proposal calls for two full-size 18-hole courses, a 34,000-square-foot clubhouse with a restaurant, a pro shop, a fitness facility and a banquet hall, alighted nine-hole practice course, and a driving range. It would lease 5 to 7 acres to build 750 apartments in three 26-story towers and a 175-room hotel, including 100 units of workforce housing. The financial terms call for a 50/50 split of the profits from the golf course and clubhouse with the city. The developer estimated the total budget for the project at \$410.6 million, including \$41.7 million for public improvements to the golf course. It estimated annual golf operations revenue at \$721,380 and annual property tax revenue to the city of nearly \$3 million.

CASE STUDY

Beach & Cultural Center

P3 Redevelopment to Multi-Use Project Including Retail and Parking for the City of Hollywood



Challenge

CBRE was engaged to represent the City of Hollywood, FL in the planning, marketing, negotiation, and execution of a P3 redevelopment of a community-centric parcel that currently houses the City's Community and Cultural Center.

The City was seeking world-class advisory services to ensure the future development would be an exceptional value to the City, provide upgrades to the existing community center, and provide mixed uses including housing, retail, and appropriate parking.

Solution

The City had already received an unsolicited proposal to redevelop the valuable Hollywood Beach Culture and Community Center site—CBRE worked with the City under the Florida P3 statute to manage a more defined process that would enable the City to maximize the value of the site by refining its needs for a future center building and redevelop the site to its highest and best use by including public amenities and a boardwalk. CBRE developed a customized marketing campaign with this project design in mind, requesting proposals from the development community that provided a new venue for community use as well as commercial uses on site, and the pedestrian space and boardwalk desired.

Results

CBRE's process delivered 7 additional highly competitive proposals in accordance with all State and local requirements and with exciting and dynamic plans and mixed uses. CBRE's Project Management practice has been engaged to review technical aspects of the proposals and ensure maximum value and feasibility. CBRE's Financial Consulting team further supported the review of all offers to provide the City with a clear basis of comparison.

The City ultimately voted unanimously to select a final proposed offer from the Related Group. The final project will provide the City with lease payments of over \$830 million, new culture and community center, boardwalk extension, restaurants, public parking and improvements to Harry Berry Park. These improvements are all developer-funded and at no cost to the City. As a result of the public process led by CBRE, the City will capture over \$10M in improved deal terms (NPV) from the original unsolicited offer.

CASE STUDY

State of Florida

Portfolio Strategy, Consulting, and Brokerage Services



**CBRE'S STATE OF FLORIDA
CONTRACT CAN SAVE YOU
VALUABLE TIME**

- Ability to work off the State contract and avoid a time-consuming procurement process
- Cities/CRA's are deemed "Eligible Users" and may participate in the advantages of our contract
- Usage is uncomplicated with only a simple Notice to Proceed/Task Order/ Purchase Order to initiate

Overview

As a long-term strategic partner to the State of Florida, CBRE has represented the State's Department of Management Services (DMS) and associated agencies since 2008. The State occupies approximately 6 MSF of leased space and owns approximately 13,000 facilities of varying uses.

We are a hand-in-glove partner to the State, advising on funding strategies, legislative matters, and real estate strategies on some of their most complex and high-profile projects.

CBRE provides strategic planning and portfolio optimization services, tenant representation, disposition, and other consulting services in support of efficient management and operation of the portfolio. Our contract was recently re-awarded through 2029.

Solutions

CBRE's successful projects for the State include:

- Conducting state-wide portfolio optimization analysis, including facility condition assessments, space utilization, and recommendations
- Analyzing and making recommendations for more efficient use of space in specific owned assets
- Procuring build-to-suit lease transactions
- Disposing of surplus property
- Acting as state-wide tenant broker for 400+ lease transactions
- Ad hoc consulting projects through credit hour pool
- Facilities management assessment and recommendations
- Disaster response and recovery solutions

\$77M+
IN IDENTIFIED SAVINGS
OPPORTUNITIES
THROUGH PORTFOLIO
OPTIMIZATION

30%
REDUCTION IN
LEASED SQUARE
FOOTAGE

400+
LEASE
TRANSACTIONS
NEGOTIATED

94%
OF CBRE LEASE
TRANSACTIONS
RATED A OR A+ BY
STATE AGENCIES IN
THE LAST 3 YEARS

50+
SURPLUS
PROPERTIES
SOLD

\$125M+
REVENUE
GENERATED FOR
THE STATE

20%
OVER
MINIMUM BID
ON AVERAGE

1,760+
CONSULTING CREDIT
HOURS GENERATED
FROM COMMISSIONS

Team's Current Retail Center Assignments



Regency Court at Woodfield

CBRE actively leasing 150,000 SF retail center anchored by Publix in Boca Raton



The Pomp, Pompano Beach

CBRE actively representing 1.3 MSF retail & entertainment development on behalf of the Cordish Companies and Caesars Entertainment

Winston Park Shopping Center

CBRE actively leasing 70,000 SF retail center anchored by Publix in Coconut Creek



Former CVS Coconut Creek

4650 W. Hillsboro Blvd. Actively representing property, at lease with national retail user

Recent Delray Beach Transactions

CBRE Has Consistently Been Committed to Bringing Tenants to Delray Beach

Delray Beach
Transactions
Past 5 Years

157
Transactions

\$1.3M
Square Feet

\$283M
Total Value

DATE	TENANT	LOCATION	SF
11/15/24	2KINGS, LLC	110 EAST ATLANTIC AVENUE	1,686
11/14/24	GNJB DELRAY LLC	33 SE 3RD AVENUE	5,797
10/23/24	FAIRSTEAD ADMIN FL LLC	22 W ATLANTIC AVE	2,215
10/21/24	HEAD USA, INC.	430 CONGRESS AVENUE	9,888
10/14/24	OUT DESIGN GROUP	DELRAY COMMERCE CENTER	6,000
10/9/24	SPHERE VENTURES CORPORATION	DELRAY CENTRAL	2,581
10/8/24	DELRAY MEDICAL CENTER, INC	5130 LINTON BOULEVARD	7,228
8/7/24	ATLAS ARMOR, INC.	CONGRESS PARK SOUTH	10,048
8/1/24	DELRAY MEDICAL CENTER INC	5130 LINTON BOULEVARD	3,811
7/22/24	BP PRODUCTS NORTH AMERICA INC.	40 N CONGRESS AVE	24,238
6/11/24	KIMLEY HORN AND ASSOCIATES INC.	1615 S CONGRESS AVE	2,393
4/19/24	SUTTON NATIONAL INSURANCE	110 E ATLANTIC AVE	2,298
3/25/24	EUROFINS ENVIRONMENT TESTING	1395 NW 17TH AVENUE	1,930
3/1/24	ARBITRAGE HOLDINGS	1395 NW 17TH AVENUE	1,963
2/9/24	DAX23 LLC	15340 JOG RD	1,844
1/26/24	VSP	6618 WEST ATLANTIC AVE	1,616
12/15/23	NORMAN LOVE CONFECTIONS	DELRAY PLACE SOUTH	1,121
11/14/23	DEPARTMENT OF AGRICULTURE	4733 W ATLANTIC AVENUE	1,255
11/13/23	HABLA MX INC	1395 NW 17TH AVENUE	1,000
11/1/23	PROLEGAL SERVICES LLC	1625 S CONGRESS AVE	2,265
10/31/23	HABLA MX INC	1395 NW 17TH AVENUE	1,219
10/26/23	TARON HOLDINGS	1625 S CONGRESS AVE	7,526
9/26/23	TENET FL PHYSICIAN SERVICES, LLC	PALM COURT PLAZA & PROFESSIONAL CENTER	1,773
9/25/23	FIRST ON SCENE YACHT MGMT LLC	1395 NW 17TH AVENUE	1,219
8/18/23	SHARP ELECTRONICS CORPORATION	1395 NW 17TH AVENUE	2,111
7/25/23	REAL GENIUS LLC	1625 S CONGRESS AVE	3,488
7/25/23	2KINGS, LLC	110 EAST ATLANTIC AVENUE	6,800
7/10/23	CAMBRIDGE HEALTH EDUCATION	PALM COURT TOWER	11,334
7/5/23	CAMBRIDGE HEALTH EDUCATION	PALM COURT TOWER	2,042
6/12/23	MOTT MACDONALD LLC	1625 S CONGRESS AVE	2,303
5/11/23	RISK ASSURANCE PARTNERS LLC	1625 S CONGRESS AVE	4,931
4/28/23	TIFFANY LUMBER, INC.	800 NW 17TH AVENUE	19,478
4/25/23	LIFT RF FLORIDA LLC	DELRAY COMMONS	17,299
3/15/23	REDFEARN CAPITAL ACQUISITIONS	1595 SW 4TH AVENUE	13,470

DATE	TENANT	LOCATION	SF
3/14/23	JFXD TRX ACA LLC	DELRAY POINTE	11,762
2/14/23	TRUSTAFF TRAVEL NURSE LLC	DELRAY CENTRAL	13,705
2/8/23	VERTICAL BRIDGE REIT, LLC	SUNDY VILLAGE	38,474
2/8/23	EVEREST MECHANICAL SERVICES	1395 NW 17TH AVENUE	2,900
1/24/23	THE SOLOVIEV GROUP LLC	5 SE 2ND AVENUE	22,000
1/6/23	SOURCING UNLIMITED INC.	430 CONGRESS AVENUE	8,466
12/29/22	FAIRSTEAD ADMIN FL LLC	11 S. SWINTON AVENUE	2,140
12/21/22	SUN-SENTINEL COMPANY LLC	1515 CONGRESS	6,650
10/20/22	SAXON BUSINESS SYSTEMS INC	DELRAY NORTH BUSINESS CENTER	4,600
9/23/22	FIRST REPUBLIC BANK	SUNDY VILLAGE	4,500
9/21/22	FIRST REPUBLIC BANK	SUNDY VILLAGE	9,045
9/21/22	NORDSTROM INC	DELRAY PLACE	26,131
9/15/22	MUSA REALTY GROUP, L.C.	DELRAY CENTRAL	14,438
9/9/22	MN8 ENERGY LLC	609 E. ATLANTIC AVENUE	10,892
8/2/22	PROLEGAL SERVICES LLC	1625 S CONGRESS AVE	2,265
7/14/22	C.S.E. PAVING OF FLORIDA, INC.	DELRAY PARK OF COMMERCE	2,000
6/28/22	2KINGS, LLC	OLD SCHOOL SQUARE	5,334
6/22/22	CDS INTERNATIONAL HOLDINGS, INC	BANK OF AMERICA - DELRAY BEACH, FL	54,765
6/3/22	ALDRIDGE PITE, LLP	1615 S CONGRESS AVE	1,702
5/24/22	THE HILB GROUP OF NEW YORK LLC	160 CONGRESS PARK DR	1,540
5/24/22	HAIR CLUB FOR MEN LLC	DELRAY PARK OF COMMERCE	7,416
5/19/22	CHECK FIVE LLC	THE ARBORS	13,306
5/16/22	KIMLEY-HORN AND ASSOCIATES INC	THE ARBORS	7,876
5/13/22	KIMLEY-HORN AND ASSOCIATES INC	THE ARBORS	1,554
5/13/22	AXE TRAILERS	1625 S CONGRESS AVE	21,758
4/19/22	EUROFINS ENVIRONMENT TESTING	DELRAY PARK OF COMMERCE	1,930
3/28/22	HABLA MX INC	DELRAY PARK OF COMMERCE	1,000
3/24/22	RUTH & NORMAN RALES	CONGRESS PARK SOUTH	2,608
3/4/22	REGIONS BANK	DELRAY BEACH	20,037
2/25/22	RGN-DELRAY BEACH I LLC	DELRAY CENTRAL	13,562
1/26/22	SPIRITIST CENTER CHICO XAVIER	430 SOUTH CONGRESS AVE	1,664
12/17/21	DELRAY MEDICAL CENTER INC	5130 LINTON BOULEVARD	8,377
12/16/21	BRUKER NANO INC	430 S. CONGRESS AVENUE 1A	30,112
11/22/21	FETCH PACKAGE, INC.	1245 SW 4TH AVE	11,232
11/3/21	ARAM LLC	1215 WALLACE DR	18,934
10/26/21	FIRST ON SCENE YACHT	DELRAY NORTH BUSINESS CENTER	1,219
10/12/21	AMWINS BROKERAGE OF FLORIDA	601 EAST ATLANTIC AVENUE	11,519
6/7/21	AGENCY FOR HEALTHCARE ADMIN.	PALM COURT PLAZA & PROFESSIONAL CENTER	9,700
6/4/21	CIGNA HEALTH & LIFE INS CO	15200 JOG RD	4,374
12/23/20	TENANT FLORIDA PHYSICIANS	4600 LINTON BLVD.	2,370
3/11/20	FIRSTBANK	DELRAY CENTRAL	3,488
4/10/19	SPECIALIZED HEALTHCARE	THE ARBORS	26,482

What Our Past Clients Are Saying:

State of Florida

"CBRE's performance has been top-notch. A true professional, their support throughout this process has made the entire experience a clinic on how to do things right. I'm very pleased with our selection of CBRE."

City of Hollywood, FL

"CBRE has been incredibly responsive and resourceful, providing expertise in all areas of real estate development on multiple projects."

Prudential Real Estate

"...displayed a high degree of professionalism, superior market knowledge, excellent presentation materials and attention to detail..."

State of Tennessee

"CBRE's work and efforts embodies precisely the outcomes and expectations we desire; we could not have a better partner!"

Downtown Investment Authority, Jacksonville

"The service we received was excellent- high quality deliverables, timely and responsive, professional analysis- I would strongly recommend the team I worked with."

Parkway Properties

"...thorough and deep capital reach resulting in multiple qualified buyer options and maximum proceeds for our company."

Jabil

"...Dave and the CBRE team worked very diligently to come up with a marketing strategy that resulted in a strike price that worked for Jabil..."

Whitestone Capital

"Despite the uncertainty that came with the COVID-19 pandemic, Joseph and his team were able to close these deals and achieve pricing that exceeded our expectations."

References

1. CITY OF POMPANO BEACH

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Development and Management

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2. STATE OF FLORIDA

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3. CITY OF HOLLYWOOD

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RSTOREY@hollywoodfl.org

Case studies outlining the scope of services provided to each of the above references are included earlier in this section.





Team --- Organizational Chart

SECTION 6

Proposal shall include an organizational chart of the Proposer's firm and team members that will be providing Services.

6. Team Organizational Chart





Additional Considerations

SECTION 7

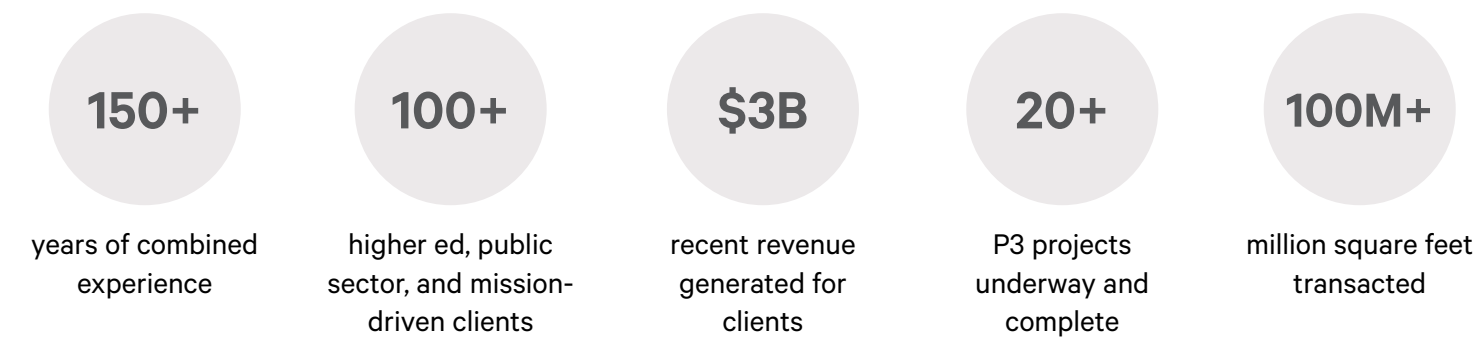
The Proposer should identify and provide any additional or unique resources, capabilities, or assets, not previously stated elsewhere in the Proposal, which the Proposer believes would be beneficial for the Evaluation Committee to consider when reviewing the Proposer's Proposal.

7. Additional Considerations

Comprehensive Public Sector Services

CBRE's Public Institutions and Education Solutions (PIES) team is a national division of the company that partners with state, county, city and educational institutions and agencies to develop and implement cutting-edge real estate strategies for your most significant challenges. Represented on this assignment by Lee Ann Korst and Michael McShea, the team offers specialist advice and incorporation of public requirements including transparency, public process, and execution at the highest level of quality.

With over 100 public sector and higher education clients and contracts and 20+ dedicated professionals, we provide expert advice to mission-driven entities and their specialized commercial real estate requirements and opportunities in the marketplace. From advising on portfolio strategies and development planning, to structuring complex transactions to maximize the value of your owned assets, CBRE offers national best practices and the world's leading real estate platform and professionals to execute on your behalf.



STRATEGIC PLANNING	DEVELOPMENT ADVISORY & P3S	LEASING	ACQUISITION & DISPOSITION
Portfolio-wide or site-specific optimization analysis and action plans	Accessing private sector capital to generate revenue and reduce costs	Advanced planning, site selection and business case development, negotiation, and relocation	Sales, purchases, land swaps, build to suits, consolidations and relocations
Facility Condition Assessments Occupancy Studies Valuation Portfolio Review Benchmarking Asset Inventory Recommendations	Project Preparation Visioning and Stakeholder Input Feasibility Analysis & Modeling RFP/ITB Preparation Competitive Process Market Engagement Bid Evaluation Support Negotiation	Lease vs Buy Analysis Consolidation Opportunities Site/Building Due Diligence Landlord Due Diligence Site Comparison Location Analytics Space Planning/Test Fits Negotiation	Broker Opinions of Value Cost/Benefit Analysis Professional Marketing Materials Broad Marketing Reach All Property Types Transaction Structuring Public & Transparent

Research

CBRE regularly presents market updates to clients and potential clients throughout Florida including the Palm Beach submarket.

CBRE's \$80M research platform combines the market insights of our professionals, transacting every day, with robust data collection and analytics. CBRE Research publishes quarterly MarketView reports highlighting local market conditions, statistics and trends. Within ten days of publication of these reports our team would be happy to present an overview and deeper understanding to the CRA so it has the most current and relevant market information to make informed decisions.

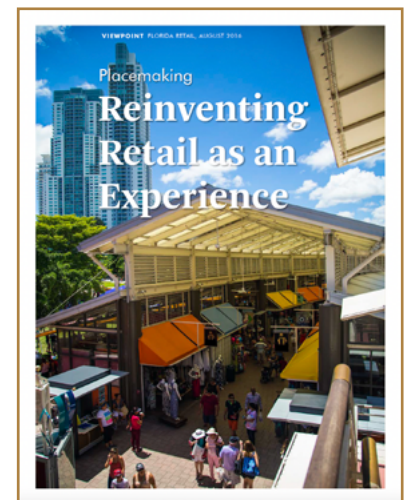
Additionally, our dedicated Florida Thought Leader frequently publishes custom reports covering a broad spectrum of markets and topics like retail, hospitality and tourism, which we believe will be highly relevant to the CRA.

SAMPLE CBRE RESEARCH MARKET REPORTS

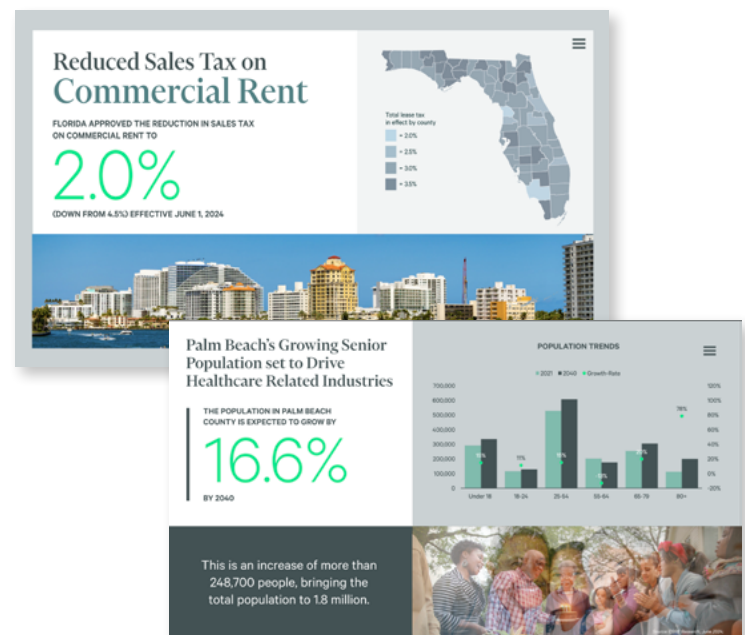
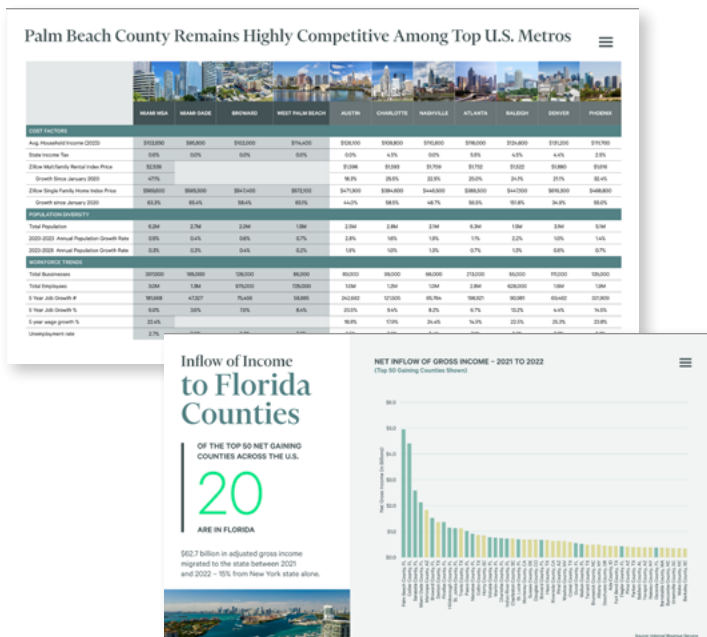
Explore Palm Beach Reports



Quarterly Property Type Reports



Relevant Market Information



Meeting Attendance

As is customary on nearly all of CBRE's public and private sector engagements, the CBRE team is adept at presenting and briefing to a wide variety of audiences. We frequently brief and present to leadership teams, Boards, City Councils and Commissions as well as interested community groups and vested stakeholders.

Sample presentations



CBRE presenting proposed P3 redevelopment project to interested citizens on behalf of a municipal client.



CBRE Retail Science

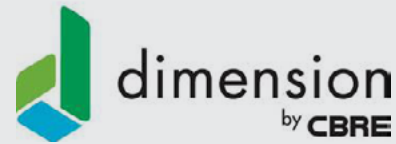
At CBRE, we convert this intel into measurable, game-changing outcomes. We are experts at shaping destinations like your Delray Beach project. Our retail approach, from philosophy to methodology, has been refined to a process we call Retail Science.

Retail Science encompasses our use of retail research, location and consumer analytics—in tandem with our access to the world's most renowned and beloved retail brands. We complement this data-driven insight with the art of impeccable intuition—refined by the decades of experience and unique perspectives held by our team through their work throughout the U.S.



40 MILLION DATA POINTS

- Demographics / Psychographics
- National Shopping Center Data
- Traffic Counts
- Comprehensive Business Data
- Shopographics
- Tourism Data
- Massive Mobile Data
- Aggregated Rental Rates, Market and Listing Data
- Restaurant Sales Data
- Retail Construction Data
- Robust Healthcare Data
- Consumer Behavior Data
- Comprehensive National Rooftop Retail Data
- Grocery Sales Data
- Commercial Walk Score
- Scientifically Derived Trade Areas



DIMENSION

- CBRE's location intelligence system
- Create interactive maps, virtual sites and property tours
- Develop 3D market overview with latest data set
- Explore the environment through demographics, retail spending, segmentation and competitive landscape

MASSIVE MOBILE DATA

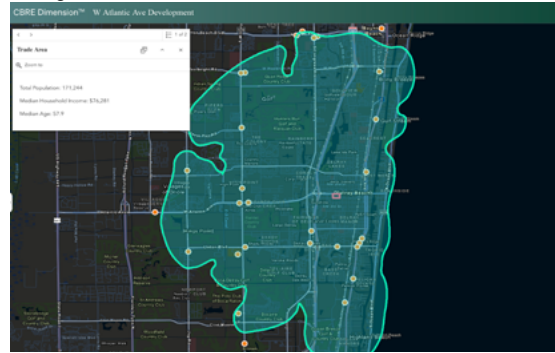
- Know who's coming to Delray Beach
- Analyzes sophisticated data sourced from a wide range of varied mobile apps (SDKs)
- Creates an accurate picture of customers at any given time of the day



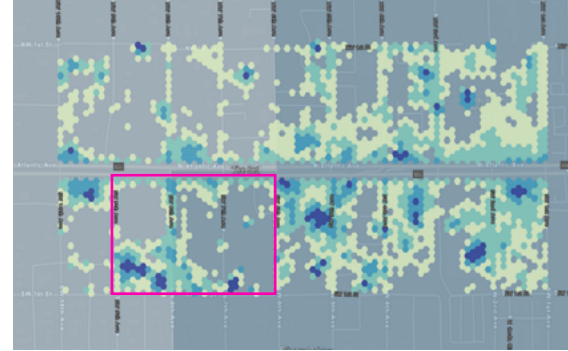


Dimension's Demographics and Mobile Data

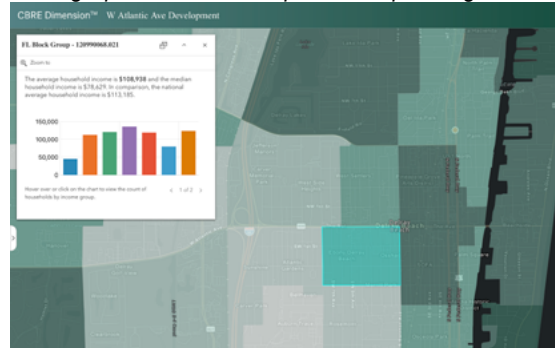
Designated Trade Area



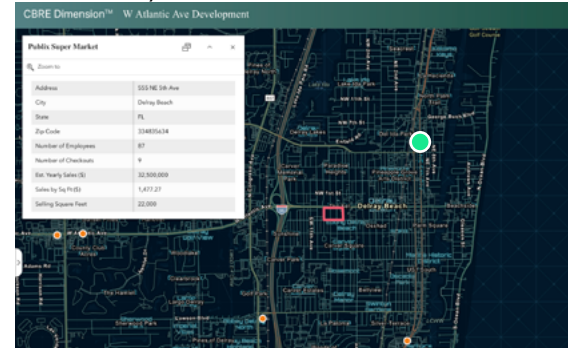
Foot Traffic Along W Atlantic Ave



Demographics: Income, Population, Spending etc.



Local Grocery Store Sales & Data



Understand the Neighborhood Through Consumer Segmentation Analysis

“Family Foundations”



- Median Age: 39.6
- Median HH Income: \$43,100
- Family and faith are the cornerstones of life with older children still living at home
- Many work in the health-care industry or public administration across all levels of government
- Style is important to these consumers, who spend on clothing for themselves and their children
- More than two-thirds are homeowners living in single-family houses built before 1970

“Front Porches”



- Median Age: 34.9
- Median HH Income: \$43,000
- Front Porches is a blend of household types, with more young families with children and more single households than average
- More than half of households are renters, and many of the homes are older townhomes or duplexes
- Friends and family are central to Front Porches residents and help to influence household buying decisions

“Senior Styles”



- Median Age: 53.9
- Median HH Income: \$40,800
- They combine single-family homes and independent living with apartments
- Residents take pride in fiscal responsibility and keep a close eye on their finances
- Small household size; many residents have outlived their partners and live alone
- Nearly one in five households has no vehicle
- Although income and net worth are below national averages, residents enjoy going to movies and dining out

“Front Porches”

- Median Age: 32.5
- Median HH Income: \$67,000
- Residents in this highly mobile and educated market live alone or with a roommate in older apartment buildings and condos located in the urban core of the city
- Metro Renters spend a large portion of their wages on rent, clothes, and the latest technology
- Public transportation, ride-sharing, walking, and biking are popular ways to navigate the city



streetsense.

Streetsense is a collective of multi-disciplinary experts uniquely positioned to understand the entire customer journey, from in-person experiences to online engagement. The process begins with strategy, examining consumer behavior shifts, market dynamics, and opportunities to reinvent and unlock value for brands and places. Through data-driven insights and creative curation Streetsense creates brands people love and places people love to be and can be engaged if newer projects ever make your property appear dated.

The Art of Placemaking

Streetsense is CBRE's proprietary service that solves business challenges with a strategic blend of design, marketing, and consulting. We use our collective creativity to create brands people love and places people love to be.

- Master Plan Vision
- Blends Culture, Community and Health & Wellness
- Detailed Merchandising Strategy
- Wayfinding
- Interior Retail & Office Design
- Architecture
- Detailed Merchandising Strategy
- Branding & Marketing
- Strategy from an ROI Perspective
- Community Building Within Your Tenant Space





Project Management

8K+

PROFESSIONALS

52K+

PROJECTS MANAGED

350+

LEED PROFESSIONALS

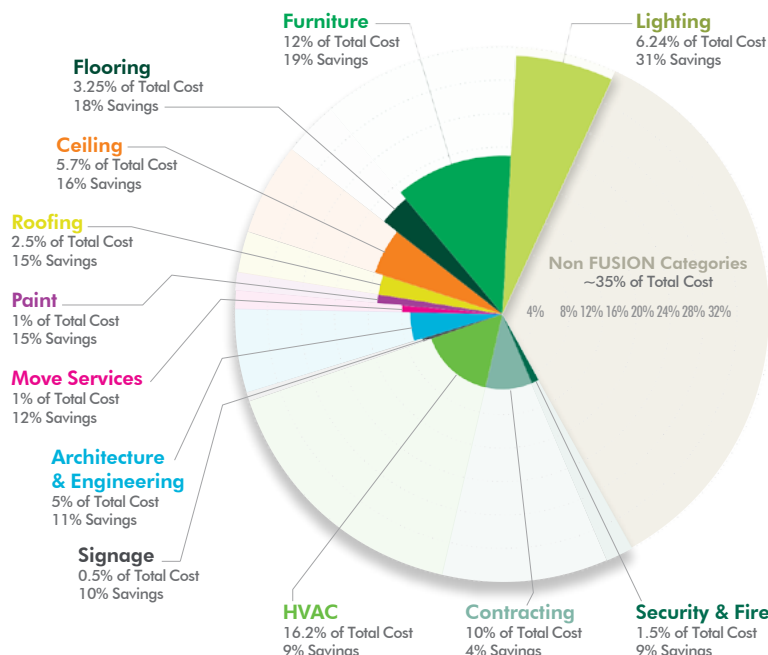
\$124.3B

ANNUAL MANAGED CAPITAL



CBRE Fusion

CBRE's Fusion program is a true value-add service for CBRE Project Management clients with no additional fees. FUSION utilizes CBRE's global, national, and regional scale to drive cost reduction and savings by working with qualified service providers and suppliers. Clients have access to preferred pricing, exclusive offerings, and select complimentary support services from Fusion partners, among other benefits.



Value Delivered

Strategic Sourcing

Cost Savings & Improved Quality through CBRE's FUSION Supply Chain Partnerships (see below)

Global Platform & Process

Achieving Efficiency & Innovation through Globally Aligned Teams, Process, and Industry Leading Tools & Technology

Capital & Cost Advisory

Capital Planning and Cost Consultancy Achieving Savings and Reducing Risk through Dynamic Cost Management

End-to-End Services

20+ Integrated Products & Services with Experts Around the World

Seamless Hand-Offs

Through Early Integration, Our Teams Connect Strategy & Documentation to Facility Management and Building Owners Seamlessly

World-Class Talent

Recruiting, Developing, and Retaining the Industry's Top Talent Across the Globe

Principal Delivery

Up to 30% Faster Project Delivery, Minimizing Client Risk & Reducing Burden

Design Services

Award Winning Design & Engineering Practice Providing a Streamlined Process & Reduced Change Orders

Office Ready

Project Management's Quick Design-Deliver Solution Quickly Converting Retail Spaces to Office, Providing Up To 20% More Affordable Buildouts

Extension of Transaction Teams

Providing the Value of Project & Portfolio Consulting Expertise at the Table with Transaction Management Teams

Facility Management Advantage

Leverage Project Management Intimate Knowledge to Return for Technical or Minor Works

Local Market Expertise

Harnessing Our Expert Knowledge in Each Local Market to Bring Depth, Data, and Knowledge to Every Project and Client



Additional RFQ Forms

SECTION 8

- Conflict of Interest Disclosure Form
- Scrutinized Companies Certification Pursuant to Florida Statutes § 287.135
- Notification of Public Entity Crimes Law
- Notification of Public Records Law
- Drug-Free Workplace
- Non-Collusion Affidavit
- E-Verify Affidavit
- Truth-In-Negotiation Certificate
- Sub-Contractor/Sub-Consultant Information Form

CONFLICT OF INTEREST DISCLOSURE FORM

The award of this contract is subject to the provisions of Chapter 112, *Florida Statutes*. All Proposers must disclose within their Proposals: the name of any officer, director, or agent who is also an employee of Delray Beach Community Redevelopment Agency ("CRA").

Furthermore, all Proposers must disclose the name of any CRA employee who owns, directly, or indirectly, an interest of more than five percent (5%) in the Proposer's firm, partnership, company, or corporation or any of its branches.

The purpose of this disclosure form is to give the CRA the information needed to identify potential conflicts of interest for evaluation team members and other key personnel involved in the award of this contract.

The term "conflict of interest" refers to situations in which financial or other personal considerations may adversely affect, or have the appearance of adversely affecting, an employee's professional judgment in exercising any CRA duty or responsibility in administration, management, instruction, research, or other professional activities.

Please check one of the following statements and attach additional documentation if necessary:

- ☒ To the best of our knowledge, the undersigned Proposer has no potential conflict of interest due to any other Cities, Counties, contracts, or property interest for this Proposal.
- ☐ The undersigned Proposer, by attachment to this form, submits information which may be a potential conflict of interest due to other Cities, Counties, contracts, or property interest for this Proposal.

Acknowledged by:

CBRE, Inc.

Proposer Name



Authorized Agent Signature

Susan Bands, Managing Director

Authorized Agent Name and Title (Print or Type)

1/8/2025

Date

**SCRUTINIZED COMPANIES CERTIFICATION PURSUANT TO
FLORIDA STATUTES § 287.135**

I, Susan Bands, on behalf of CBRE, Inc.,
Print Name and Title Proposer Name
certify that CBRE, Inc. does not:
Proposer Name

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

Submitting a false certification shall be deemed a material breach of contract. The Delray Beach Community Redevelopment Agency ("DBCRA") shall provide notice, in writing, to the Proposer of the DBCRA's determination concerning the false certification. The Proposer shall have ninety (90) days following receipt of the notice to respond in writing and demonstrate that the determination of false certification was made in error. If the Consultant does not demonstrate that the DBCRA's determination of false certification was made in error then the DBCRA shall have the right to terminate the contract and seek civil remedies pursuant to *Florida Statutes* § 287.135.

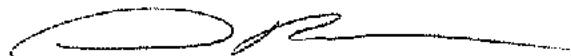
Section 287.135, *Florida Statutes*, prohibits the DBCRA from:

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

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

CBRE, Inc.

PROPOSER NAME



AUTHORIZED AGENT SIGNATURE

Susan Bands

PRINT NAME

Managing Director

TITLE

Must be executed and returned with the submitted Proposal to be considered.

NOTIFICATION OF PUBLIC ENTITY CRIMES LAW

Pursuant to Section 287.133, *Florida Statutes*, you are hereby notified that a person or affiliate who has been placed on the convicted contractors list following a conviction for a public entity crime may not submit a Bid/Proposal on a contract to provide any goods or services to a public entity, may not submit a Bid/Proposal on a contract with a public entity for the construction or repair of a public building or public work, may not submit Bids/Proposals on leases or real property to a public entity, may not be awarded or perform work as a contractor, supplier, sub-vendor, or consultant under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017 [F.S.] for Category Two [\$35,000.00] for a period of thirty-six (36) months from the date of being placed on the convicted contractors list.

Acknowledged by:

CBRE, Inc.

Proposer Name

_____

Authorized Agent Signature

Susan Bands, Managing Director

Name and Title (Print or Type)

1/8/2025

Date

PUBLIC RECORDS LAW

Notification of Public Records Law Pertaining to Public Contracts and Requests for Consultant Records Pursuant to Chapter 119, Florida Statutes

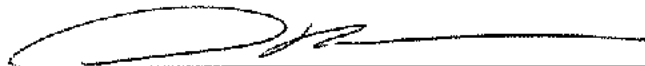
Pursuant to Chapter 119, *Florida Statutes*, Consultant shall comply with the public records law by keeping and maintaining public records required by the Delray Beach Community Redevelopment Agency ("CRA") in order to perform the service. Upon request from the CRA custodian of public records, contract shall provide the CRA with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, *Florida Statutes* or as otherwise provided by law. Consultant shall ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion of the contract. If the Consultant does not transfer the records to the CRA, Consultant upon completion of the contract, shall transfer, at no cost, to the CRA all public records in possession of the Consultant or keep and maintain public records required by the CRA in order to perform the service. If the Consultant transfers all public records to the CRA upon completion of the contract, the Consultant shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Consultant keeps and maintains public records upon completion of the contract, the Consultant shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the CRA, upon request from the CRA custodian of public records, in a format that is compatible with the information technology systems of the CRA.

IF THE AWARDED PROPOSER HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE AWARDED PROPOSER'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS, CHRISTINE TIBBS, AT THE DELRAY BEACH COMMUNITY REDEVELOPMENT AGENCY, 20 N. SWINTON AVE., DELRAY BEACH FLORIDA AND MAY BE CONTACTED BY PHONE AT 561-276-8640 OR VIA EMAIL AT TIBBSC@MYDELRAYBEACH.COM.

Acknowledged by:

CBRE, Inc.

Proposer Name



Authorized Agent Signature

Susan Bands, Managing Director

Name and Title (Print or Type)

1/8/2025

Date

DRUG-FREE WORKPLACE

CBRE, Inc. is a drug-free workplace and has
(Proposer Name)
a substance abuse policy in accordance with and pursuant to Section 440.102, *Florida Statutes*.

Acknowledged by:

CBRE, Inc.
Proposer Name


Authorized Agent Signature

Susan Bands, Managing Director
Name and Title (Print or Type)

1/8/2025
Date

NON-COLLUSION AFFIDAVIT

STATE OF Florida
COUNTY OF Palm Beach

Before me, the undersigned authority, personally appeared Susan Bands, who, after being by me first duly sworn, deposes and says of his/her personal knowledge that:

- a. He / (She) is Managing Director of CBRE, Inc., the Proposer that has submitted a Proposal to perform work for the following:

RFQ No.: 2024-09

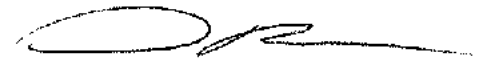
Title: Professional Commercial Real Estate Marketing Services

- b. He / She is fully informed respecting the preparation and contents of the attached Request for Proposals, and of all pertinent circumstances respecting such Solicitation.

Such Proposal is genuine and is not a collusive or sham Proposal.

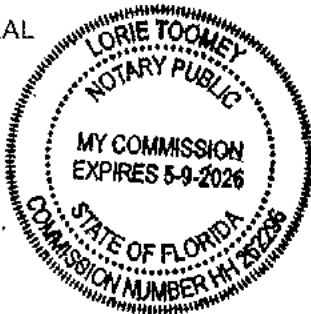
- c. Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, conspired, connived, or agreed, directly or indirectly, with any other Proposer, firm, company, partnership, corporation, or person to submit a collusive or sham Proposal in connection with the Solicitation and contract for which the attached Proposal has been submitted or to refrain from proposing in connection with such Solicitation and contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Proposer, firm, company, partnership, corporation, or person to fix the price or prices in the attached Proposal or any other Proposer, or to fix any overhead, profit, or cost element of the Proposal price or the Proposal price of any other Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against the Delray Beach Community Redevelopment Agency or any person interested in the proposed contract.

- d. The price or prices quoted in the attached Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.


Authorized Agent Signature

Subscribed and sworn to (or affirmed) before me this 13TH day of January 2025, by SUSAN BANDS, who is personally known to me or who has produced FL. Drivers License & Empl. Badge as identification.

SEAL



Notary Signature Lorie Toomey
Notary Name: LORIE TOOMEY
Notary Public (State): FL.
My Commission No: 262296
Expires on: 5/9/26

TRUTH – IN – NEGOTIATION CERTIFICATE

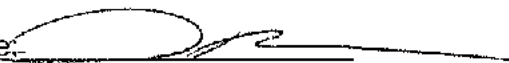
The undersigned warrants (i) that it has not employed or retained any company or person, other than bona fide employees working solely for the undersigned, to solicit or secure the Agreement and (ii) that it has not paid or agreed to pay any person, company, corporation, individual, or firm other than its bona fide employees working solely for the undersigned or agreed to pay any fee, commission, percentage, gift, or any other consideration contingent upon or resulting from the award or making of the Agreement.

The undersigned certifies that the wage rates and other factual unit costs used to determine the compensation provided for in the Agreement are accurate, complete, and current as of the date of the Agreement.

Authorized Agent Name: Susan Bands

Authorized Agent Title: Managing Director

Date: 1/16/2025

Authorized Agent Signature: 

SUB-CONTRACTOR/SUB-CONSULTANT INFORMATION FORM

Instructions

This form is to be completed and submitted in accordance with the requirements of the RFQ to which the Proposer is responding. Do not leave any blanks or fail to provide any information or details that are required. Failure to submit this form or the use of any other form will result in the rejection of a proposal as non-responsive. The failure to provide the information or details required by the form may result in the rejection of a proposal as non-responsive.

CRA RFQ No. and Title: 2024-009 Professional Commercial Real Estate Marketing Services

Proposer: CBRE, Inc.

Name of Sub-Consultant /Sub-Contractor	Address of Office Providing Services	Services to be Provided	License Numbers	Team Members from Sub-Consultant /Sub-Contractor
N/A				

**DELRAY BEACH COMMUNITY REDEVELOPMENT AGENCY
E-VERIFY FORM UNDER SECTION 448.095, FLORIDA STATUTES**

1. Definitions:

"Contractor" means a person or entity that has entered or is attempting to enter into a contract with a public employer to provide labor, supplies, or services to such employer in exchange for salary, wages, or other remuneration. "Contractor" includes, but is not limited to, a vendor or consultant.

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

"E-Verify system" means an Internet-based system operated by the United States Department of Homeland Security that allows participating employers to electronically verify the employment eligibility of newly hired employees.

2. Effective January 1, 2021, Contractors, shall register with and use the E-verify system in order to verify the work authorization status of all newly hired employees. Contractor shall register for and utilize the U.S. Department of Homeland Security's E-Verify System to verify the employment eligibility of:

- a) All persons employed by a Contractor to perform employment duties within Florida during the term of the contract; and
- b) All persons (including subvendors/subconsultants/subcontractors) assigned by Contractor to perform work pursuant to the contract with the Delray Beach Community Redevelopment Agency ("CRA"). The Contractor acknowledges and agrees that registration and use of the U.S. Department of Homeland Security's E-Verify System during the term of the contract is a condition of the contract with the CRA; and
- c) Should vendor become the successful Contractor awarded for the above-named project, by entering into the contract, the Contractor shall comply with the provisions of Section 448.095, Fla. Stat., "Employment Eligibility," as amended from time to time. This includes, but is not limited to registration and utilization of the E-Verify System to verify the work authorization status of all newly hired employees. Contractor shall also require all subcontractors to provide an affidavit attesting that the subcontractor does not employ, contract with, or subcontract with, an unauthorized alien. The Contractor shall maintain a copy of such affidavit for the duration of the contract.

3. Contract Termination

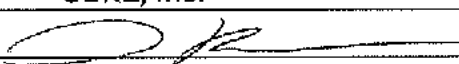
a) If the CRA has a good faith belief that a person or entity with which it is contracting has knowingly violated s. 448.09 (1) Fla. Stat., the contract shall be terminated.

b) If the CRA has a good faith belief that a subcontractor knowingly violated s. 448.095 (2), but the Contractor otherwise complied with s. 448.095 (2) Fla. Stat., shall promptly notify the Contractor and order the Contractor to immediately terminate the contract with the subcontractor.

c) A contract terminated under subparagraph a) or b) is not a breach of contract and may not be considered as such.

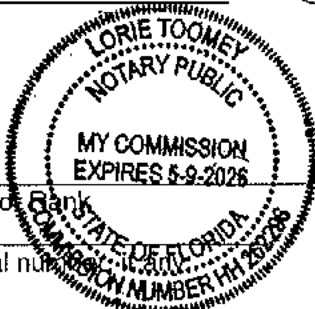
d) Any challenge to termination under this provision must be filed in the Circuit Court no later than 20 calendar days after the date of termination.

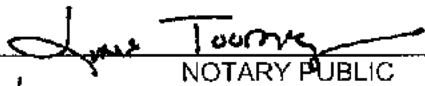
e) If the contract is terminated for a violation of the statute by the Contractor, the Contractor may not be awarded a public contract for a period of 1 year after the date of termination.

Company Name:	CBRE, Inc.
Authorized Signature:	
Authorized Agent Name:	Susan Bands
Authorized Agent Title:	Managing Director
Date:	1/8/2025
Phone:	+1 914 334 5735

STATE OF Florida
COUNTY OF Palm Beach

The foregoing instrument was acknowledged before me by means of ☒ physical presence or ☐ online notarization, this 13th day of January, 2025, by Susan Bands on behalf of CBRE, Inc.. He/She is personally known to me or has produced A.D.L.: Bands as identification.




NOTARY PUBLIC
Lorie Toomey
(Name of Notary Typed, Printed or Stamped)

Title of Bank
Serial number



Appendix

Team Resumes

Team Resumes



Paul Grossman

Senior Vice President

+1 305 381 6439

paul.grossman@cbre.com

Sample Clients:

- Apple
- BoConcept
- Vuori
- Interior Define
- Jaxson Maximus
- Brunello Cucinelli
- Filson
- PXG Golf
- Shinola
- Timothy Oulton
- True Food Kitchen
- Todd English Enterprises
- Il Mulino
- Johnnie-O
- Psycho Bunny
- Nordstrom Rack
- Wayfair

Professional Experience

Paul Grossman specializes in retail occupier and agency advisory throughout South Florida and beyond. With over 17 years of brokerage and development experience, Paul's concentration is primarily high-street and major project restaurant and retail, "better brand" representation, lifestyle and mixed use projects, and ground up consulting through lease-up.

Paul has expert knowledge in pre-construction consultation, permitting and approval advisory, place-making, and connecting networks to expedite conversations and outcomes. Combining the utilization of CBRE's extensive science and data platform capabilities with his market knowledge and wide reaching network, Paul is able to successfully position his partners for long-term success, both in the agency and occupier fields.

Paul is consulting on numerous assignments throughout South Florida, focused on creating a viable, sustainable and attractive merchandising mix. Recent agency clients include Taubman, The Cordish Companies, L3, Asana Partners, Nuveen, Bentall GreenOak, Rockpoint Group, and Omni Hotels. Most recently Paul has been retained by Caesars Entertainment and Cordish Company to consult on their 1 million square foot retail and entertainment development in Pompano Beach.

Paul's tenant representation work is equally diverse. He is currently working with well-known national retailers such as Nordstrom Rack, Wayfair, Jonathan Adler, Todd English, PXG Golf, Timothy Oulton, Saatva, F45, State & Liberty, Johnnie-O, and numerous high profile restaurant assignments both large and small. Prior to relocating to South Florida, Paul co-led CBRE's retail team in Boston, MA, having worked there since co-founding CBRE-New England's Retail Team in 2009.

Paul Grossman's loyalty to real estate is matched by his dedication to nonprofit commitments, most recently exemplified by having been elected and serving a two year term on the Board of Directors for Make-A-Wish Massachusetts and Rhode Island, as well as serving six years as a volunteer fire fighter in his hometown.

Affiliations

- Licensed Real Estate Broker in Florida
- Make-A-Wish Massachusetts and Rhode Island - Board of Directors
- International Council of Shopping Center (ICSC), member
- Timeout Market -Fulton Market (Flagship), Chicago IL

Education

University of Connecticut, Bachelor of Science in Economics and Business



Jack Siragusa

First Vice President

+1 561 371 9214

jack.siragusa@cbre.com

Sample Clients:

- Retro Fitness
- Lacoste
- Pure Barre
- Nordstrom Rack
- Aligned Modern Health
- Capital One
- Florense
- Protein Bar
- Hannah's Bretzel
- Circa Lighting
- Time Out Market
- Orange Theory Fitness
- Kiddie Academy
- Regis Salons
- Walltopia
- Navy Federal Credit Union
- Marine Layer

Professional Experience

Jack Siragusa is a First Vice President of the CBRE Retail Advisory Group in West Palm Beach, Florida. He specializes in both the retail occupier and agency sectors, leveraging over 14 years of experience in his work throughout South Florida, Chicago and beyond.

Jack's robust network of long term relationships, specifically in the high-street and major project restaurant and retail, set him apart in the field. Combining the utilization of CBRE's extensive science and data platform capabilities with his market knowledge and wide reaching network, Jack is able to successfully position his partners for long-term success, both in the agency and occupier fields.

Jack is proud to represent a diverse array of tenants including Retro Fitness, Comerica Bank, Nordstrom Rack, Self Esteem Brands, Il Mulino, US Foods, Lacoste, Mavis Tire, Clean EatZ, Renew Anchored Dentures, Duck Donuts & Armazem, among others.

Jack also has extensive and successful leasing experience in mixed-use developments, urban high rises and traditional shopping centers. Property owners that he has had the privilege to represent include: The Sterling Bay Companies, Citigroup, GW Properties, Lodging Capital Partners and Fortress Investment Group among others.

Prior to joining the CBRE Retail Services Group, Jack was a Director with Cushman & Wakefield and was previously an Associate at Mid-America Real Estate Corporation.

Affiliations

- Member: International Council of Shopping Centers (ICSC)
- The Siragusa Family Foundation

Education

University of Miami, Bachelor of Science

Team Resumes



Lee Ann Korst

Senior Vice President

+1 305 381 6439

leeann.korst@cbre.com

- City of Bonita Springs, FL
- City of Cape Coral, FL
- City of Fort Myers, FL
- City of Hallandale Beach, FL
- City of Hollywood, FL
- City of Miami, FL
- City of Miami Beach, FL
- City of Orlando, FL
- Pinellas County, FL
- Port Tampa Bay, FL
- Martin County, FL
- State of South Carolina
- State of Tennessee
- State of Florida
- City of Atlanta
- City of Bonita Springs, FL
- City of Cape Coral, FL
- City of Fort Myers, FL
- City of Hallandale Beach, FL
- City of Hollywood, FL
- City of Miami, FL
- City of Miami Beach, FL
- City of Orlando, FL

Professional Experience

Lee Ann Korst serves as First Vice President within the Public Institutions Group and is responsible for the Southeast region government practice. She currently manages contracts for the States of Florida, Tennessee and South Carolina, and Cities of Miami, Atlanta, Jacksonville, Fort Myers, and Mobile, to name a few.

Ms. Korst has managed the State of Florida account since 2011 by providing strategic advisory services, along with representing the State as both tenant and occupier. Lee Ann led the CBRE team responsible for publishing the State's Real Estate Optimization Plan that identified between \$70-100M in annual savings. Most recently, Lee Ann managed the disposition of a variety of State-owned property, achieving 30.4% above the minimum bid price for the properties as well as more than 1 million square feet of tenant representation assignments. Ms. Korst has also co-led several Public Private Partnerships, including high profile marina redevelopments, build-to-suit City administrative headquarters and re-negotiating long term ground leases for development purposes.

Ms. Korst has extensive government experience serving in high level positions at two Departments with the State of Florida. She served as the Director of Real Estate and Deputy Secretary at the Department of Management Services which included oversight and management of 7.9 MSF in the Florida Facilities Pool as well as 10 MSF of private sector leasing. Ms. Korst then served as the Deputy Executive Director, Department of Highway Safety and Motor Vehicles, with responsibility for direct management and oversight of the Division of Driver Licensing, Division of Motor Vehicles, Customer Service Center and Cabinet Affairs. She also served the Department of Highway Safety and Motor Vehicles as the Chief of Staff, a role that included overseeing administrative functions of that 4,500-employee state agency and \$280M budget.

Affiliations

- Tallahassee Chamber of Commerce Action 2010 Committee
- TOBY Winner (over 1,000,000 SF category)
- TOBY Judge (250,000- 499,000 SF category)
- TOBY Winner (250,000 – 499,000 SF category)
- Equity Office Properties Building of the Year
- TOBY (The Office Building of the Year) Winner (100,000 – 249,000 SF)
- International Tenant Handbook of the Year Award

Education

- Master of Business Administration, Oglethorpe University
- Bachelor of Science in Management & Quantitative Methods, Illinois State University



Michael McShea

Executive Vice President &
Co-Founder
Public Institutions &
Education Solutions

+1 202 585 5775
michael.mcshea@cbre.com

Sample Clients:

- Oakland, CA
- San Diego, CA
- Indianapolis, IN
- Miami, FL
- Ft Myers, FL
- Cape Coral, FL
- Mobile, AL
- Fort Lauderdale, FL
- Tulsa, OK
- Bloomington, IN
- Ann Arbor, MI
- Arlington County, VA
- Alexandria, VA

Professional Experience

Michael B. McShea, Executive Vice President, is a co-leader of CBRE's state and local government practice. Mr. McShea provides strategic planning, development advisory, brokerage and other associated real estate services to government entities and education institutions nationwide.

Mr. McShea manages some of the nation's most significant state and local government projects and portfolios. His public sector career began with the oversight of a contract with the Government of the District of Columbia, involving the restructuring of over 1 million square feet of municipal space under the auspices of the congressionally established Financial Control Board.

He has provided development advisory services for the College of William & Mary, Alexandria City Public School System, National Institutes of Health, John Hopkins Applied Research Laboratory and the University of Cincinnati. He has advised the cities of Indianapolis, IN, Mobile, AL, Ann Arbor, MI and Miami, FL on economic development initiatives and public private partnerships.

Mr. McShea has developed strategic plans for various government entities including, most recently, the states of Florida, South Carolina, Oakland, California and Mobile, Alabama. He has implemented strategic real estate plans for the City of New York, as well as the states of Arizona, Colorado, Maryland, Michigan, and Pennsylvania.

Mr. McShea is currently advising the North County Transit District in Oceanside, CA on the development a 10-acre TOD site surrounding the Oceanside Transit Center. He is also advising the Jacksonville Transit Authority on five TOD sites, as well as other numerous other ongoing P3 projects.

Mike's base office is in San Diego, but he is fully licensed in Florida and working on a number of active projects in the state.

Affiliations

- United States Conference of Mayors Outstanding Achievement in Public Private Partnership, City of Tulsa, City Hall Acquisition
- National Association of State Facility Administrators Outstanding Achievement Award, Portfolio Management with the State of Michigan

Education

Bachelor of Science, Business and Management, University of Maryland

Thank you.

CBRE

Paul Grossman

Senior Vice President

+1 305 381 6439

paul.grossman@cbre.com

Jack Siragusa

First Vice President

+1 561 371 9214

jack.siragusa@cbre.com

Lee Ann Korst

SE Regional Manager
PIES Group

+1 850 251 9319

leeann.korst@cbre.com

CBRE © 2025 All Rights Reserved. All information included in this proposal pertaining to CBRE—including but not limited to its operations, employees, technology and clients—are proprietary and confidential, and are supplied with the understanding that they will be held in confidence and not disclosed to third parties without the prior written consent of CBRE. This letter/proposal is intended solely as a preliminary expression of general intentions and is to be used for discussion purposes only. The parties intend that neither shall have any contractual obligations to the other with respect to the matters referred herein unless and until a definitive agreement has been fully executed and delivered by the parties. The parties agree that this letter/proposal is not intended to create any agreement or obligation by either party to negotiate a definitive lease/purchase and sale agreement and imposes no duty whatsoever on either party to continue negotiations, including without limitation any obligation to negotiate in good faith or in any way other than at arm's length. Prior to delivery of a definitive executed agreement, and without any liability to the other party, either party may (1) propose different terms from those summarized herein, (2) enter into negotiations with other parties and/or (3) unilaterally terminate all negotiations with the other party hereto. CBRE and the CBRE logo are service marks of CBRE, Inc. and/or its affiliated or related companies in the United States and other countries. All other marks displayed on this document are the property of their respective owners. An image contained in this proposal has been generated in whole or in part by or with the assistance of generative artificial intelligence.



Professional Commercial Real Estate Marketing Services



Delray Beach Community Redevelopment Agency (CRA)
Request for Qualifications (RFQ) CRA No. 2024-09
January 16, 2025



DELRAY BEACH COMMUNITY REDEVELOPMENT AGENCY

PROFESSIONAL COMMERCIAL REAL ESTATE MARKETING SERVICES



Response to Request for Qualifications RFQ CRA No. 2024-09

Due: January 16, 2025 at 4:00 PM EST

Prepared for:

Christine Tibbs, Assistant Director
Delray Beach Community Redevelopment Agency
20 North Swinton Avenue
Delray Beach, FL 33444
tibbsc@mydelraybeach.com; 561-276-8640

Prepared by:



Contact:

Nick Finelli, Vice President
Jones Lang LaSalle Americas, Inc.
Phone: (301) 257-0210
Email: Nick.Finelli@jll.com

Matt Do, Managing Director
Jones Lang LaSalle Americas, Inc.
Phone: (858) 410-1219
Email: Matt.Do@jll.com

TRADE SECRET/COMPANY PRIVATE – DO NOT DISCLOSE – *This proposal includes data that shall not be disclosed outside the Government/Organization and shall not be duplicated, used or disclosed—in whole or in part—for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offer as a result of—or in connection with—the submission of this data, the Government/Organization shall have the right to duplicate, use or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government/Organization’s right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction is contained within the proposal and each page is marked accordingly. **Applicable pages in this response:** Firm information contained in sections on pp. 21–22; Capabilities and Approach, pp. 26–32; Experience of Proposer / Client reference contact information, pp. 34–37.*



January 16, 2025

Christine Tibbs, Assistant Director
Delray Beach Community Redevelopment Agency
20 North Swinton Avenue
Delray Beach, FL 33444
Email: tibbsc@mydelraybeach.com

**Re: Response to Request for Qualifications RFQ CRA No. 2024-09
Professional Commercial Real Estate Marketing Services**

Dear Ms. Tibbs,

Jones Lang LaSalle Americas, Inc. ("JLL") is pleased to present our proposal in response to the Delray Beach Community Redevelopment Agency ("CRA") Solicitation to provide professional commercial real estate marketing services. Our team has a proven track record of providing a broad range of similar services to local and state governments to help them optimize and leverage their asset portfolio, reduce costs, generate revenue, procure energy services, and focus on their core organizational objectives. The following are a few key benefits in partnering with JLL:

- **JLL's Dedicated Public Sector Practice.** JLL's core services include advising public agencies in leveraging their real estate assets through partnership with private developers and investors. We have the industry's largest Public Institutions practice group with a track record of advisory for hundreds of public clients. With more than 600 real estate professionals dedicated to serving public agencies, we have worked on projects for more than 300 public sector clients. Our team has numerous former public sector employees on our staff which have a deep understanding of the long-term perspective required by public sector work, the importance and inherent financial value of the public good, the need to protect the public's interests and taxpayer dollars, and transparency requirements and political realities that face many of our public sector clients.
- **JLL's Public-Private Partnership (P3) Experience.** We work with clients to develop an appropriate P3 implementation framework, offering assistance in a broad array of activities, ranging from drafting policy articulation and implementing guidelines to assisting with the development of project screening criteria and integration of P3 with broader budget processes. JLL likewise provides best-in-class transaction advisory services, assisting on all activities associated with P3 project implementation, from conceptualization through financial close. JLL's P3 advisory reputation of excellence is self-evident, as the firm advises key federal, state, and local government entities throughout the U.S. on P3 program and project delivery.
- **JLL's Experience Delivering for Public Sector Clients.** JLL team members collectively provide decades of experience acting as financial, strategic, and transaction advisors on pioneering P3 programs and projects across the United States and have a proven track record of success.



We are eager to work with the CRA to deliver the best value through this opportunity. Please do not hesitate to reach out directly with any questions, concerns or clarifications related to our proposal to me at (301) 257-0210 or via email at nick.finelli@jll.com.

Sincerely,

A handwritten signature in blue ink that reads "Nicholas Z. Finelli".

Nick Finelli
Vice President
JLL Public Institutions
Proposal Point of Contact

A handwritten signature in blue ink that appears to read "Matt Do".

Matt Do
Managing Director
JLL Public Institutions
Authorized Signer



Section 1

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Section 2

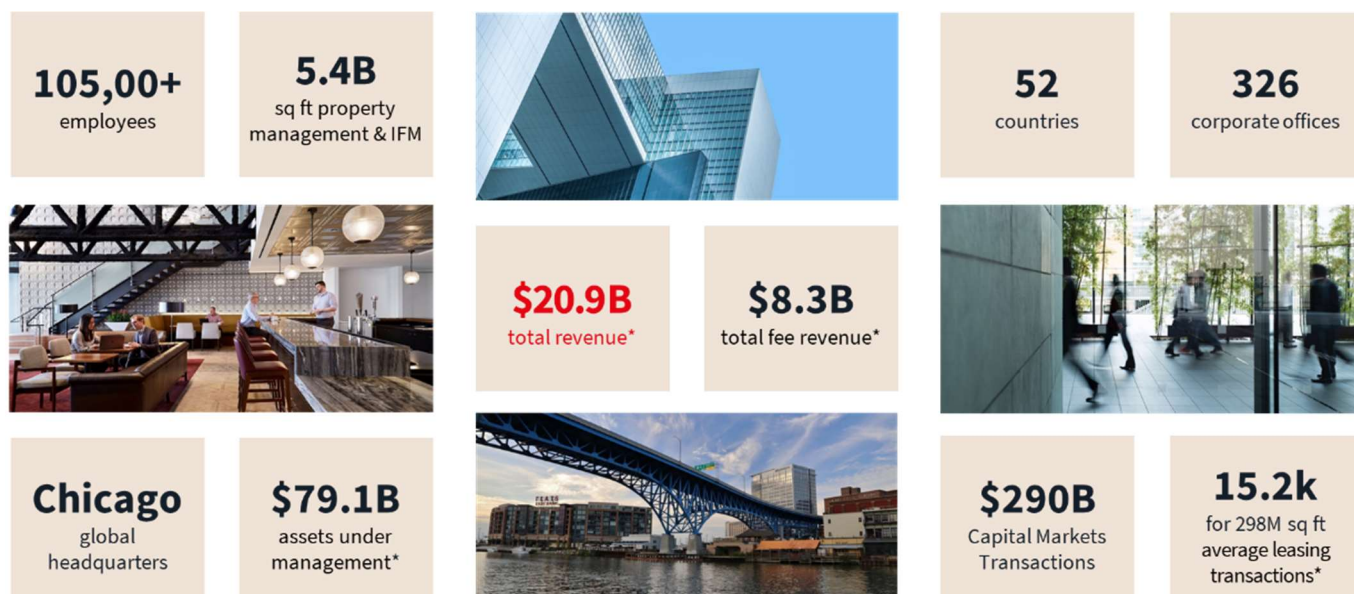
Narrative

Section 2: Narrative

About JLL

Jones Lang LaSalle Americas, Inc. (JLL) is a premier professional services and investment management firm offering specialized real estate services to clients seeking increased value by owning, occupying, and investing in real estate. JLL is a **Fortune 200 leading professional services firm that specializes in real estate** and investment management. JLL was established in Maryland in April 1997, evolving from a merger of LaSalle Partners (est. 1968), a Chicago-based, publicly traded company and Jones Lang Wootton (est. 1783), a London-based international company, to grow into the global platform they are today.

An industry leader in successfully delivering our clients innovative and cost-effective real estate solutions, we offer a robust understanding of the real estate market through an unmatched global reputation, **exhaustive real estate research, unrivaled technology solutions** and a deep commitment to **teamwork, ethics, and sustainability**.



Dedicated Public Institutions Practice

JLL's Public Institutions group combines public and private sector best practices and experience to deliver a full range of integrated transaction solutions and financial advisory services focused on the unique needs and missions of public sector organizations. Our practice group is defined by the following key attributes:

Our Unique Understanding of the Public Sector. With numerous former public-sector employees on our staff, we have a deep understanding of the differences between the public and private sectors. Specifically, we understand the long-term perspective required by public sector work, the importance and inherent financial value of the public good, the need to protect public interests and taxpayer dollars, transparency requirements and political realities that face many of our public-sector clients.

Our extensive experience in both the public and private sectors provides agencies the insight and expertise necessary to turn an asset portfolio into a collection of functional, efficient assets. Unlocking value can help fund programs critical to an agency's mission.

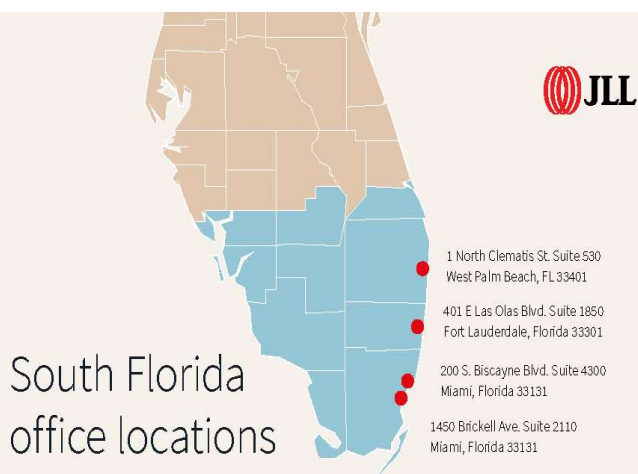
Our Goals. Transforming real estate into more efficient inventory that meets organizational needs, we assist our clients in implementing and executing their real estate strategies from concept development through operations and maintenance management at the federal, state, local and higher education levels. This often involves negotiations and oversight of private sector developers, financiers, construction firms, landlords, property managers and jurisdictional entities. Our expertise enables our clients to align a real estate portfolio with its strategic goals.

Our Services. Our Public Institutions practice has a dedicated team of public sector specialists Integrated with our firm's broader network of resources and specialty practices. We combine the public and private sector best practices and experience to deliver a full range of integrated real estate solutions and financial advisory services focused on the unique needs and missions of our public sector clients.

We have helped more than 250 public sector clients find new ways to maximize their real estate, while lowering operating costs and improving cash flow.

JLL Florida Presence

JLL Florida includes 10 office locations with over 1,647 employees – 130 are licensed real estate brokers.



34

markets advisory brokers

54

Capital Markets employees

\$108,631,665

total revenue

Focused service expertise and capabilities

JLL provides a broad range of real estate-related services to occupiers, owners and investors. For each client assignment, we assemble a team of experts based upon service capabilities who deliver integrated solutions built on professional expertise, relevant experience, and market insight, foresight, and knowledge. JLL constantly reassesses its service platform to remain responsive to and current on client needs, changes in the real estate business and evolutions in the use of technology and space.



JLL's public sector real estate services include:

- Agency Leasing
- Corporate Finance
- Debt Placement
- Digital Solutions
- Energy and Sustainability Services
- Integrated Facilities Management
- Investment Management & Advisory
- Investment Sales / Brokerage
- Lease Administration
- Development-Oriented Transactions
- Mortgage Origination and Servicing
- Project and Development Management
- Property Management
- Real Estate Investment Banking
- Research
- Strategic Consulting and Advisory Services
- Tenant Representation
- Valuations

Differentiators

- More than 25 years' experience providing advisory services to public sector clients
- References from both government and commercial clients for large campuses, distributed portfolios, and annual spend in excess of \$100M annually
- Seamless application of commercial best practices to Government installations
- Cost competitive solutions in a cost driven source selection environment
- Experience in specialty vertical markets (data center, industrial, high clearance spaces) Proprietary products and services focused on cost reduction and reliability
- Leading the industry in innovation and new product development

JLL Project Team

Staffing and Support

Staffing: To begin, we have selected the most qualified professionals to serve on the Core Team for PASSHE. The Core Team is organized as follows:

- *Project Leadership:* **Nick Finelli**, Vice President will serve as the Project Lead, to drive the overall strategy. He will be joined by **Ed Chatmon**, Vice President, who is an expert in the real estate portfolios of municipalities. **Laurence Hicks**, Associate, will provide support to the Project Leads.
- *Local Market Experts:* Based upon the needs of Delray Beach CRA, we have identified experts based in South Florida including **Kevin Probel**, Managing Director, Brokerage; **Maurice Habif**, Managing Director, Capital Markets; **Simon Banke**, Senior Director, Capital Markets; and **Matthew McCormack**, Senior Director, Capital Markets.

JLL commits to providing our proposed professionals for this engagement. The Core Team members have specialized expertise in areas specifically relevant to the scope of services and we stand ready to serve as a trusted partner throughout this engagement. These Core Team members combine public and private sector best practices and experience to deliver a full range of integrated real estate solutions and financial advisory services focused on the unique needs of municipalities. We have included resumes for each of these Core Team members.

In addition to the Core Team, the JLL team has access to additional experts throughout the organization spanning the full depth and breadth of our organization to address almost any real estate or consulting requirement as needed during the relationship, particularly during a surge or busy period.

Our resumes are included on the following pages.

Our Organizational Chart is in Section 6, as requested in the RFQ.

Nick Finelli

Vice President, Public Institutions

Current Responsibilities

Nick Finelli joined JLL's Public Institutions team in 2019. He provides development advisory services, project management, financial analysis, and market research for public sector and higher education clients across the country. Nick leverages his background in private-sector development to help public-sector clients utilize real estate for the advancement of their unique organizational goals.

Nick currently provides higher education and local, state, and federal government clients with real estate strategy development and execution support, backed by his extensive experience over a 14-year career in acquisitions, financing, entitlements, permitting, contract management, and disposition of complex real estate transactions. Key areas of expertise include development advisory, transaction management, and non-traditional revenue generation and financial structuring on behalf of public agencies.

Experience

Before joining JLL, Nick worked as a Project Manager at WC Smith, where he managed the development and execution of over \$500M of mixed-use real estate projects throughout the District of Columbia. Past projects include approximately 1,500 residential apartment units and 300,000 square feet of retail space. His residential development experience consists of both market-rate and affordable housing, as well as Public-Private-Partnership transactions.

Prior to joining WC Smith, he negotiated and executed various real estate transactions during his time as a sales and leasing associate at Broad Street Realty, LLC. His responsibilities included financial analysis, market research, site selection advisory, contract negotiation, and business development.

Education and Affiliations

Nick earned a Masters of Real Estate Development from the University of Maryland and a Bachelor of Science in Business Administration from The Citadel.



Representative Clients

- City of Riviera Beach, FL
- City of West Palm Beach, FL
- City of North Lauderdale, FL
- State of Florida
- Commonwealth of Virginia
- Virginia Department of Transportation
- Fairfax County, VA
- Town of Herndon, VA
- City of Alexandria, VA
- Washington Metropolitan Area Transit Authority
- DC Office of the Deputy Mayor for Planning and Economic Development
- DC Housing Finance Agency
- DC Office of the Chief Financial Officer
- State of Illinois
- U.S. General Services Administration
- Maryland Aviation Administration
- Montgomery County, MD

Ed Chatmon

Vice President, Public Institutions

Current Responsibilities

Ed is a Vice President for the Public Institutions team in JLL's Chicago office. He provides state, federal, municipal government and higher education clients with comprehensive real estate services, including project management, market analysis, financial modeling, development advisory, strategy development, developer solicitation, and negotiations. Ed has experience in urban planning, real estate and economic development having served in various capacities at state governments, real estate financial institutions, and community development entities.

Experience

Prior to JLL, Ed was a Vice President with Cleveland Development Advisors where he consulted clients on real estate and economic development projects. Prior to that, Ed worked at Bank of America Merrill Lynch and KeyBank Real Estate Capital as an underwriter and portfolio manager.

Education

Ed holds an MBA from The Ohio State University, a master's in urban planning and real estate development from Cleveland State University, and a BA in Business from Cleveland State University.



Representative Clients

- Riviera Beach, FL Community Redevelopment Authority
- Prince George's County Public Schools
- Chicago Transit Authority
- City of Atlanta/Invest Atlanta
- General Services Administration – Chicago

Affiliations

- Urban Land Institute (ULI) – National Member
- NAIOP – National Member
- Cleveland Chamber of Commerce – Member

Kevin Probel

Senior Managing Director, Brokerage

Current Responsibilities

Kevin Probel joined JLL in 2023 as a Senior Managing Director. He represents owners and landlords of office properties providing strategic real estate services to building owners and national corporate tenants with a focus on the growth and development of the firm's West Palm Beach office. Additionally, as a result of his experience and extensive institutional relationships throughout his career, Probel will be an integral part of the Capital Markets platform across the State of Florida, with special emphasis on South Florida. Kevin's client list includes Aetna Realty, Baron Colliers, Brookwood Financial, C-III Capital Partners, IP Capital, KBS, Related Companies, and more.

Experience

Kevin has over three decades of real estate experience. Prior to joining JLL, he was with CBRE from 2017-2023, completing over 320 successful leasing transactions, over 275 million in lease considerations, and over 1.5 million square feet leased. From 2011-2017, Kevin was part of JLL's hybrid leasing and operations team, focused on agency and tenant representation.

From 2007-2011, Kevin was an Asset Manager at Related Companies in West Palm Beach; as part of the development team for CityPlace Tower, he oversaw the ground up leasing for over 300,000 square feet. When the asset sold to KBS in 2011, he partnered with Eastdil on the sale. He also held the general manager position at Prentiss Properties / Brandywine Realty Trust for 10 years, overseeing a four million square foot portfolio that including leasing, construction and operations.

Education and affiliations

Kevin is a licensed Florida real estate broker. He graduated University of Florida in 1995 with a Bachelor of Science in Finance. He's a Trustee and former Board Member of the Palm Beach County Chamber of Commerce, as well as a member of the Palm Beach County Business Development Board.



Agency Leasing Clients

- Aetna Realty
- Baron Colliers
- Brookwood Financial
- C-III Capital Partners
- Colonnade Properties
- Florida Crystals
- Foxrock Properties
- IP Capital
- KBS
- Lost Tree Realty
- National Office Parks
- Related Companies
- Vanderbilt Office Properties

Tenant Representation Clients

- Appaloosa Management
- Ballentine Partners
- BBVA Compass
- Blue Sea Capital
- Comvest Advisors
- DC Capital Partners
- ECN Capital
- Glenmede Trust
- Northrup Grumman
- Palm Beach Opera

Laurence Hicks

Associate, Public Institutions

Current Responsibilities

Laurence Hicks joined the JLL Public Institutions team as an Associate in Fall 2024. Based in the Los Angeles office, his responsibilities include providing comprehensive real estate advisory services to public sector clients across the United States. He focuses on development advisory, with an emphasis on public-private partnerships (P3s), real estate transactions, and market analysis. He primarily serves municipalities and public agencies, leveraging his expertise to guide clients through complex real estate development processes.

Experience

Prior to joining JLL, Laurence worked as a consultant for Harris & Associates, a housing finance and economic development firm. In this role, he provided development advisory, solicitation advisory, and development policy analysis to municipalities throughout California.

Before his consulting career, Laurence spent five years in the affordable housing development sector, working across Washington and California. His portfolio spans diverse projects, including permanent supportive housing, workforce housing, senior living facilities, seasonal farmworker housing. Many of these developments were mixed-use and integrated community-enhancing features like learning centers, on-site support services, early childhood development, and retail.

Laurence possesses significant expertise in projects leveraging public subsidies and Low-Income Housing Tax Credits.

Education and Affiliations

Laurence holds a Bachelor's Degree in Business Administration with a focus on Finance and Economics from Washington State University in Pullman, Washington. He is an active member of the Urban Land Institute.



Recent Client Experience

- Invest Atlanta
- Washington Metropolitan Area Transit Authority
- City of San Diego
- Texas Department of Motor Vehicles
- Illinois Medical District
- Chicago Department of Aviation

Achievements:

- 6+ years of real estate & development advisory experience
- ~2,500+ units developed

Simon Banke

Senior Director, Capital Markets



Career Summary

Simon is a Senior Director in the Miami office of JLL Capital Markets, Americas. He joined JLL as part of the HFF acquisition and has more than six years of experience in commercial real estate. Simon focuses primarily on multi-housing and land investment advisory throughout the southeastern United States. During his career, he has been involved in more than \$3 billion in transactions.

Simon started at HFF in May 2014. Before that, he interned at 13th Floor Investments while pursuing his Bachelor of Science in Finance, Economics and Management at the University of Miami.

Education and affiliations

BSBA, University of Miami

Professional designations

Licensed Real Estate Broker – State of Florida

Representative projects:

Property	Location	Type	Value
Greystar Fund VII Portfolio	United States	Investment Advisory	\$1,900,000,000
ST Residential Portfolio	United States	Investment Advisory	\$ 415,000,000
Lighthouse Portfolio	North Lauderdale, FL	Investment Advisory	Confidential
Modera Pembroke Pines	Pembroke Pines, FL	Investment Advisory	\$ 158,500,000
Boca Raton Student Housing Portfolio	Boca Raton, FL	Investment Advisory	\$ 105,250,000
Modera Pembroke Pines	Pembroke Pines, FL	Debt	\$ 103,020,000
InTown	Miami, FL	Investment Advisory	\$ 89,000,000
Vintage at Abacoa	Jupiter, FL	Investment Advisory	\$ 82,000,000
300 Biscayne	Miami, FL	Investment Advisory	\$ 80,000,000
Ocean Walk Apartments	Key West, FL	Investment Advisory	\$ 75,350,000
Parrots Landing	Fort Lauderdale, FL	Investment Advisory	\$ 69,700,000
Patterson Court Apartments	Orlando, FL	Investment Advisory	\$ 68,650,000
North 40	Boca Raton, FL	Investment Advisory	\$ 68,600,000
Paramount on Lake Eola	Orlando, FL	Investment Advisory	\$ 62,000,000
InTown Financing	Miami, FL	Debt	\$ 56,200,000
2500 Biscayne at Wynwood Edge	Miami, FL	Investment Advisory	\$ 56,010,000
Mallards Cove	Jupiter, FL	Investment Advisory	\$ 55,000,000
400 Biscayne	Miami, FL	Investment Advisory	\$ 54,000,000
The Edgewater Site	Miami, FL	Investment Advisory	\$ 52,700,000

Maurice Habib

Managing Director, Capital Markets

Career Summary

Maurice is a Managing Director in the Miami office of JLL Capital Markets, Americas. He joined JLL as part of the HFF acquisition and has more than 10 years of experience in real estate and finance. He focuses primarily on multi-housing and investment sales advisory throughout the southeastern United States. During the course of his career, he has been involved in more than \$3 billion in transactions.

Maurice started at HFF in November 2011. Before that, he interned at Urdang Securities Management while attending the University of Pennsylvania to receive his MBA. Prior to that, he was an analyst at Oliver Wyman (formerly Mercer Management Consulting). Maurice also interned at JPMorgan Chase & Co. as an analyst while attending Princeton University for his undergraduate degree.



Education and affiliations

- MBA, The Wharton School at the University of Pennsylvania
- BA, Princeton University

Professional designations

Licensed Real Estate Salesperson
– State of Florida

Representative Projects:

Property	Location	Type	Value
Greystar Fund VII Portfolio	United States	Investment Advisory	\$1,900,000,000
ST Residential Portfolio	United States	Investment Advisory	\$ 415,000,000
Lighthouse Portfolio	North Lauderdale, FL	Investment Advisory	Confidential
Modera Pembroke Pines	Pembroke Pines, FL	Investment Advisory	\$ 158,500,000
Boca Raton Student Housing Portfolio	Boca Raton, FL	Investment Advisory	\$ 105,250,000
Modera Pembroke Pines	Pembroke Pines, FL	Debt	\$ 103,020,000
InTown	Miami, FL	Investment Advisory	\$ 89,000,000
Vintage at Abacoa	Jupiter, FL	Investment Advisory	\$ 82,000,000
300 Biscayne	Miami, FL	Investment Advisory	\$ 80,000,000
Ocean Walk Apartments	Key West, FL	Investment Advisory	\$ 75,350,000
Parrots Landing	Fort Lauderdale, FL	Investment Advisory	\$ 69,700,000
Patterson Court Apartments	Orlando, FL	Investment Advisory	\$ 68,650,000
North 40	Boca Raton, FL	Investment Advisory	\$ 68,600,000
Paramount on Lake Eola	Orlando, FL	Investment Advisory	\$ 62,000,000
InTown Financing	Miami, FL	Debt	\$ 56,200,000
2500 Biscayne at Wynwood Edge	Miami, FL	Investment Advisory	\$ 56,010,000
Mallards Cove	Jupiter, FL	Investment Advisory	\$ 55,000,000
400 Biscayne	Miami, FL	Investment Advisory	\$ 54,000,000
The Edgewater Site	Miami, FL	Investment Advisory	\$ 52,700,000

Matthew T. McCormack

Senior Director, Capital Markets

Career Summary

Matthew is a director in the Miami office of JLL Capital Markets, Americas. He joined JLL as part of the HFF acquisition and has more than ten years of experience in commercial real estate. He focuses primarily on investment advisory throughout the southeastern United States. Throughout his career, he has been involved in more than \$10 billion in transactions.

Matthew started at HFF in May 2016. Before that, he worked as an associate at Crocker Partners (CP Group) where he was responsible for the acquisition of new assets, as well as for the management and disposition of existing assets across all of Crocker's target markets. During Matthew's time at the firm, he participated in more than \$1.3 billion in closed transactions, amassing over 8 million square feet of new acquisitions. Prior to his five years at Crocker, he interned at CBRE, Thomson Reuters and JP Morgan Chase.

Representative Projects:

Property	Location	Type	Value
Citadel HQ Relocation	South Florida	Sale	\$ 747,500,000
Bal Harbour Shops	Bal Harbour, FL	Fixed-Rate	\$ 740,000,000
Bal Harbour Shops	Bal Harbour, FL	Fixed-Rate	\$ 550,000,000
Phillips Point	West Palm Beach,	Sale and Financing	\$ 510,560,000
701 Brickell Avenue	Miami, FL	Sale	\$ 443,000,000
MetWest International	Tampa, FL	Equity Placement & Financing	\$ 250,250,000
Las Olas Centre	Ft. Lauderdale, FL	Sale	\$ 208,000,000
Design Center of the Americas	Ft. Lauderdale, FL	Loan Sale	\$ 201,500,000
The Plaza Coral Gables	Coral Gables, FL	Floating-Rate	\$ 180,000,000
Strata Wynwood	Wynwood, FL	Sale	\$ 171,000,000
100 North Tamps	Tampa, FL	Sale	\$ 151,300,000
Datran Center I & II	Miami, FL	Floating-Rate	\$ 133,000,000
Downtown Doral	Miami, FL	Fixed-Rate	\$ 127,000,000
AutoNation Building	Ft. Lauderdale, FL	Floating Rate &	\$ 84,000,000
Aventura Optima	Aventura, FL	Floating-Rate	\$ 100,000,000
Soleste Grand Central	Miami, FL	Floating-Rate	\$ 74,000,000
Windsor Square Shopping Center	Charlotte, NC	Fixed-Rate	\$ 60,000,000
MMG Portfolio	Miami, FL	Fixed-Rate	\$ 58,000,000
Peninsula Executive Center	Boca Raton, FL	Fixed Rate & Recapitalization	\$ 59,750,000



Education and affiliations

- BS, Villanova University
- Daniel M. DiLella Center for Real Estate Association, Real Estate Council Member

Specialties

- Investment Advisory
- Equity Placement



Section 3

Propser's Information
and Qualifications

Section 3: Proposer's Information and Qualifications

JLLs Proposal Acknowledgement Form and Proposer's Information Form are included on the following pages.

PROPOSAL ACKNOWLEDGEMENT FORM

The Proposer hereby acknowledges and affirms to the contents of this RFQ, its response thereto, including without limitation, all addenda have been read, understood, and agreed to by assigning and completing the spaces provided below:

A. RFQ Addendum Acknowledgment

Addendum No. 1, Dated January 3, 2025
Addendum No. 2, Dated _____
Addendum No. 3, Dated _____
Addendum No. 4, Dated _____
Addendum No. 5, Dated _____

- B. The undersigned certifies that they are authorized to sign for the Proposer (additional proof shall be submitted as required in this RFQ).
- C. The undersigned certifies that any and all information contained in response to this RFQ is true and correct.
- D. The Proposer certifies, by submission of a response to this solicitation, that neither it nor its principals or subcontractors are presently debarred or suspended by any Federal, State or City department or agency.
- E. THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF PROPOSER TO BE BOUND BY THE TERMS OF ITS PROPOSAL, FOR NOT LESS THAN 90 DAYS, AND THE PROPOSER'S UNEQUIVOCAL OFFER TO BE BOUND BY THE TERMS AND CONDITIONS SET FORTH IN THIS SOLICITATION. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED, BY AN AUTHORIZED AGENT, SHALL RENDER THE PROPOSAL NON-RESPONSIVE. THE CRA MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE PROPOSER TO THE TERMS OF ITS PROPOSAL.

RFQ CRA NO. 2024-09: PROFESSIONAL COMMERCIAL REAL ESTATE MARKETING SERVICES

Proposer's Name: Jones Lang LaSalle Americas, Inc.

Principal Business Address: 200 E. Randolph Drive, Chicago, IL 60601 [corporate HQ]

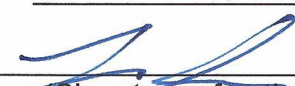
Mailing Address: 150 North Clematis Street Suite 530 West Palm Beach, FL 33401 [local office]

Telephone Number(s): Nick Finelli, Vice President | Point of Contact | (301) 257-0210

Fax Number(s): _____

Email Address: nick.finelli@jll.com

Authorized Agent Name and Title: Matt Do, Managing Director


(Signature of authorized agent)

Date: 1/15/2025

PROPOSER INFORMATION FORM

Provide all requested information below. And review all requirements listed in the RFQ to ensure all necessary information is submitted with the Proposal.

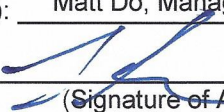
PROPOSER NAME:	Jones Lang LaSalle Americas, Inc.
PRINCIPAL OFFICE ADDRESS:	200 E. Randolph Drive, Chicago, IL 60601 [corporate HQ]
LOCAL OFFICE ADDRESS:	150 North Clematis Street Suite 530 West Palm Beach, FL 33401
MAILING ADDRESS:	150 North Clematis Street Suite 530 West Palm Beach, FL 33401
PHONE NUMBER:	Nick Finelli, Vice President Point of Contact (301) 257-0210
AUTHORIZED AGENT:	Matt Do
AUTHORIZED AGENT TITLE:	Managing Director
AUTHORIZED AGENT EMAIL:	matt.do@jll.com
PROPOSER REPRESENTATIVE NAME (if different from Authorized Agent):	Nick Finelli, Vice President
PROSOSER REPRESENTATIVE EMAIL (if different from Authorized Agent):	nick.finelli@jll.com
PROPOSER REPRESENTATIVE PHONE NUMBER: (if different from Authorized Agent):	(301) 257-0210
FEDERAL EMPLOYER IDENTIFICATION NUMBER:	36-4160760
LEGAL STRUCTURE:	Corporation
STATE OF INCORPORATION OR ORGANIZATION:	Maryland
DATE OF INCORPORATION OR ORGANIZATION:	4/15/1997
DATE AUTHORIZED TO DO BUSINESS IN FLORIDA:	5/21/1997

REVIEW ALL SOLICITATION DOCUMENTS TO ENSURE ALL REQUIRED INFORMATION IS INCLUDED WITH THE SUBMITTED PROPOSAL.

By signing this document, the Proposer agrees to all terms and conditions of this Solicitation and the resulting contract/agreement.

Proposer's Name: Jones Lang LaSalle Americas, Inc.

Authorized Agent Name and Title (Print): Matt Do, Managing Director


(Signature of Authorized Agent)

Date: 1/15/2025

Signature Authority

JLL provides our Signature Authority at the end of this Section 3.

JLL Licenses

Licenses for our proposed team are included below and on the following pages.



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LICENSEE DETAILS

2:35:19 PM 10/18/2024

Licensee Information	
Name:	JONES LANG LASALLE AMERICAS INC (Primary Name)
Main Address:	250 S ORANGE AVE 700P ORLANDO Florida 32801
County:	ORANGE
License Location:	1450 BRICKELL AVENUE MIAMI FL 33131
County:	DADE

License Information	
License Type:	Real Estate Branch Office
Rank:	RE Branch Offic
License Number:	BO2033260
Status:	Current,Active
Licensure Date:	09/15/2020
Expires:	09/30/2026

Special Qualifications	Qualification Effective

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LICENSEE DETAILS

3:05:33 PM 1/10/2025

Licensee Information

Name:	PROBEL, KEVIN PA (Primary Name)
Main Address:	112 MAGIC WAY JUPITER Florida 33458
County:	PALM BEACH

License Information

License Type:	Real Estate Broker or Sales
Rank:	Sales Associate
License Number:	SL3301310
Status:	Current,Active
Licensure Date:	07/17/2014
Expires:	03/31/2026

Special Qualifications	Qualification Effective
Professional Association	08/25/2017

Alternate Names

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LICENSEE DETAILS

3:03:28 PM 1/10/2025

Licensee Information

Name:	BANKE, SIMON HARTNACK (Primary Name)
Main Address:	4364 NW 8TH COURT PLANTATION Florida 33317
County:	BROWARD

License Information

License Type:	Real Estate Broker or Sales
Rank:	Sales Associate
License Number:	SL3460382
Status:	Current,Active
Licensure Date:	12/16/2019
Expires:	09/30/2025

Special Qualifications	Qualification Effective

Alternate Names

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Jones Lang LaSalle Americas, Inc.

Professional Commercial Real Estate Marketing Services

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LICENSEE DETAILS

3:04:18 PM 1/10/2025

Licenses Information

Name:	HABIF, MAURICE (Primary Name)
Main Address:	6833 VERONESE ST CORAL GABLES Florida 33146
County:	DADE

License Information

License Type:	Real Estate Broker or Sales
Rank:	Sales Associate
License Number:	SL3253490
Status:	Current,Active
Licensure Date:	01/09/2012
Expires:	09/30/2025

Special Qualifications

Qualification Effective

Alternate Names

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LICENSEE DETAILS

3:04:54 PM 1/10/2025

Licenses Information

Name:	MCCORMACK, MATTHEW TODD (Primary Name)
Main Address:	500 QUADRANT RD NORTH PALM BEACH Florida 33408
County:	PALM BEACH

License Information

License Type:	Real Estate Broker or Sales
Rank:	Sales Associate
License Number:	SL3516557
Status:	Current,Active
Licensure Date:	09/28/2021
Expires:	03/31/2025

Special Qualifications

Qualification Effective

Alternate Names

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Proposer's Principals, Partners, Officers, and Directors

Officer Name	Office Held	Start Date	Address
Andrew Poppink	CEO, Global Markets Advisory	07/01/2023–present	2020 K Street NW, #1100 Washington, DC 20006
John Gates	CEO of Americas Markets & EVP	1/1/2021–present	8343 Douglas Ave, #100 Dallas, TX 75225
Greg Conley	EVP & CFO	11/25/2020–present	260 Forbes Avenue Pittsburgh, PA 15222
Alan Tse	Secretary	6/27/2018–present	200 E Randolph Drive Chicago, IL 60601
Benjamin Hawke	EVP, Assistant Treasurer & Director	8/16/2022–present	200 E Randolph Drive Chicago, IL 60601
Courtney Huggins	EVP, Treasurer & director	04/21/2023–present	30 Warwick Street London W1B 5NH
James S. Jasionowski	EVP, Assistant Treasurer & Director	1/1/2010–present	200 E Randolph Drive Chicago, IL 60601
Karen Brennan	EVP & Director	7/15/2020–present	200 E Randolph Drive Chicago, IL 60601

Ownership Changes to Proposer's Organization in the Past Five (5) Years

JLL's executive leadership has had the following changes in the past five years:

- On 7/01/2023 Andrew Poppink became CEO, Global Markets Advisory, taking over for Gregory O'Brien;
- On 4/21/2023 Courtney Huggins became EVP, Treasurer & Director, taking over for Bryan Duncan;
- On 8/16/2022 Benjamin Hawke became EVP, Assistant Treasurer & Director, taking over for Louis Bowers

There are no additional changes anticipated at this time.

Bankruptcies and Legal Actions Involving the Proposer

Jones Lang LaSalle Americas, Inc. has been an experienced federal government contractor for more than a decade and complies with all related regulations. No senior officers have been the subject of any criminal conviction. Neither it nor any principal has ever been suspended or debarred by any government entity. It has a sophisticated Code of Conduct, Ethics and Compliance program that pre-dates and complies with the Federal Acquisition Regulation requirements. Neither Offeror, nor any officer or principal to the knowledge of the Legal Department is a party to any cases alleging criminal liability.

Our parent company, Jones Lang LaSalle Incorporated has an annual revenue of about \$20.8B, and offeror has about 34,000 employees nationwide. As is typical for a company of that size, Jones Lang LaSalle Americas, Inc. is a party in various litigation matters arising in the ordinary course of business. To the extent that matters rise to a level of materiality to the parent, they are disclosed in the filings with the SEC. There are none listed in the Forms 10K for [FY 2011 - 2023](#). Most of the cases are premises liability claims that arise from the company's engagements as a manager of property or facilities, usually in an agency capacity. Almost all such cases are covered by indemnity of the property owner. Most cases are covered by insurance. There are also some cases where we are a creditor in a bankruptcy proceeding, or plaintiff suing to collect fees earned, usually against non-client property owners. Jones Lang LaSalle Americas, Inc. from time to time does have disputes with some subcontractors and clients. In addition, as a licensed real estate broker subject to regulation by licensing bodies in virtually all U.S. states, JLL is also subject to periodic regulatory audits and related investigations. JLL can provide additional information with respect to any of these matters upon request. JLL has never filed for bankruptcy.

Like any company that employs about 34,000 people, we have complaints and charges made by employees from time to time which may be investigated by a government employment-law related agency (e.g. federal EEOC or NLRB). The company has never been found liable for any employment charge after a full adjudication. Most are dismissed by the cognizant government agency (e.g. EEOC). Only for 4 cases in the past ten years has such an agency entered a finding of cause. None of these matters have risen to the level of materiality and most matters are dismissed by said agency.

Conflict of Interest Form

JLL has completed the Conflict of Interest form and included this at the end of this Section 3.

Insurance

JLL confirms its ability to obtain and maintain the insurance required by the Delray Beach Community Redevelopment Agency.



JONES LANG LASALLE AMERICAS, INC.
CERTIFICATE OF AUTHORITY

I, Gregory Harding, Counsel for Jones Lang LaSalle Americas, Inc. (the "Corporation") certify that the Corporation is a duly formed, validly existing corporation in good standing under the laws of the State of Maryland, and that the following individual has authority from its governing body and subsequent delegations to sign and deliver proposals, contract documents, purchase orders, amendments, change orders, invoices, applications for payment, negotiations, and other related items on behalf of the Corporation, as they relate to the City of Delray Beach RFQ CRA No. 2024-09 for Professional Commercial Real Estate Marketing Services:

Matt Do, Managing Director

Witness my hand this day of 10 January 2025.

By: 

Gregory Harding, Counsel—Jones Lang LaSalle Americas, Inc.

CONFLICT OF INTEREST DISCLOSURE FORM

The award of this contract is subject to the provisions of Chapter 112, *Florida Statutes*. All Proposers must disclose within their Proposals: the name of any officer, director, or agent who is also an employee of Delray Beach Community Redevelopment Agency ("CRA").

Furthermore, all Proposers must disclose the name of any CRA employee who owns, directly, or indirectly, an interest of more than five percent (5%) in the Proposer's firm, partnership, company, or corporation or any of its branches.

The purpose of this disclosure form is to give the CRA the information needed to identify potential conflicts of interest for evaluation team members and other key personnel involved in the award of this contract.

The term "conflict of interest" refers to situations in which financial or other personal considerations may adversely affect, or have the appearance of adversely affecting, an employee's professional judgment in exercising any CRA duty or responsibility in administration, management, instruction, research, or other professional activities.

Please check one of the following statements and attach additional documentation if necessary:

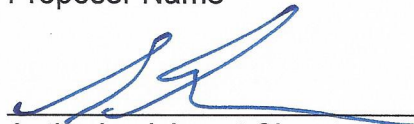
 X To the best of our knowledge, the undersigned Proposer has no potential conflict of interest due to any other Cities, Counties, contracts, or property interest for this Proposal.

 The undersigned Proposer, by attachment to this form, submits information which may be a potential conflict of interest due to other Cities, Counties, contracts, or property interest for this Proposal.

Acknowledged by:

Jones Lang LaSalle Americas, Inc.

Proposer Name



Authorized Agent Signature

Matt Do, Managing Director

Authorized Agent Name and Title (Print or Type)

1/15/2025

Date

Section 4

Capabilities and
Approach Statement

Section 4: Capabilities and Approach Statement

We are pleased to present our qualifications to serve as a trusted advisor to the Delray Beach Community Redevelopment Agency (“CRA”) to provide real estate advisory services. Our firm’s unmatched background with government and public sector clients both in South Florida and across the country, and our local team’s rich knowledge of the South Florida market make us uniquely qualified for this assignment as we have worked on numerous projects of equivalent size, scope and complexity. Specifically, our team provides:

- A practice group, JLL Public Institutions, which focuses exclusively on the public sector with extensive experience developing and implementing real estate strategies for public agencies;
- Deep experience delivering similar services for local public sector clients;
- The full spectrum of real estate advisory and brokerage services, including strategic planning, demand and feasibility studies, transaction marketing, transaction structuring, pro forma development, and negotiations;
- A large, local team of experts that provide insight and connectivity to the South Florida real estate market;
- A collaborative culture that brings together multidisciplinary teams on complex assignments;
- A commitment to equity, diversity, and inclusion.

JLL Approach to Working with Public Sector Clients

Given JLL’s extensive experience working with municipalities like the Delray Beach, we are acutely aware of the critical differences working on behalf of cities, both philosophically and technically.

Philosophical Differences:

- **Mission-Driven Goals.** Public entities operate with a primary focus on serving the public interest. Their mission often includes providing services, promoting community growth, and ensuring equitable outcomes.
- **Accountability.** Public sector organizations are accountable to the public and subject to democratic processes. Documentation should be clear, analytical, conscientious, and FOIA-ready. The decision-making and implementation of initiatives involve heightened transparency and scrutiny.
- **Long-Term View.** Public entities often have a broader concern for the long-term welfare of the community, encompassing considerations such as sustainability, social equity, and intergenerational impacts.

Technical Differences:

- **Funding and Budgeting.** Public organizations rely on various funding sources, such as taxes, grants, and bonds, which often require rigorous budgeting and scrutiny. They must allocate resources to meet multiple social and infrastructure needs.
- **Decision-Making Process.** Public sector decision-making involves multiple stakeholders, public input, and often complex regulatory procedures. Balancing diverse interests, legal requirements, and social impacts are crucial considerations.
- **Regulatory Framework.** Public organizations must operate within a legal and regulatory framework established by government entities. Compliance with laws, regulations, and guidelines is critical, impacting procurement, land-use, environmental, and labor practices.
- **Stakeholder Engagement.** Public organizations place a higher emphasis on soliciting public engagement, conducting public consultations, and considering the viewpoints of a diverse range of stakeholders, including community members, advocacy groups, and interest organizations.

Kick-Off Meeting and Project Governance. Relative to the decision-making nature of a public institution, our first task will be to meet with the City of Miami Beach project team to understand better the organization's goals and objectives for this assignment and the overall initiative, learn about its processes and challenges, and position ourselves as an extension of staff to help craft the appropriate strategy. This kick-off meeting will provide JLL and the City the opportunity to level-set the overall effort and identify, at a preliminary level, the following:

- The City's objectives for the project
- Project program requirements and performance standards
- Potential challenges that JLL and the City's project team must overcome and anticipate
- Workplan and timeline
- Communication protocol
- Document sharing and storage
- Governance and decision-making structure

On the last element, governance and decision-making, JLL believes it is critical that the CRA, as an agency, can act in a manner that limits indecision and delays. Therefore, we will work with the CRA to establish a clearly defined structure that helps the CRA project teamwork toward the success of this effort.

The governance structure will first identify key stakeholder teams, each having a critical role in the project. JLL will work with the CRA to identify the appropriate individuals who will participate and the extent to which they will participate. These individuals will be key in ensuring that the necessary information, guidance, support, decision making, and acceptance of project tasks is available.

JLL will also work with the CRA to align the project schedule with key approvals required of department leadership, the CRA Board and the nature of those approvals. For example, full agenda items must be prepared differently than consent agenda items, impacting both materials provided and potential timeline. We will work closely with the project team to provide for all levels of approvals that will be necessary to move the project forward.

Communication Plan

Public real estate projects require input from a broad array of stakeholder groups. These vary from grass roots, local neighborhood individuals to CRA staff and elected officials. A successful project has a communications program that efficiently captures and communicates essential information and provides stakeholders with the comfort that their opinions have been heard and appropriately considered. As a result, a key success factor on this highly visible project with multiple stakeholders is the team's ability to communicate effectively and efficiently with internal and external stakeholders. JLL is highly experienced in establishing a disciplined and transparent process to manage both internal and external communication.

For internal communications we typically suggest establishing the following tools and processes:

- A team intranet site for posting critical team information, documents and communication. This is a central repository of information for the team that is password protected and only accessible to key team members approved by the CRA
- A detailed project schedule with the critical activities, time frames, relationships, key milestones and team responsibilities discussed above. We make use of electronic tools such as MS Project to manage this activity
- A regular team meeting schedule that is agenda-driven with meeting proceedings and action items documented in a consistent and timely fashion
- A "key activity matrix", which identifies critical near-term actions, due dates and who is accountable for them. We have found that using this tool, in conjunction with the project schedule, is useful in helping the project team to stay focused and accountable for all tasks within each phase of the project

Highly visible public projects generate a great deal of public interest. We are acutely aware of the importance of managing project communications and believe that proactively developing an external communication plan to generate favorable support for the project with influential stakeholders is of paramount importance. The JLL team has significant experience in managing communication and outreach plans for public sector projects. Core team members regularly communicate to public officials, community interest groups and the media. Early in the project, JLL will work with the CRA to develop an external communications plan and protocols for this project.

Typically, such a communication strategy would include the following:

- Identification of all key stakeholders, their interest in the project, the impact they have on its success, and how and by whom they should be communicated to

- Protocols for discussing information about the Project with any parties outside the core project team
- A schedule and plan for communications to key stakeholders at varying project milestones. The plan for each key audience should consider the desired outcome, the content of the communication, who will communicate it and how it is best delivered

At the completion of the mobilization phase we shall have participated in introductory meetings with the CRA's Project Team, finalized our scope and schedule, identified milestones and key activities, and established a communication strategy and project management plan.

Anticipated Project Approach

JLL will work with the CRA to formulate a redevelopment and procurement strategy for the subject site that will maximize return on investment for the CRA and put the CRA in an improved position to further advance its organizational mission. JLL will utilize the steps outlined below to assist the CRA in making an informed decision driven by best-in-practice market research and financial analysis.

Task 1: Highest and Best Use Analysis

Data Collection and Site Analysis

JLL will conduct a preliminary site analysis (which includes a physical site inspection) and due diligence review to determine the Property's repositioning potential. The analysis will focus on understanding the Property's key characteristics and to identify intrinsic opportunities and constraints and determine their impacts on potential repositioning alternatives. Information to be reviewed and analyzed by JLL includes but is not limited to:

1. Basic Property Information: Asset description, location, rentable and usable square footage, zoning.
2. Known Encumbrances: Use restrictions, title reports, abstracts, deeds, surveys, easements and encumbrances.
3. Building Configuration and Improvements: Building layout and space measurements, floor plans, access, circulation, parking and amenities both within the building and nearby.
4. Building Condition Assessment: Identifies major deferred maintenance items along with associated estimated capital improvement / replacement costs.
5. Environmental Considerations: Environmental reports, asbestos and lead based paint, and any other known environmental considerations.
6. Existing Infrastructure & Utilities: Access, capacity, connections and distribution system throughout the Property and associated ability to serve and meter individual spaces.
7. Transportation and Access: Public transportation connectivity, access points and security.
8. Cultural and Historic Considerations: National Register of Historic Places listing / eligibility.

9. Municipal / County Approvals: The timing and challenges associated with completing site plan and design review; procuring entitlements and approvals.
10. Community Engagement: Facilitation of meetings with community stakeholders to understand community goals and vision for the property.

This data will establish a property baseline to inform various repositioning scenarios.

Market Analysis

A thorough understanding of the South Florida real estate market will be a key foundation for repositioning decisions. JLL will collect standard metrics to identify market trends and opportunities and determine projected demand for the Property covering all potential repositioning scenarios. Market research will include:

1. Determine current value of the existing asset.
2. Rents and sales prices of recently completed transactions, properties currently being marketed or expected to be within the next three (3) years.
3. Vacancy, occupancy and absorption rates and trends through the competitive market.
4. Tenancy and ownership characteristics throughout the competitive market.
5. Additional supply of competitive buildings and potential new supply.
6. It is likely that tax credits or other Federal, State or Local incentives would be available. This will be analyzed to determine what would likely be available and what the impact or benefit would be.
7. Recent developments or development opportunities in adjacent sites. JLL will provide an analysis of what uses are being developed around the Property and by whom, success or lack of success in such developments.

Highest and Best Use Analysis

JLL will combine information from the Site Analysis and Market Analysis to evaluate the Highest and Best Use for the subject site. JLL will focus on a range of control and management ownership structures and will model financial and return expectations based on different structures and risk profiles. We will provide a summary of the key assumptions and outline the financial analysis findings for comparison. This Highest and Best Use Analysis will act as an initial barometer to frame a successful public solicitation strategy.

Task 2: Property Marketing

JLL is an industry leader in capital markets and has access to an extensive array of market data and investors throughout the globe. As we are highly active in the South Florida market, we will be able to provide accurate underwriting to both meet the CRA's objectives and to support the asset value. We will further support the property's value with recent sale comps and/or sales pending; and we have "best of

class” access to both proprietary and “open access” outlets for recent transaction information. Our research department will assist in identifying area trends that will justify pricing.

Our combined local experience marketing assets in Washington Metropolitan region provides us with an intimate knowledge of the market. We have unmatched investor access and up-to-date knowledge investors and developers targeting opportunities in the District of Columbia. Identifying and reaching out to our target investor list is a key element to our strategy.

We strive to replicate best practices used by private market actors – again, while ensuring compliance with procurement regulations. JLL has led numerous dispositions of properties throughout the District of Columbia, and we have established a reliable and consistent process that results in a robust marketing campaign soliciting interest from a broad array of potential investors:

- **Pre-Marketing.** Prior to formal marketing, we will reach out to targeted investors/developers to preview the opportunity and create interest. This step “primes” the market for the opportunity so that investors can begin to assess the opportunity informally and consider making an offer. During this period, we will also formalize any contracting items with the CRA, as well as tour the properties ourselves and take high-quality photos of the properties which will be used in marketing materials.
- **Materials Preparation.** JLL will then design all marketing materials – including teasers, brochures, offering memorandum, and a website – and prepare a financial analysis that outlines the operating profiles of the properties and JLL’s assessment of their value. Both the marketing materials and financial analysis will be disseminated widely throughout the marketing process, and not before the CRA provides explicit approval over all items. We will also work with the CRA to craft the tour “path” or itinerary for property tours.
- **Marketing & Property Tours.** During this period, JLL will disseminate all marketing materials via a widely distributed email blast. We will hold property tours during this time as well. JLL will field all questions from potential buyers, ensuring that the CRA is kept apprised of all activity on a regular basis – including any offers provided before the due date.
- **Initial Offers Due.** At this stage, JLL will have conducted property tours and fielded questions from potential investors. Prior to the point of offers being due, JLL will send out a final email to any non-responders reminding them of the opportunity and the due date. Upon receipt of all offers, JLL will analyze the bids to determine which buyers represent the highest likelihood of closing on a transaction. Ultimately, JLL will then work with the CRA to recommend a short-list of buyers to engage with in a final round of offers.

Task 3: Transaction Management and Financial Close

Following on the marketing strategy outlined above and using our market insights, tools, and expertise, JLL will work with the CRA to identify the optimal disposition strategy for the subject site:

- **Developer Selection and Contract.** After short-listing selected developers, JLL will conduct interviews with each to gauge surety of close, equity strength, and other elements. Following these interviews, we will then request Best and Final Offers (BAFO) from each short-listed buyer. Upon receipt of the BAFO responses, JLL will work with the CRA to select and notify the developer of their selection. Upon selection, JLL will then negotiate and execute the contract with the developers that will allow them to begin due diligence.
- **Due Diligence.** This period will largely be led by the selected developer with JLL supporting. We will facilitate all due diligence, including site visit coordination, and JLL will provide an online “war room” that facilitates document sharing between the CRA and the developer.
- **Closing.** Finally, JLL will work closely with the CRA to facilitate any closing procedures as needed by the client.

Representative deliverables



Section 5

Experience of the
Proposer

Section 5: Experience of the Proposer



4th & 5th Delray

Mixed-use Investment Sale

JLL was engaged to market 4th & 5th Delray on behalf of American Realty Advisors and Samuels & Associates, a dynamic mixed-use asset in the heart of Delray Beach. The Property is a 98,249 SF and 326 parking space mixed-use asset and was 93.0% leased at time of sale.

JLL went to market and ultimately procured the buyer whose business plan was to hold long term while continuing to increase parking revenue and lease up the remainder of the property.

The largest tenant of the Property is iPic, which provided a challenge to the marketing process as the tenant had just emerged bankruptcy coming out of COVID. Furthermore, the office portion of the asset was not well received due to macro concerns about the sector.

Ultimately, JLL was able to sell through headwinds of tenant issues / macro concerns and transact for the client.

Seller: American Realty Advisors (LP), Samuels & Associates (GP)

Buyer: Samuels & Associates

Market Reception: Marketed to a broad group of investors and received 6 offers in the first round.

Date Closed: July 19, 2024

Contact:

Bill Pantazopoulos

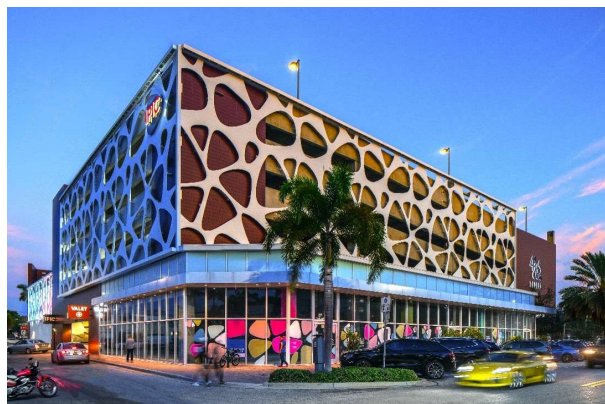
Senior Vice President, Dispositions

ARA | AMERICAN REALTY ADVISORS

150 North Wacker Drive; Suite 1300; Chicago, Illinois 60606

D 312-216-4711 M 312-925-0476

Email: bpantazopoulos@aracapital.com



PROPERTY OVERVIEW

Location:	25 SE 4 th Ave, Delray Beach, FL 33483
Asset Type:	Mixed-Use – Retail & Office
Notable Tenants:	iPic, International Materials, Insperex
Square Footage:	Total: 98,249 SF Office: 44,299 SF; Retail: 53,950 SF
Occupancy:	93.0%
NOI Breakdown:	Office: 46%; Retail: 36% Parking: 18%
Year Built:	2019

SALE METRICS

Purchase Price:	\$37,500,000
Price PSF:	\$382

West Palm Beach



Market Study and Financial Feasibility Assessment

Challenge

The City of West Palm Beach acquired the Sunset Lounge, a 12,000 SF historic jazz club. In the 1940's and 1950's, the Sunset Lounge was one of the premier African American entertainment venues in the south. Notable artists who performed there include Ella Fitzgerald, Count Basie, and Louie Armstrong. The City completed a renovation of the venue and selected an operator via a competitive RFP process to operate the Sunset Lounge as a music venue and restaurant. JLL was brought in after the operator was selected to provide recommended direction and aid the City in negotiations.

Solution

- JLL performed a market Study to define the target market, understand local market trends and competition.
- JLL completed a financial feasibility assessment by creating a financial pro forma model of the venue and project economic impact to the community
- JLL provided negotiations support by leading negotiations on behalf of the City with the selected operator including defining business terms, developing Key Performance Indicators, and coordinating with legal counsel to negotiate a final contract with the selected operator.

Results

- Negotiations with the selected operator are currently ongoing.

Contact:

Chris Roog

Executive Director

City of West Palm Beach CRA

Phone: 561-822-1416

Email: croog@wpb.org



Geography:

- West Palm Beach, FL

Services:

- Market study
- Financial analysis
- Feasibility assessment
- Negotiations

Key Facts and Figures

- Project size: 12,000 SF
- Client since: 2023

Year Completed:

- 2023-Present

Fees:

- \$285,000

City of Riviera Beach



Marina Phase II Redevelopment

Challenge

The Riviera Beach Community Redevelopment Agency (CRA) guides the City's redevelopment efforts. The Agency is facilitating the redevelopment of Marina Village, a 12-acre site on the Riviera Beach Marina along the Atlantic Ocean, to revitalize the waterfront and create community and economic development. The overall strategy for the master plan includes the following:

- A 399-unit, market-rate apartment tower
- A 140 unit, affordable/workforce housing building
- A 130-key hotel
- Restaurant row, including three stand-alone restaurants
- A 30,000 SF public market

The CRA selected two development companies to implement the plan, and the Agency needed assistance with a wide array of needs to ensure successful implementation.

Solution

The CRA engaged JLL in 2021 to assist with implementing their master-planned development by providing development and P3 advisory, market analysis, financial modeling, ground lease negotiation support, feasibility analysis, and tax increment financing advisory

Results

- JLL completed a full project review and assessment of developer pro formas to assess the feasibility of each of the proposed properties.
- JLL reviewed each developer's experience and financial capacity to undertake the project, including a review of proposed letters of interest from lenders.



Geography:

Riviera Beach, FL

Services:

- P3 advisory
- Strategic planning
- Negotiation support
- Community outreach
- Market research
- Feasibility analysis
- Financial modeling
- Cost benefit analysis
- Cost review

Key Facts and Figures

- Master plan implementation and development advisory on 12 acres along the waterfront
- Financial feasibility and analysis for 7 sites
- owned by multiple public agencies
- Services covering a range of real estate: retail, restaurant, hotel, multifamily, marina, public use

- JLL supported the CRA in the negotiations of ground lease agreements and other key contractual documentation with the preferred developers. recommended direction and aid the CRA and City in negotiations.

Contact:

Scott Evans

City of Riviera Beach CRA

600 West Blue Heron Blvd

Riviera Beach, FL 33404

Phone: 561-234-8824

Email: sevans@rbkra.com

Year Completed:

- 2021 - Present

Fees:

- \$900,000

RE-COMMITMENTS TO THE SUBMARKET DEFINE THE RB CORRIDOR IN THE SECOND HALF OF 2019

Re-commitments by major tenants in the RB Corridor was the story of the second half of 2019. At the end of the third quarter, Deloitte expanded by taking the last remaining 59,528 s.f. at 1919 N Lynn Street. In the fourth quarter, CACI signed a sublease for a new location at 800 N Glebe Road, while Mastercard and Two Six Labs expanded at their respective locations in Ballston. The quality blocks remaining in Rosslyn continue to drive demand, poising the submarket for a strong 2020.

Trophy vacancy in the RB corridor has been nearly cut in half since the end of 2018, dropping from 20.1%, to 11.2%. Leasing activity remains strong as 37

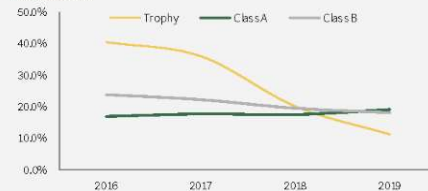
tenants signed leases above 10,000 s.f. in 2019. For smaller leases, landlords have had success building out spec suites as there were 24 spec suites built out under 10,000 s.f. in 2019.

Five of the seven proposed developments within the RB Corridor are located in Rosslyn, leaving few proposed options between Courthouse and Ballston. Revitalization of the retail scene continues, headlined by Ballston Quarter and Ballston Exchange in Ballston, and Central Place and Rosslyn City in Rosslyn. Two office buildings are scheduled to deliver in 2020: 4040 Wilson in Ballston and 1650 Edgewood in Clarendon.

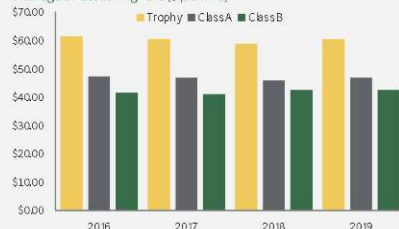
Supply and demand (s.f.)



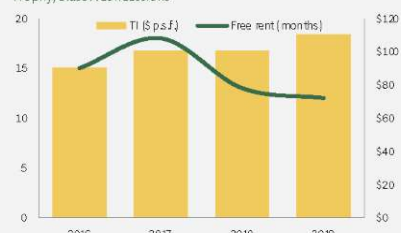
Direct vacancy



Average direct asking rent (\$ p.s.f. FS)

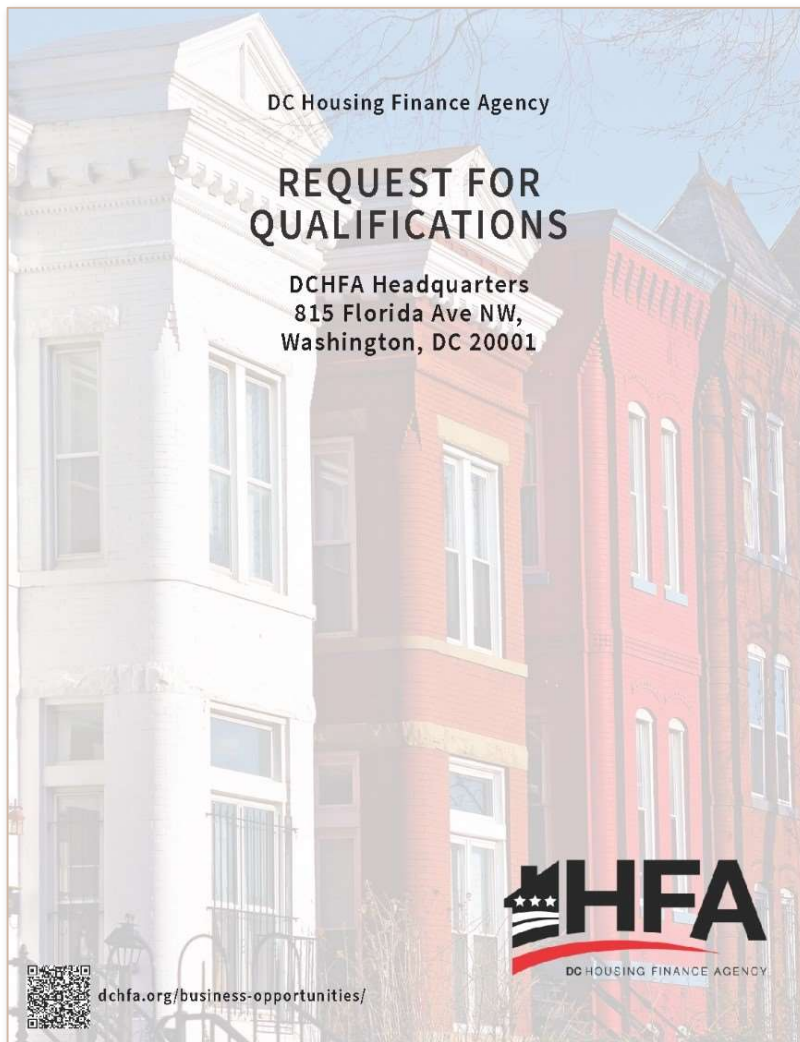


Trophy/Class A concessions



INSTITUTE FOR DIGITAL INNOVATION, ARLINGTON CAMPUS 33

RFP developed on behalf of DC Housing Finance Agency



DC Housing Finance Agency

REQUEST FOR QUALIFICATIONS

DCHFA Headquarters
815 Florida Ave NW,
Washington, DC 20001



dchfa.org/business-opportunities/



5. SUBMITTAL INSTRUCTIONS

A. RESPONSE DEADLINES

Pre-Bid Meeting:
Wednesday, August 15, 2020

RFQ Question Deadline:
Friday, August 21, 2020

DCHFA Response to Questions:
Friday, August 28, 2020

RFQ Submission Deadline:
Friday, September 11, 2020

The deadline for submission of proposals is **Friday, September 11, 2020 at 4:00 p.m. EDT**. Proposals must be received at DCHFA, 815 Florida Avenue, NW, Washington, DC 20001 on or before the deadline.

Companies may submit questions related to this RFQ in writing or by e-mail no later than noon on **Friday, August 21, 2020**. All questions shall be sent to Karmi Cohen, Senior Manager, Procurement & Corporate Services, at procurement@dchfa.org. Responses or oral modifications of proposals will be considered.

B. RESPONSE FORMAT

This section describes the RFQ submission

requirements necessary for a Developer's response to be deemed "responsive" to this RFQ. Failure to respond with the requisite information may result in a Developer being eliminated from consideration. To be considered, a Developer must submit a complete response to this RFQ in the following format.

1. Response Delivery

Please submit one (1) electronic PDF file of the proposal via email to procurement@dchfa.org. The subject line of the email submission must include: "Response to RFQ for DCHFA Headquarters, 815 Florida Avenue, NW, Your Agency name."

C. RESPONSE CONTENTS

1. Transmittal Letter

The transmittal letter should include the following information (within 2 pages, maximum):

- Name, title, telephone number, and email address of the person designated as the primary contact for the lead development company and any development partners.
- Names and relationships of all companies included in the qualification submitted.

units in the District of Columbia. The Agency will procure a partner through a two-stage development process: RFQ and RFP. Upon receipt of the submitted RFQ responses, the Agency will shortlist respondents and issue an RFP to the eligible partners for a detailed development concept and offer. This solicitation for qualifications shall constitute the first step of this process.

DCHFA reserves the right to issue amendments and/or supplements to this RFQ. Developers will be required to acknowledge in writing the receipt of an amendment and/or supplement.

1. Mandatory Pre-Bid Meeting

Companies planning to submit proposals shall attend the pre-bid meeting on **Wednesday, August 19, 2020 at 11:00am, EDT**. The Pre-Bid Meeting will be held virtually.

Please register for the Pre-Bid Meeting by clicking the following link or cut and paste into a browser. Instructions can also be found via the QR Code below. Instructions for attending the Pre-Bid Meeting will only be issued to those who register.

https://bit.ly/DCHFA_RFQ



No oral proposals or oral modifications of proposals will be considered except off the RFQ.

3. Selection Committee

DCHFA will establish a Development Review Committee ("Committee") to evaluate qualifications and proposals received under this solicitation and may engage a technical evaluation team to support this analysis. Any questions or communications related to this solicitation must be directed to Karmi Cohen, Senior Manager, Procurement & Corporate Services, at procurement@dchfa.org.

4. No Obligation

The Agency reserves the right to modify or terminate this procurement at any stage if it determines this action to be in the best interest of DCHFA and the District. The receipt of responses to this RFQ, or other documents at any stage of the RFQ or RFP will in no way obligate the Agency to proceed with the procurement or enter into any contract of any kind with any party. Furthermore, the Agency shall not be liable for any costs incurred by a Respondent submitting for this RFQ or RFP or any costs incurred with respect to the registration of the Development Agreement and related final documentation.

RFP developed on behalf of DC Housing Finance Agency

REQUEST FOR PROPOSALS

DCHFA HEADQUARTERS
815 FLORIDA AVE NW,
WASHINGTON, DC 20001



DCHFA
DC HOUSING FINANCE AGENCY






1.

INTRODUCTION AND OVERVIEW



A. PURPOSE OF SOLICITATION

The DC Housing Finance Agency ("DCHFA" or "Agency") is seeking development proposals from teams selected from the Agency's recent Request for Qualifications ("RFQ") process for a development partner ("Developer" or "Respondent") to acquire through a sale or ground lease in partnership with DCHFA the current DCHFA headquarters office building at 815 Florida Avenue NW, Washington DC 20001, owned by the District of Columbia Building Finance Corporation (a wholly owned subsidiary of the Agency) ("Property" or "Site") for redevelopment. The development will provide DCHFA the funding required to relocate its headquarters to another site and deliver a redevelopment project that achieves the mission of DCHFA. This Request for Proposal ("RFP") is intended to identify and engage a development team that has a demonstrated track record and capacity to successfully design, build, finance, and operate a minimum of two development options including: 1) a mixed use, mixed income project on the Site which incorporates a minimum of 30% of residential units set aside as affordable; AND 2) a mixed use, all affordable project on the site in which all of the residential units will be set aside as affordable. Respondents will be asked to submit fully developed project concepts for all components of the project, including land value/acquisition price, preliminary design drawings, financing strategies, and financial pro forma.

B. DCHFA OBJECTIVES

The Agency seeks to engage a qualified Developer to redevelop the property at 815





Florida Avenue, NW in order to monetize the site to provide funding for relocating the DCHFA headquarters facilities and facilitate the mission of DCHFA and production of affordable housing. As part of this process, DCHFA seeks a partner who follows similar values and can demonstrate past performance with other government partners in the Washington Metropolitan Region that mirror our Core Values and Redevelopment Goals. DCHFA is also interested in exploring relocation options to the new DCHFA location through sale or ground lease. DCHFA does not intend to leave space for its new location, but would consider purchasing a condominium interest under circumstances that result in a sufficient level of site control for DCHFA to use the location for its own activities as well as other events and gatherings. Proposals should describe any such options that the qualified Developer or a member of its team controls, if any. With this project DCHFA also seeks to maximize CBE participation on both the development side and contracting side of the development project.

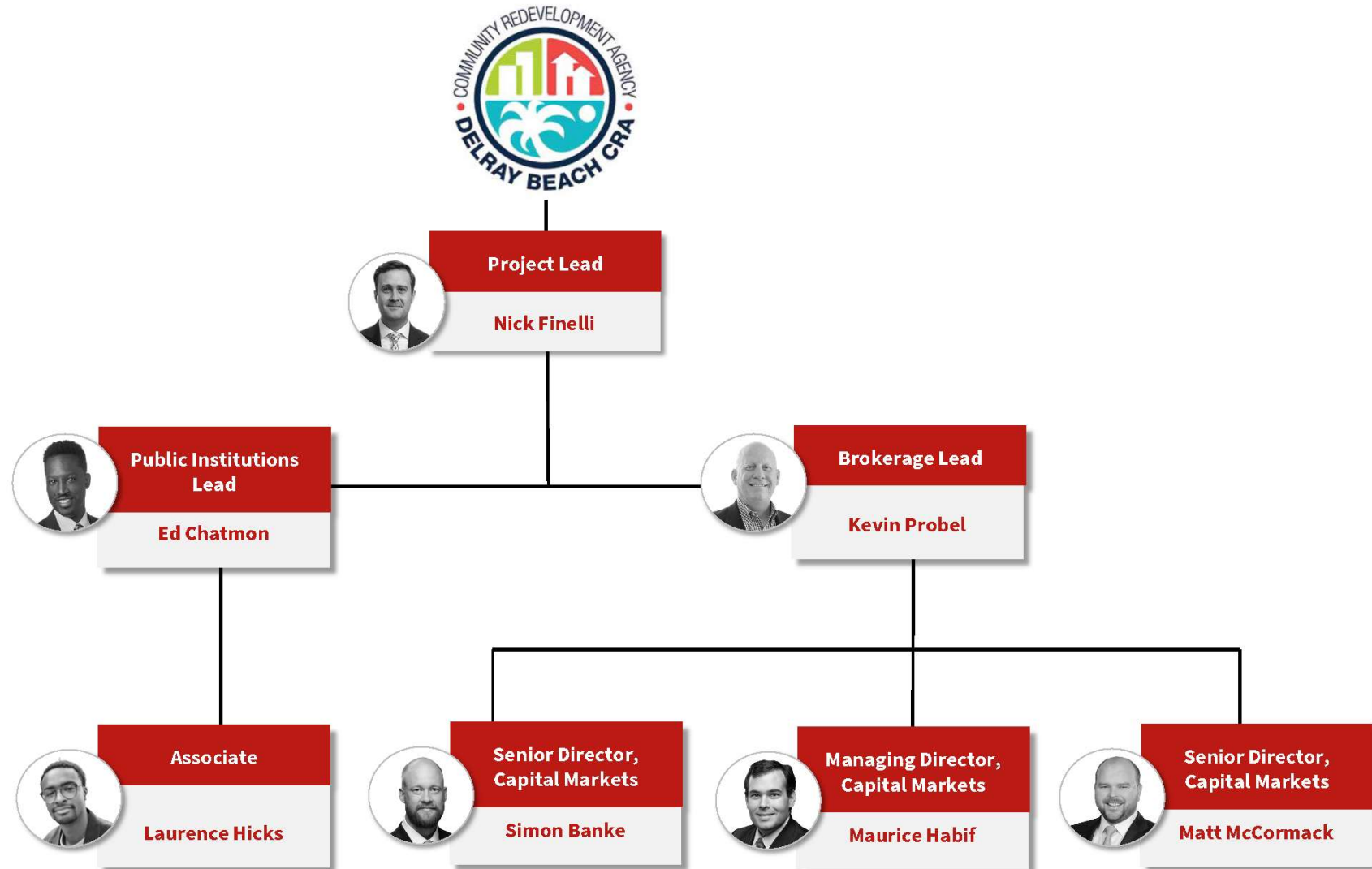
The selected team must put forth a proposal that meets the following objectives:

1. Delivery of fair market value of the site consistent with the provided development options to DCHFA.
2. Provide a location for the relocation of DCHFA headquarters office, if possible.
3. Increase the District's Affordable Housing Supply.
4. Increase access to capital and capacity for CBE, SBC, and/or DBC developers.
5. High quality design and site layout.



Section 6

Team Organizational Chart

Section 6: Team Organizational Chart



Section 7

Additional
Considerations

Section 7: Additional Considerations

JLL combines public and private sector best practices and experience to deliver a full range of integrated real estate solutions and financial advisory services focused on the unique needs and missions of government organizations. In addition to all services listed in the Statement of Needs, we offer a wide spectrum of services to address the planning, transacting, financing, development and management of real estate.

Portfolio Strategy and Priority

We propose working with the CRA to develop a strategic view of its portfolio utilizing and evaluative process developed over many years in managing complex global portfolios for Fortune 100 companies and major governmental entities. This will be an on-going process, not an isolated or one-off event. Except for immediate need, expiration or option-driven, time critical actions, we will first review your portfolio and business plans before targeting opportunities for transaction services. This ensures that our recommendations align with your key objectives before actions are initiated. Based on current and projected future demand information, we develop alternatives such as office consolidation and market driven options. These options are designed to satisfy the real estate demand requirements, eliminate excess space, maximize the efficiency and flexibility of the real estate supply and generate more alternatives and innovations to reduce total occupancy costs. Another example that we would take during this initial process is to identify value add opportunities with underutilized assets, such as vacant land, obsolete buildings, etc.

Market Research and Data Analytics

Research Market information is a critical component of every phase of the real estate process. JLL has invested in innovative technologies and devotes unprecedented manpower to tracking market data to create a sophisticated, tactical model of research and analysis. We work hand in glove with the brokerage teams to ensure that real time business terms and influences are captured and understood. This approach allows our research team to deliver intelligence and insights to achieve cost savings and other DGS/DRES customer service objectives. We track space availability and tenant information through our proprietary database, MarketSphere along with CoStar, LoopNet, local realty associations and internal databases. Additionally, each office subscribes to local sources of online information from various commercial realty associations.

Understanding today's commercial real estate dynamics, identify tomorrow's challenges and opportunities and drive strategic recommendations are key to a proactive approach. Our research programs are designed to provide practical interpretation and innovative thinking that drives optimal real estate decisions. We employ an experienced and knowledgeable research group to provide our clients the most thorough, accurate and timely information. Our more than 600 global research professionals cover macro and micro trends and forecast future conditions in over 65 countries, producing unrivaled local and global perspectives.

Our team tracks and analyzes the best real estate data from proprietary and third-party information resources, while continually monitoring and modeling the key economic, capital market, industry and

demographic indicators that impact commercial property markets and help us predict what is around the corner to create competitive advantage for our clients.

In-depth industry tools and insight includes:

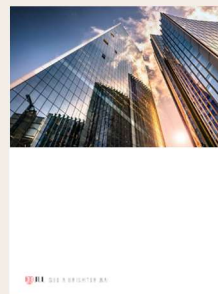
- Industry indicators (how to measure performance)
- State-of-the-industry (key statistics, revenue, annual growth, industry issues, key external drivers)
- Leading industry trends and their impact on real estate
- Key business performance issues
- Diagnostic tool kit — matching business objectives with real estate solutions.



**Outlook
reports**



**Local
market insights**



**Economic
insights**



**Benchmarking
data**

Geographic Information Systems (GIS)

JLL utilizes proprietary technology, data and methodology, to help you make better decisions. A combination of people, process and tools make up JLL's Geographic Information Systems (GIS) and help supplement the market research team. Our GIS analysts will work with the JLL Transaction team to understand your needs and the most important variables impacting your location selection. Then as required, we will create custom deliverables that will help the CRA visualize your options, so you can make the most-informed decision.

What can you consider as variables? The options are virtually endless, but here are some of the most common things we dig into:

- Advanced site analysis
- Amenity locations
- Commute analyses
- Competition density
- Demographics
- Drive-time/transit-time analyses
- Employee center of gravity
- Employee location analyses
- Lease/sale comparisons
- Portfolio of properties
- Survey of options
- Traffic counts

Whether you want to analyze one or many of these, we’re here to help you truly understand and make sense of your options.

Tenant representation

This is JLL’s bread and butter. This is where our market depth and breadth will ensure practical success for the CRA. JLL has done more real estate transactions across the entire CRA than anyone else. Leveraging our best practices, best in class tools and processes, and quality talent. The CRA will be able to ensure they are getting up to date market insights. In addition, and as noted in Section 2, JLL’s deep understanding of Public Institutions provides for an unparalleled approach. Our experience to this client base allows JLL to perform research and invest in innovations, resources and technologies that solve issues faced by that client base and the dynamic operating environment in which you work.

The team that we are proposing for partnering with the CRA has the best mix of expertise to support your entire portfolio throughout the Commonwealth and across all asset types.

What this means to the CRA is that you will know what the market is bearing and how to best position yourself for sound decisions. It also means that with JLL’s consistent deal flow, Landlord’s will want to ensure they are presenting the most competitive deals in the hopes that they will get another one from JLL. It is because of this commanding market share that JLL will deliver the lowest occupancy costs and greater leasehold flexibility. In this business and environment, relationships matter.

Project Management

Having managed thousands of projects, we understand what it means to optimize project objectives for a client and how to achieve it. Fundamental to our success is our unwavering belief that each type of management service we provide has a process, and that each step in the process should be initiated for any project, regardless of size, scope or location. Our work with the CRA will start with the identification of the project specifications and requirements and will be completed only when the project outcome is closed out, and successfully operating.

Variable project management	
Program management	
PDS platform	
Variable project management	Development management
• Tenant improvements • Capital improvements • Move management • Multi-site programs	• Development management • Development advisory • Technical due diligence • Investment development management

- Project consulting
- Transactions support

- Construction management
- Build-to-suit development

Proven 5-phase process

Every project, whether it is handled through a Variable Project Manager or a Program Manager, follows the same 5-Phase Project Management Process. Our process is time tested and proven, tied to your project and business objectives, designed to maximize results and minimize risk. Our focus is based on a view of the complete real estate life cycle.



Valuations and Risk Advisory

JLL has extensive valuation and review experience for virtually all asset types. We gather local market knowledge from our partners in leasing, investment sales and research to deliver accurate, reliable and impartial property valuations with prompt and efficient service. Through best-in-class analytics, we provide consistent application of the most sophisticated valuation tools and deliver standardized reports to clients for ease of review and presentation. Our professionals have the knowledge and resources to provide DGS with objective solutions based upon successful strategies and a uniform methodology.

Our typical valuations process involves:

- Detailed review of a property or portfolio
- Assessment of trading performance and operating potential
- Analysis of market fundamentals
- Interpretation of investment market trends and insights
- Access to underlying real estate data from associated real estate classes
- Review of cash flow expectations
- Preparation of an independent income and expenditure forecast
- Application of multiple valuation methodologies
- Preparation of a compliant valuation report

JLL has supported numerous global clients, government agencies, as well as state and local entities, in conducting comprehensive market studies and producing highest-and-best-use studies of sites that required the establishment of fair market value under different re-use scenarios. The conclusions were supported with a self-contained appraisal compliant with USPAP. Additionally, JLL has provided dozens of brokers opinion of value to public sector clients.

The valuation of properties for financial and public entities requires specific adherence to methodologies and laws governed by the State as well as other governmental entities. Work performed by JLL Value and Risk Advisory is in accordance with all applicable laws, codes, and regulations, ensuring that our work can be relied upon for all possible uses by organizations like the CRA.

Property Management

Our management approach is to create dynamic property-specific strategic and tactical implementation plan and timeline the CRA's select assets as needed. We will transform your spaces into places through proactive management, experiential tenant programming, flex workplace solutions and leading prop tech solutions.

Working with our team, the CRA will benefit from:

- A boutique approach with access to the power of one JLL - national platform, diverse real estate expertise and global resources
- Access to industry-leading technology, revenue- generation and cost-control platforms
- Bench strength of our property management, accounting, engineering, operations, construction management and marketing experts
- A focused and consistent client service team accountable for your property
- Extensive sourcing and procurement platform, including insurance
- Enhancement of the tenant and guest experience through our dedicated Experience Management experts
- High quality asset performance

Our institutionalized approach to cost savings and operational efficiencies, to enhance the value of the assets, is to implement programs related to service contract management, energy and operational efficiency and capital cost management.

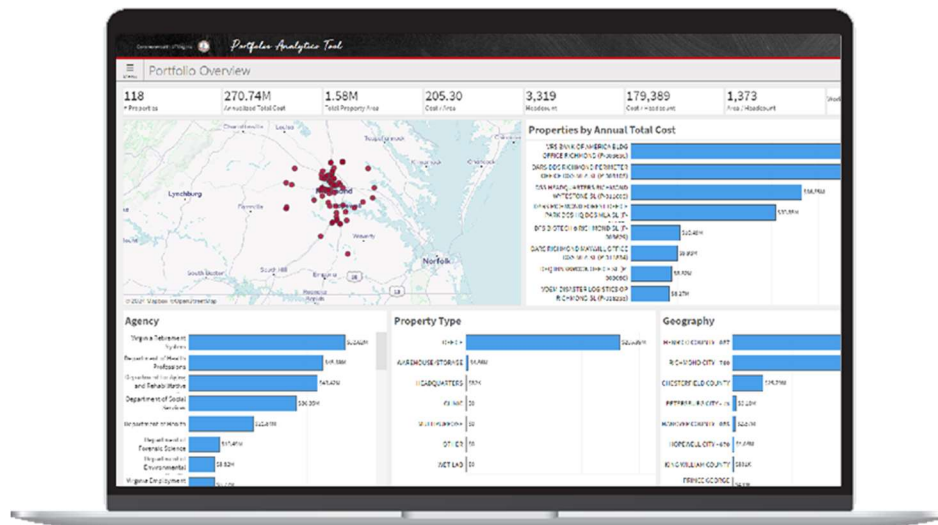
Energy management and procurement programs

- Property-level energy reviews and sound operating and maintenance practices to ensure efficient energy consumption and lower costs
- Participation in ENERGY STAR program
- Utility bill analysis and benchmarking
- Exploration of procurement options, including deregulation and alternative supply opportunities
- Building commissioning and retro-commissioning
- Green Globes and LEED assessment and certification

JLL Marketplace

JLL has the ability to offer a one-stop shop, easily accessible and personalized online platform that lets our client's achieve savings by using our consumer-friendly website. Marketplace acts like Amazon or eBay, but for JLL and our partners to purchase materials and supplies at a reduced rate.

Portfolio Analytics Tool (PAT) JLL Portfolio Analytics Tool (PAT) provides access to centralized, secure, real-time CRE data and its analytics enable you to make effective, intelligence-driven decisions. The JLL PAT platform streamlines data aggregation and governance providing the ability to view all operational data in a single platform. By unifying your data into a single interface, PAT empowers you to optimize service levels, occupant experiences, and costs. The platform also adds context with market intelligence and applies machine learning to highlight resulting in on-demand insights enabling users to identify trends and locate areas that require focus and resources.



Value outcomes:

- Dashboard configurability to meet your business needs, enabling you to make faster, more accurate decisions
- Leverage JLL's proprietary database and local market expertise
- Manage all your CRE data in one place, eliminating the need to pull data across multiple technology platforms
- Increases efficiency and helps you quickly reach consensus on tactical and strategic planning initiatives
- Quickly locate cost-saving opportunities such as energy usage, excess inventory, and facilities management vendor costs

Blackbird

JLL Blackbird is a custom application that allows 3D visualization of real estate building alternatives and macro market factors to significantly enhance your decision-making capabilities and save substantial time and money in the site selection process.

JLL Blackbird combines the power of Cisco Earth mapping and GIS along with JLL's proprietary local market information to create a dynamic, highly interactive environment for evaluating market alternatives. The application integrates vast layers of real estate data and displays them in an

interactive 3D environment. JLL Blackbird evaluates all opportunities in a market and quickly provides a short list of options based on the specific criteria of your requirement. It provides a real-time, objective and transparent view of the market, giving the level of intelligence you need to make better, more efficient real estate consulting and site selection decisions.



Value outcomes

- Unique 3D visualization gives users a visual, spatial way to interact with and display the latest market and property data
- Robust layers of integrated data: Helps clients understand their decision from the macro (broader market statistics) all the way down to the micro (available space and lease data)
- Allows users and clients to understand market dynamics, trends, supply and demand to make data-driven site selection decisions.
- Save time and money, and reduce your carbon footprint: Use digitization to “fly” market to market from anywhere

Specialty Practice Areas

JLL provides a comprehensive array of services that cover a full spectrum of requirements for real estate and facilities across all asset types. All of these services would be readily available to the CRA. In addition to the services outlined in Section 3, JLL can readily provide support for almost any real estate related need. Below are some of the relevant specialty services we can provide to support the CRA:

Economic Development Consulting:

Our seasoned team of experts will conduct in-depth economic impact analysis and market research to identify the CRA's strengths, opportunities, and untapped potential. With our strategic planning expertise, we will collaborate closely with the CRA to devise strategies and initiatives tailored to attract investment, retain businesses, and foster sustainable economic growth.

Public-Private Partnerships (P3):

We understand the importance of forging strategic collaborations between the public and private sectors to drive transformative projects. Our advisory services will enable the CRA to facilitate PPPs effectively.

From project feasibility studies and transaction management to project delivery expertise, we will ensure seamless coordination between stakeholders, leading to successful outcomes.

Site Selection and Incentive Negotiation:

We understand the critical role that suitable sites play in driving economic development. Through our extensive market knowledge and data-driven approach, we will assist in identifying strategic sites within the CRA that align with your economic goals. Additionally, we will negotiate

incentives on your behalf, securing attractive packages to attract businesses and incentivize investments.

Development Advisory Services:

Partnering with our development advisory team, your CRA will benefit from their industry-leading expertise in development strategy and planning. We will work closely with you to chart out comprehensive strategies and plans aligned with your economic objectives.

Our financial analysis, project management, and infrastructure planning services will fuel the successful execution of development projects.

Surplus Land Disposition:

We recognize that the effective management and disbursement of surplus land can unlock significant economic opportunities. Our team will conduct thorough evaluations of surplus land assets, identify their market potential, and implement tailored marketing strategies to maximize their value. By leveraging our transaction management expertise, we will ensure efficient and optimized surplus land sales.

Sustainability

We place great emphasis on sustainability and resilience. Accordingly, our development advisory services will focus on incorporating green building practices, renewable energy plans, and climate resilience strategies to align with the CRA environmental and social goals.



Section 8

Additional RFQ Forms

Section 8: Additional RFQ Forms

The following required forms are included in this section. They have been signed by JLL's authorized agent as required.

- a. Scrutinized Companies Certification Pursuant to Florida Statutes §287.135
- b. Notification of Public Entity Crimes Law
- c. Notification of Public Records Law
- d. Drug-Free Workplace
- e. Non-Collusion Affidavit
- f. Truth-In-Negotiation Certificate
- g. Sub-Consultants/Sub-Contractors Information Form
- h. E-Verify Affidavit

**SCRUTINIZED COMPANIES CERTIFICATION PURSUANT TO
FLORIDA STATUTES § 287.135**

I, Matt Do, Managing Director, on behalf of Jones Lang LaSalle Americas, Inc.,
Print Name and Title Proposer Name

certify that Jones Lang LaSalle Americas, Inc. does not:
Proposer Name

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

Submitting a false certification shall be deemed a material breach of contract. The Delray Beach Community Redevelopment Agency ("DBCRA") shall provide notice, in writing, to the Proposer of the DBCRA's determination concerning the false certification. The Proposer shall have ninety (90) days following receipt of the notice to respond in writing and demonstrate that the determination of false certification was made in error. If the Consultant does not demonstrate that the DBCRA's determination of false certification was made in error then the DBCRA shall have the right to terminate the contract and seek civil remedies pursuant to *Florida Statutes* § 287.135.

Section 287.135, *Florida Statutes*, prohibits the DBCRA from:

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

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

Jones Lang LaSalle Americas, Inc.

PROPOSER NAME

AUTHORIZED AGENT SIGNATURE

Matt Do

PRINT NAME

Managing Director

TITLE

Must be executed and returned with the submitted Proposal to be considered.

NOTIFICATION OF PUBLIC ENTITY CRIMES LAW

Pursuant to Section 287.133, *Florida Statutes*, you are hereby notified that a person or affiliate who has been placed on the convicted contractors list following a conviction for a public entity crime may not submit a Bid/Proposal on a contract to provide any goods or services to a public entity, may not submit a Bid/Proposal on a contract with a public entity for the construction or repair of a public building or public work, may not submit Bids/Proposals on leases or real property to a public entity, may not be awarded or perform work as a contractor, supplier, sub-vendor, or consultant under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017 [F.S.] for Category Two [\$35,000.00] for a period of thirty-six (36) months from the date of being placed on the convicted contractors list.

Acknowledged by:

Jones Lang LaSalle Americas, Inc.

Proposer Name

Authorized Agent Signature

Matt Do, Managing Director

Name and Title (Print or Type)

1/15/2025

Date

PUBLIC RECORDS LAW

Notification of Public Records Law Pertaining to Public Contracts and Requests for Consultant Records Pursuant to Chapter 119, Florida Statutes

Pursuant to Chapter 119, *Florida Statutes*, Consultant shall comply with the public records law by keeping and maintaining public records required by the Delray Beach Community Redevelopment Agency ("CRA") in order to perform the service. Upon request from the CRA custodian of public records, contract shall provide the CRA with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, *Florida Statutes* or as otherwise provided by law. Consultant shall ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion of the contract. If the Consultant does not transfer the records to the CRA, Consultant upon completion of the contract, shall transfer, at no cost, to the CRA all public records in possession of the Consultant or keep and maintain public records required by the CRA in order to perform the service. If the Consultant transfers all public records to the CRA upon completion of the contract, the Consultant shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Consultant keeps and maintains public records upon completion of the contract, the Consultant shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the CRA, upon request from the CRA custodian of public records, in a format that is compatible with the information technology systems of the CRA.

IF THE AWARDED PROPOSER HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE AWARDED PROPOSER'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS, CHRISTINE TIBBS, AT THE DELRAY BEACH COMMUNITY REDEVELOPMENT AGENCY, 20 N. SWINTON AVE., DELRAY BEACH FLORIDA AND MAY BE CONTACTED BY PHONE AT 561-276-8640 OR VIA EMAIL AT TIBBSC@MYDELRAYBEACH.COM.

Acknowledged by:

Jones Lang LaSalle Americas, Inc.

Proposer Name

Authorized Agent Signature

Matt Do, Managing Director

Name and Title (Print or Type)

1/15/2025

Date

DRUG-FREE WORKPLACE

Jones Lang LaSalle Americas, Inc. is a drug-free workplace and has
(Proposer Name)
a substance abuse policy in accordance with and pursuant to Section 440.102, *Florida Statutes*.

Acknowledged by:

Jones Lang LaSalle Americas, Inc.
Proposer Name


Authorized Agent Signature

Matt Do, Managing Director
Name and Title (Print or Type)

1/15/2025
Date

NON-COLLUSION AFFIDAVIT

STATE OF Maryland
COUNTY OF Baltimore

Before me, the undersigned authority, personally appeared Matt Do, who, after being by me first duly sworn, deposes and says of his/her personal knowledge that:

a. He / She is Managing Director of Jones Lang LaSalle Americas, Inc., the Proposer that has submitted a Proposal to perform work for the following:

RFQ No.: 2024-09 Title: Professional Commercial Real Estate Marketing Services

b. He / She is fully informed respecting the preparation and contents of the attached Request for Proposals, and of all pertinent circumstances respecting such Solicitation.

Such Proposal is genuine and is not a collusive or sham Proposal.

c. Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, conspired, connived, or agreed, directly or indirectly, with any other Proposer, firm, company, partnership, corporation, or person to submit a collusive or sham Proposal in connection with the Solicitation and contract for which the attached Proposal has been submitted or to refrain from proposing in connection with such Solicitation and contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Proposer, firm, company, partnership, corporation, or person to fix the price or prices in the attached Proposal or any other Proposal, or to fix any overhead, profit, or cost element of the Proposal price or the Proposal price of any other Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against the Delray Beach Community Redevelopment Agency or any person interested in the proposed contract.

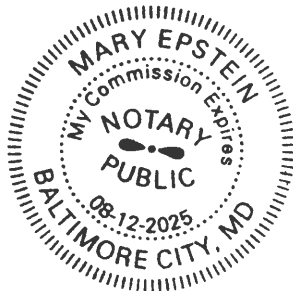
d. The price or prices quoted in the attached Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.



Authorized Agent Signature

Subscribed and sworn to (or affirmed) before me this 10th day of January 2025, by Matt Do, who is personally known to me or who has produced [personally known to me] as identification.

SEAL



Notary Signature Mary Epstein
Notary Name: Mary Epstein
Notary Public (State): Maryland
My Commission No: _____
Expires on: 8/12/2025

TRUTH – IN – NEGOTIATION CERTIFICATE

The undersigned warrants (i) that it has not employed or retained any company or person, other than bona fide employees working solely for the undersigned, to solicit or secure the Agreement and (ii) that it has not paid or agreed to pay any person, company, corporation, individual, or firm other than its bona fide employees working solely for the undersigned or agreed to pay any fee, commission, percentage, gift, or any other consideration contingent upon or resulting from the award or making of the Agreement.

The undersigned certifies that the wage rates and other factual unit costs used to determine the compensation provided for in the Agreement are accurate, complete, and current as of the date of the Agreement.

Authorized Agent Name: Matt Do

Authorized Agent Title: Managing Director

Date: 1/15/2025

Authorized Agent Signature: 

SUB-CONTRACTOR/SUB-CONSULTANT INFORMATION FORM

Instructions

This form is to be completed and submitted in accordance with the requirements of the RFQ to which the Proposer is responding. Do not leave any blanks or fail to provide any information or details that are required. Failure to submit this form or the use of any other form will result in the rejection of a proposal as non-responsive. The failure to provide the information or details required by the form may result in the rejection of a proposal as non-responsive.

CRA RFQ No. and Title: RFQ CRA No. 2024-09, Professional Commercial Real Estate Marketing Services

Proposer: Jones Lang LaSalle Americas, Inc.

Name of Sub-Consultant /Sub-Contractor	Address of Office Providing Services	Services to be Provided	License Numbers	Team Members from Sub-Consultant /Sub-Contractor
None / N/A				

JLL does not propose to subcontract any portion of the services at this time.

**DELRAY BEACH COMMUNITY REDEVELOPMENT AGENCY
E-VERIFY FORM UNDER SECTION 448.095, FLORIDA STATUTES**

1. Definitions:

"Contractor" means a person or entity that has entered or is attempting to enter into a contract with a public employer to provide labor, supplies, or services to such employer in exchange for salary, wages, or other remuneration. "Contractor" includes, but is not limited to, a vendor or consultant.

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

"E-Verify system" means an Internet-based system operated by the United States Department of Homeland Security that allows participating employers to electronically verify the employment eligibility of newly hired employees.

2. Effective January 1, 2021, Contractors, shall register with and use the E-verify system in order to verify the work authorization status of all newly hired employees. Contractor shall register for and utilize the U.S. Department of Homeland Security's E-Verify System to verify the employment eligibility of:

- a) All persons employed by a Contractor to perform employment duties within Florida during the term of the contract; and
- b) All persons (including subvendors/subconsultants/subcontractors) assigned by Contractor to perform work pursuant to the contract with the Delray Beach Community Redevelopment Agency ("CRA"). The Contractor acknowledges and agrees that registration and use of the U.S. Department of Homeland Security's E-Verify System during the term of the contract is a condition of the contract with the CRA; and
- c) Should vendor become the successful Contractor awarded for the above-named project, by entering into the contract, the Contractor shall comply with the provisions of Section 448.095, Fla. Stat., "Employment Eligibility," as amended from time to time. This includes, but is not limited to registration and utilization of the E-Verify System to verify the work authorization status of all newly hired employees. Contractor shall also require all subcontractors to provide an affidavit attesting that the subcontractor does not employ, contract with, or subcontract with, an unauthorized alien. The Contractor shall maintain a copy of such affidavit for the duration of the contract.

3. Contract Termination

a) If the CRA has a good faith belief that a person or entity with which it is contracting has knowingly violated s. 448.09 (1) Fla. Stat., the contract shall be terminated.

b) If the CRA has a good faith belief that a subcontractor knowingly violated s. 448.095 (2), but the Contractor otherwise complied with s. 448.095 (2) Fla. Stat., shall promptly notify the Contractor and order the Contractor to immediately terminate the contract with the subcontractor.

c) A contract terminated under subparagraph a) or b) is not a breach of contract and may not be considered as such.

d) Any challenge to termination under this provision must be filed in the Circuit Court no later than 20 calendar days after the date of termination.

e) If the contract is terminated for a violation of the statute by the Contractor, the Contractor may not be awarded a public contract for a period of 1 year after the date of termination.

Company Name:	Jones Lang LaSalle Americas, Inc.
Authorized Signature:	
Authorized Agent Name:	Matt Do
Authorized Agent Title:	Managing Director
Date:	January 10, 2025
Phone:	(858) 410-1219

STATE OF Maryland
COUNTY OF Baltimore

The foregoing instrument was acknowledged before me by means of ☒ physical presence or ☐ online notarization, this 10th day of January, 2025, by Matt Do on behalf of Jones Lang LaSalle Americas, Inc.. He/she is personally known to me or has produced [personally known to me] as identification.



NOTARY PUBLIC
Mary Epstein
(Name of Notary Typed, Printed or Stamped)

Title or Rank

Serial number, if any

