eRFP #20230055
DEVELOPMENT OF THE BECKER / VILLAGE LIFESTYLE COMMERCIAL CENTER

RESPONSE TO REQUEST FOR PROPOSAL

SUBMITTED: MARCH 21, 2025

SANSONE GROUP CONTACT: PETER CRANE | 561.306.0695 | pcrane@sanonegroup.com ALLIANCE RESIDENTIAL COMPANY CONTACT: ROBERT HALL | 813.480.3445 | rmhall@allresco.com

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SANSONEGROUP.COM

120 S. Central Ave. | Ste. 500 | St. Louis, MO 63105









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TAB 1 | TRANSMITTAL LETTER



Attention: City of Port St. Lucie

Electronic Request for Proposal ("E-RFP")

Event Name: Development of the Becker / Village Lifestyle Commercial Center

E-RFP Number: 20230055

Sansone Group - St. Louis, MO Based

We are pleased to present to the City of Port St. Lucie our E-RFP Bid Proposal to further develop in Tradition, adding to our current 400+ acre Legacy Park at Tradition Industrial Park. Legacy Park will house over 4M SF of Class A light industrial space once completed and is already home to national credit tenants, such as Costco, Amazon, FedEx, and Cheney Brothers, with more on the way. Once completed, it is anticipated that the park will employ several thousand local residents paying above-average wages. Thanks to our incredible partnership with the City of Port St. Lucie & the Economic Development Council, we have successfully implemented the nationally recognized industrial park to create the Southern Groves Jobs Corridor as the city's leadership originally planned. We propose to bring the same successful execution to this 55 acres (the subject property) to create the perfect Urban Village Mixed-Use Development that will mirror the city's slogan, "A City for All Ages," with a "Development for All Ages."

The following proposal will demonstrate our vast experience in all commercial real estate product types over our proud 68-year history. You all may know us as an industrial developer, but our company was conceived in retail development and has since expanded to development in all sectors. We have successfully developed many mixed-use projects, including almost 10,000 multi-family units under ownership or management. Based on our long track record of developing highly successful projects in all market sectors, as well as our experience in developing in Tradition, we believe that we are the right group to develop this exciting project. Sansone Group has the vision and expertise to work hand in hand with the city to create the perfect High Street Mixed-Use Development, which serves as Legacy Park's "Front Door".

We appreciate the opportunity to partner with the City of Port St. Lucie to bring yet another Class A development to Tradition.

Sincerely,

Douglas G. Sansone Principal

Licensure and Registration





TAB 2 | LICENSURE AND REGISTRATION



Foreign Limited Liability Company PSL INDUSTRIAL OWNER, LLC

Filing Information

 Document Number
 M20000011781

 FEI/EIN Number
 85-4340474

 Date Filed
 12/18/2020

State MO Status ACTIVE

Principal Address

120 S CENTRAL AVE STE 500 CLAYTON, MO 63105

Mailing Address

120 S CENTRAL AVE STE 500 CLAYTON, MO 63105

Registered Agent Name & Address

C T CORPORATION SYSTEM 1200 SOUTH PINE ISLAND ROAD PLANTATION, FL 33324

Authorized Person(s) Detail

Name & Address

Title MGR

PSL INDUSTRIAL VENTURE LLC 120 S CENTRAL AVE STE 500 CLAYTON, MO 63105

PROFESSIONAL CONTACT INFORMATION

**A majority of this projects development coordination process will be handled out of our Corporate Office Located in St. Louis. MO

SANSONE GROUP CORPORATE OFFICE 120 S. Central Ave, Suite 500 Clayton, MO 63105

PRIMARY POINT OF CONTACT SANSONE GROUP John Benoist Chief Operating Officer 314.727.6664

FLORIDA OFFICE (Secondary Office) Sansone Groups Delray Beach 55 SE 2nd Ave, Suite 409 Delray Beach, FL 33444

Peter Crane Regional Director | Development Partner - Southeast 561.306.0695

Executive Summary





TAB 3 | EXECUTIVE SUMMARY



Two Nationally Recognized Development Firms
Partner for Port St. Lucie - Tradition



Sansone Group is proud to be joining hands with Alliance Residential Company, the premier, national name in Multi-Family Development & Construction. Alliance Residential Company has wanted to bring their Luxury Broadstone brand to the Treasure Coast market and Tradition is their bullseye. Both firms share the belief that reputation is paramount and successful execution of development projects is as important. This combination of nationally recognized firms will bring a successful Mixed-Use Lifestyle Village Development, including Broadstone at Tradition (Alliance Residential's first class multifamily development), national retail tenants, restaurants and other amenities to serve current and future residents.

This project will set the bar for Tradition and having **two nationally recognized development firms like Sansone Group & Alliance Residential Company** partnering to bring this vision to life is a Win-Win for everyone involved, **most importantly, the community!**

TAB 3 | EXECUTIVE SUMMARY



SANSONE GROUP'S FINANCIAL CAPACITY, STRENGTH AND FUTURE PROJECTIONS

FINANCIAL STRENGTH & TRACK RECORD

Our firm has demonstrated **strong financial capacity and disciplined investment management**, successfully capitalizing **28 deals** with **17 Capital Partners** since 2018. These projects encompass **17.8 million square feet**, with a **total capitalization of \$2.1 billion**, financed through a **combination of \$799 million in debt and \$1.3 billion in equity**. Our **consistent financial performance**, strategic partnerships, and ability to secure favorable financing terms reinforce our strength in structuring and executing large-scale projects.

We maintain a stable balance sheet, a strong liquidity position, and no history of loan defaults, foreclosures, or legal disputes, ensuring our reliability as a development partner.

FINANCIAL FORECAST & PROJECTIONS

Our future financial performance is projected to remain strong, with a **pipeline of high-quality projects** and continued access to diverse sources of capital. Based on historical trends and market analysis, we anticipate:

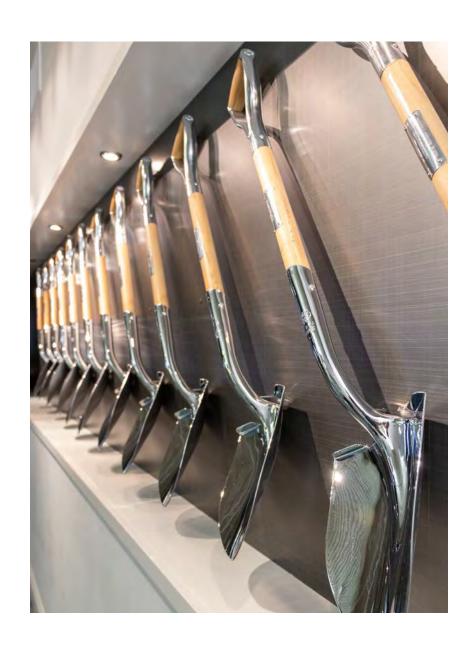
- <u>Sustained growth</u> in total capitalization, with a projected increase in deal volume and square footage developed over the next 5 years.
- <u>Prudent leverage ratios</u>, balancing debt and equity to optimize financial returns while maintaining low-risk exposure.
- <u>Stable and increasing returns for investors</u>, driven by sound asset selection, strategic capital structuring, and proactive risk management.

CURRENT COMMITMENTS & FINANCING REQUIREMENTS

We continue to actively manage our existing portfolio while pursuing new strategic opportunities. Our current commitments include multiple ongoing developments with secured capital partners and lender commitments. Our financing strategy includes:

- Maintaining a balanced capital structure, leveraging both equity and debt financing for new developments.
- Expanding lender relationships, securing competitive loan terms for future projects.
- Attracting new institutional and private capital partners, ensuring access to capital for future growth.

Our strong financial foundation, disciplined investment approach, and ability to secure capital efficiently position us well for continued success and long-term sustainability. We remain committed to executing financially sound and community-enhancing projects in partnership with the City.



Developing High-Quality Projects throughout the United States

Sansone Group is a real estate development company with a rich history of 68 years in the industry. The company has established an excellent reputation for constructing high-quality projects in key markets throughout the United States. With its diverse range of expertise in both commercial and multi-family sectors, Sansone Group offers advantageous real estate solutions to a multitude of businesses. Having developed over 50 million square feet of industrial projects in 32 different states, the company has proven its ability to deliver successful projects across diverse geographies. Sansone Group's versatility is evident in the types of industrial projects it has experience with, including warehouses, distribution centers, truck terminals, manufacturing facilities, and refrigerated warehouses, which showcase the company's ability to meet the specific needs and requirements of its clients.

Summary of Qualifications





Indicate the Firm's background in providing these services to governmental entities or commercial enterprises.



About Sansone Group

Sansone Group is a commercial real estate firm headquartered in St. Louis, Missouri. The firm was founded in 1957 by Anthony F. Sansone, Sr. and is now led by three of his sons as principals of the firm.

The company specializes in development, facility management, and brokerage services in commercial and multifamily sectors. With a local presence in St. Louis and a national footprint, the firm is well positioned to provide clients with customized solutions tailored to their specific needs and preferences. Sansone Group is also known for its deep commitment to the communities it serves and a highly reputable and respected commercial real estate firm with a strong track record of success.



SANSONE GROUP NATIONAL FOOTPRINT

Sansone Group is headquartered in Saint Louis, Missouri with office in:

- Albuquerque, NM
- Charleston, SC
- Cincinnati, OH
- · Denver, CO
- Fort Lauderdale, FL
- Gladstone, NJ
- Indianapolis, IN
- Kansas City, MO
- Montclair, NJ
- Naples, FL

- Philadelphia, PA
- · Seattle, WA
- · Wilmington, NC

Developments in 32 states including:

Arizona • Arkansas • California • Colorado • Connecticut • Florida Georgia • Illinois • Indiana • Iowa • Kansas • Kentucky • Louisiana Massachusetts • Michigan • Mississippi • Missouri • Nevada New Jersey • New Mexico • New York • North Carolina • Ohio Oklahoma • Oregon • Pennsylvania • South Carolina • Tennessee Texas • Utah • Washington • Wisconsin



- More than **200** real estate professionals
- Developed over 50 million square feet of industrial, retail, office, healthcare, and multi-family projects
- Completed \$3.4 billion in investment transactions over past five years
- \$2.8 billion in market value under construction
- Active development pipeline of over 55 million square feet representing over \$9.4 billion
- Over **7,000** acres of land in development pipeline
- Management of over 104 properties with approximately 9.9 million square feet
 of healthcare, retail, office, industrial, and multi-family properties
- Completed 6.6 million SF in average annual brokerage transactions (over the last 3 years)

230 real estate professionals

55 M square feet in pipeline

\$2.8BIL

currently under construction

68 years in business

Since 1957
Founder Anthony F. Sansone, Sr.



DEVELOPMENT AND ACQUISITIONS



Sansone Group's history dates back to 1957. Through those years, we have established an outstanding reputation for developing high-quality projects in key markets throughout the United States. This includes development in both commercial and multi-family sectors.

The Sansone Group team has developed over 50 million square feet of industrial projects from coast to coast in 32 states. These projects include warehouse and distribution centers, truck terminals, retail shopping centers, office and medical buildings, multi-family residential and free-standing structures are all part of our diverse development portfolio. Our team currently has more than \$7.1 billion in market value under construction and 56 million SF in the pipeline.



Hire top leasing partners in the industry during construction to market the development and attract best-in-class tenants at predetermined leasing thresholds

Continue to create value through execution of business planconstantly monitoring the market and tenant performance.

Monitor performance in relation to original business plan and coordinate disposition at such time as to maximize investor returns

CAPITAL PARTNERS









Bailard

















BROADSTONE

LENDING PARTNERS



















































вмо 🕮















VARDE







RETAIL DEVELOPMENT PORTFOLIO



THE PROMENADE AT BRENTWOOD

1 Brentwood Promenade Court | Brentwood, MO 337,800 SF



PLANET FITNESS

1768 N Crossover Road | Fayetteville, AK 20,010 SF



SOUTH LAKEVIEW PLAZA

St. Louis, MO 195,363 SF



SHOPPES AT CROSS KEYS

St. Louis, MO 350,000 SF



WALGREENS

22 freestanding in Missouri & Arkansas 15,000-21,000 SF



OLYMPIC OAKS VILLLAGE

12109 Manchester | Des Peres, MO 91,424 SF



DIERBERGS HERITAGE PLACE

Creve Coeur, MO 250,000 SF



DIERBERGS FENTON CROSSING

Fenton, MO 152,000 SF



PLAZA & SHOPPES AT SUNSET HILLS

10980 Sunset Plaza | Sunset Hills, MO 453,758 SF



NORTHSHORE TOWN CENTER

Knoxville, TN 78,306 SF



WATSON ROAD RETAIL

Sunset Hills, MO 4,345 SF



TARGET

Kirkwood, MO 100,000 SF

RETAIL DEVELOPMENT PORTFOLIO



Watson Road Retail

Sunset Hills, MO 4,345 SF

Cornelia Shops

Cornelia, GA 21.810 SF

Times Square Mall

Mt. Vernon, IL 266,564 S

Shoppes at Seckman

Imperial, MO 16,800 SF

Plaza on the Boulevard

Jennings, MO 50 acre/372,098 SF

Shoppes at Mallard Pointe

St. Charles, MO 26,300 SF

Prairie Trail

Quincy, IL 44 acres/420,000 SF

Millennium Plaza

Rockford, IL 20,600 SF Southtown Centre

St. Louis, MO 88,634 SF

Dierbergs Brentwood Pointe

Brentwood, MO 171.000 SF

Mid Rivers 94

St. Peters, MO 150,000 SF

Cypress Run

Boca Raton, FL 100,000 SF

Jefferson County Plaza

Jefferson County, MO 318,000 SF

Dierbergs Fenton Crossing

Fenton, MO 152,000 SF

Lindbergh & Concord

St. Louis, MO 100,000 SF

66 Drive-In Center

Crestwood, MO 200,000 SF Woodland Plaza

Florissant, MO 37,500 SF

Morris Corners

Springfield, MO 56,033 SF

Dierbergs Clocktower Place

Florissant, MO 211,000 SF

Gentry Square

St. Louis, MO 90,000 SF

Keller Plaza

St. Louis, MO 160,000 SF

American Plaza

St. Louis, MO 109,049 SF

Gravois Village Plaza

High Ridge, MO 114,000 SF

Target

Kirkwood, MO 100.000 SF Inn Village I & II

Ballwin, MO 30,000 SF

Northland Square

Cedar Rapids, IA 187.068 SF

Golf Galaxy

15,000 SF Brentwood, MO

Advance Auto Parts

Fayetteville, AR 6,776 SF

Mobil on the Run

Imperial, MO 4,200 SF

Dobb's Tire & Auto

Washington, MO 8,607 SF

Dobb's Tire & Auto

Warrenton, MO 8,607 SF

Dobb's Tire & Auto

Highland, IL 7,860 SF



STONECREST OF MERIDIAN HILLS
Indianapolis, IN



STONECREST OF ROCHESTER HILLS
Rochester Hills, MI



STONECREST OF CLAYTON VIEW
Saint Louis, MO



STONECREST OF THE PLAZA

Kansas City, MO



STONECREST OF LOUISVILLE Louisville, KY



STONECREST OF TROY

Troy, MI



STONECREST OF TOWN AND COUNTRY

Town and Country, MO



STONECREST OF ANDERSON TOWNSHIP

Cincinnati, OH



STONECREST OF NORTHVILLE

Northville, MI



STONECREST OF BURLINGTON CREEK

Kansas City, MO



1515 FLATS

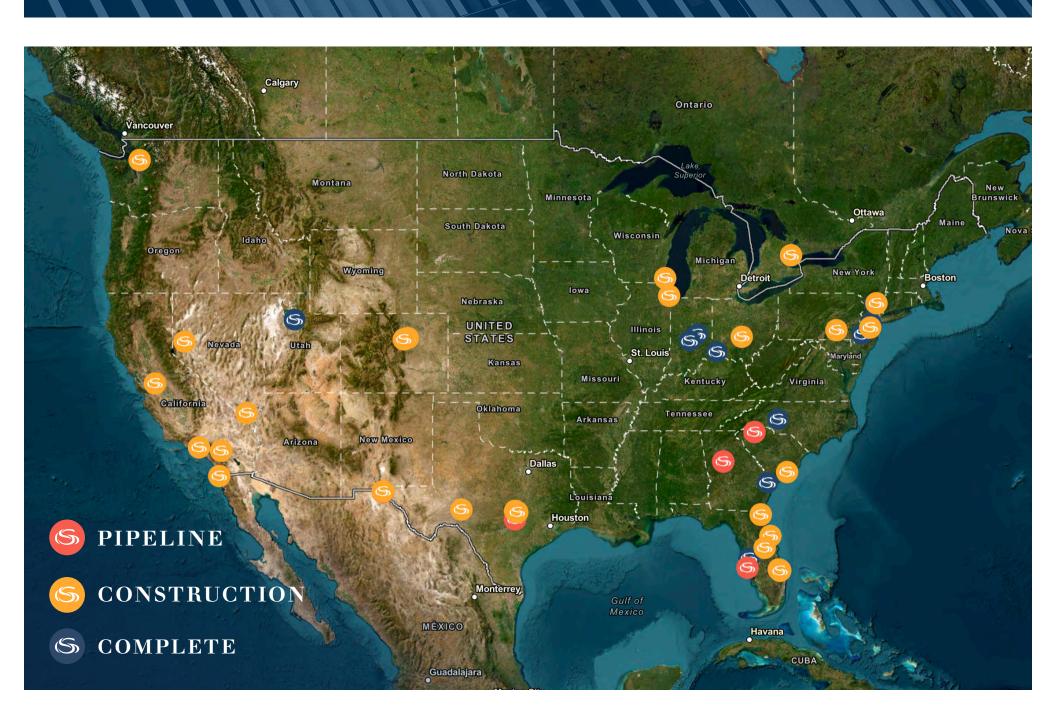
Denver, CO



EVO ON EMERSON

Denver, CO

INDUSTRIAL DEVELOPMENT MAP



TAB 4 | SUMMARY OF QUALIFICATIONS



Indicate specifically the members of the firm who will have primary responsibility for the City's Contract and provide a resume for each to include professional licensure to meet the requirements of the services requested herein.

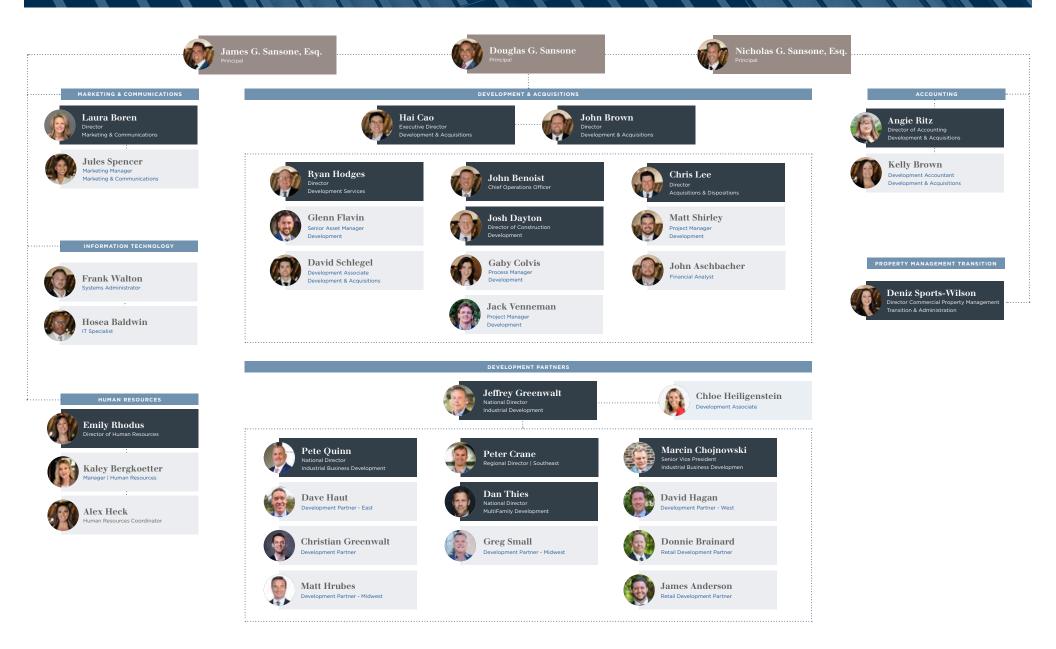
Members of the firm who will have primary responsibility for the City's Contract are: Jeff Greenwalt, Hai Cao, and Chris Lee of Sansone Group. See below for additional information.

Indicate all key individuals and their project specific tasks and/or areas of expertise. Provide the same information for any sub-consultant firms and individuals proposed for this project. The following are the key individuals to be involved in this project, in addition to above:

Bobby Anderson and Robert Hall of Alliance Residential Company. See below for additional information.

TAB 4 | SANSONE GROUP DEVELOPMENT TEAM

SANSONE group



TAB 4 | SANSONE GROUP LEADERSHIP



James G. Sansone, Esq. Principal

Jim started interning at Sansone Group while he was still in college and worked alongside Senior. After graduating law school in 1987, he joined full time as the firm's general counsel. Shortly thereafter, Senior told him that he was in charge of negotiating the Dierbergs' lease for their landmark development Dierbergs Heritage Place. That was the first of many retail developments that Jim was involved with on the brokerage front, construction oversight and representing the company's zoning and entitlements.

Over the years, Jim served in numerous roles in service of the Group including overseeing the multifamily and residential divisions, human resources, legal, zoning and entitlement, and all press related issues. He also oversaw the Commercial Property Management division until 2018 when the brothers distributed leadership to department heads who would in turn report to the brothers as a board. As the company has matured, Jim spends his time working with development partners and Sansone Group brokers to find opportunities across the country in development, land transactions and tenant representation opportunities.

EDUCATION

- St. Louis University | The John Cook School of Business BSBA | Finance (1983)
- University of Missouri Columbia Juris Doctor (1987)

AWARDS & RECOGNITION

- Top 10 Development Firm in US
- St. Louis Family Business Award
- St. Louis' "40 under 40"
- Commercial Real Estate Hall of Fame
- Most Influential St. Louisan
- St. Louis King Award presented by The Archdiocese of St. Louis



Douglas G. SansonePrincipal

Doug Sansone started his career at Sansone Group working as a teenager at properties doing custodial and maintenance work. He joined the firm full time after earning his master's degree in 1994. Early during his leadership, Doug worked in brokerage and on development projects as well as oversaw the marketing and IT departments. His first major development he closed was The Promenade at Brentwood, a Target-anchored 350,000 SF retail power center in St. Louis.

Doug works closely with the firm's brokers on land deals and maintains close relationships with investors. Doug was integral in the formation of the multifamily development division which launched in 2022 and has over 16 projects in the pipeline. Finding new ways to continually grow and expand the business and strengthening the legacy of his father, Anthony F. Sansone, Sr. is Doug's passion.

EDUCATION

- St. Louis University Bachelor of Arts | Real Estate (1993)
- Webster University | School of Business and Technology
 Master of Arts | Real Estate Management

AWARDS & RECOGNITION

- St. Louis' "40 under 40"
- · Commercial Real Estate Hall of Fame
- Most Influential St. Louisan
- St. Louis Family Business Award
- Top 10 Development Firm in US



Nick G. Sansone, Esq. Principal

Nick started with Sansone Group as an intern during high school doing custodial and maintenance work at properties and then moving to marketing and brokerage in college. After obtaining his law degree, Nick returned to Sansone Group full time in 2007 and worked with the Florida Commercial Property Management Division. Then Nick transitioned into more brokerage and development work and his first deal was a ground lease Burger King at Plaza on the Boulevard, a shopping center previously owned by Sansone Group.

Development was always a passion for the Principals, and Nick and his brothers had a vision to formalize and grow Sansone's development presence and acquisition opportunities. Nick played a critical role in establishing Limited Partner relationships for co-investment on deals, and in capitalizing on the e-commerce boom specifically for industrial development. When visiting an acquisition opportunity sourced by Jake Corrigan and Vince Bajardi in Indianapolis, Nick was introduced to Jeff Greenwalt, now serving as the firm's National Director. Soon after that intro, the Development Partner Program was born and in 2021 Sansone Group was named a Top 10 Development Firm in the US.

EDUCATION

- Webster University, St. Louis, MO
 Bachelor of Arts | Psychology (2001)
- The John Marshall Law School, Chicago, IL Juris Doctorate (2005)

AWARDS & RECOGNITION

- 2023 St. Louis Titan 100 Award
- Top 10 Development Firm in US
- · St. Louis Family Business Award
- St. Louis' "40 under 40"
- Mission Continues Compass Award for Trust
- Oralist Herzog Moot Court Competition



Jeffrey Greenwalt
National Director
Industrial Development

Jeff Greenwalt brings over 40 years of real estate construction and development experience to Sansone Group. Jeff began his career at his family's small construction business and, over the course of 15 years, grew the revenues of the company to become one of the top 100 construction companies in the US. Additionally, he has worked for major clients throughout the country, developing millions of square feet of projects totaling in excess of \$2 billion. These projects included warehouse/distribution, manufacturing, infrastructure, retail, office and assisted living facilities in over 26 states.



Dave Haut
Industrial Development Partner
East

David Haut brings over 35 years of real estate industry experience to Sansone Group. Having represented many large corporations on a national basis, he provides a unique perspective to the Sansone Group Industrial Development team. David has worked with numerous clients to develop millions of square feet of industrial facilities across the United States and brings a client-centric perspective with respect to site selection and acquisition, construction/development and leasing. David's focus has been on providing real estate solutions for clients that meet both their financial and operational needs and works to bridge the gap between the client's operational requirements and the real estate transaction. David is a graduate of the University of Pennsylvania.



Peter Crane
Regional Director - Southeast
Industrial Development

Pete Crane, a development partner, serves as the Regional Director of Development & Acquisitions focused on the southeast US. With almost two decades of Commercial Real Estate experience, Pete leads the company's expansion throughout the southeast with an emphasis on Industrial Development. Throughout his career Pete has specialized in everything from Leasing & Investment Sales as a broker to running Acquisitions & Dispositions. Pete is responsible for sourcing +/-8 million SF of Class A Light Industrial developments throughout. Most notably, Legacy Park at Tradition in Port St. Lucie, FL which once completed will be 5.4 million SF located on over 500 acres filled with National Credit Tenants that already includes FedEx, Amazon, Cheney Brothers and more.



Chloe Heligenstein
Development Associate

Chloe joined Sansone Group as a Development Associate, working closely with Jeff Greenwalt. She collaborates with industrial Development Partners to manage transactions, including build-to-suit projects, value-add acquisitions, and ground-up developments, serving as a key resource for customers in industrial real estate development and investment. Chloe began her career as an industrial broker at Colliers in Charleston, SC, before moving to the principal side of the business. Her passion for Tenant Representation drives her efforts at Sansone in maintaining corporate relationships. Prior to Sansone, she served as an Analyst and later as a Business Development Manager for an industrial developer, supporting Sansone's industrial platform growth.



Hai Cao
Executive Director
Development & Acquisitions

Hai Cao joined Sansone Group in 2017 and currently serves as Executive Director of the Development and Acquisition division. He is responsible for the division's profitability and overall performance, leading a 10-person team in partnering with institutional capital partners and lenders to acquire, permit, construct, lease, and sell approximately 9 million square feet of Class A industrial warehouses (cold and dry) across the United States. This \$2 billion portfolio includes ground-up developments from conception to completion for several Fortune 100 tenants like FedEx, Amazon, Costco, and Home Depot. Before joining Sansone Group, Hai spent a decade in Asia with CapitaLand and Far East Organization, two of the region's largest real estate developers, managing a \$200 million real estate development fund and a \$400 million multi-family asset portfolio.



Chris Lee
Executive Director
Acquisitions & Dispositions

Chris brings over two decades of experience in acquisition, disposition, and asset management within the real estate sector. At Sansone Group, he leads the negotiation, drafting, and compliance of real estate transactions, ensuring precision and professionalism. His background includes managing and leasing multifamily and commercial properties and strong proficiencies in asset management. Prior to joining Sansone Group, Chris gained diverse experience in the real estate industry, enriched by a comprehensive educational foundation. This varied experience empowers him to expertly oversee real estate transactions from inception to completion, guiding teams within the organization to execute each transaction with the utmost precision.



John Brown
Director
Development & Acquisitions

As Director of Development & Acquisitions, John manages and completes acquisition and development activities nationwide. He oversees land and building acquisitions from the letter of intent through due diligence, financial modeling, capital structuring, and closing. John also supervises pre-construction and construction activities with the help of project managers. He supports development and acquisition leasing and asset management efforts, and once projects are stabilized, he coordinates transitions to property management and property disposition.



John Benoist
Chief Operating Officer

John is an experienced construction professional with over 20 years in managing various project types, including industrial, multi-family, educational, and retail. John is responsible for construction oversight across all of Sansone Group's developments and has led major projects, including industrial developments for FedEx, Amazon, Costco, and UNFI. His role begins with due diligence and entitlements, assembling the project team, and overseeing the engagement process for design and construction. He reviews contracts and budgets, sets project schedules, and develops relationships with key stakeholders, such as municipalities, capital partners, and tenants.



Ryan Hodges
Director
Development

Ryan is a Civil Engineer with over 35 years of experience in site acquisition and project design, based in St. Louis. He has led site design and entitlement efforts for Fortune 500 companies across major markets nationwide. Before joining Sansone Group, Ryan led Duke Realty's Development Services group, overseeing markets in St. Louis, Nashville, Dallas, Houston, Oakland, Raleigh, and Seattle. Ryan's career began as a site superintendent for Korte Construction, coordinating field efforts. At Engineering Design & Management, he prepared fully engineered commercial and municipal project plans. He played a key role in creating and operating Levee Districts in Metropolitan St. Louis and served 14 years as a Corps of Engineers officer in the Army Reserve, conducting facility evaluations, energy audits, and compliance assessments.



Josh Dayton
Project Executive
Development

At Sansone Group, Josh Dayton serves as a Project Executive within the Development Department, where he manages full project life cycles and teams. His responsibilities include obtaining development entitlements and approvals, collaborating with architects and engineers on site and building design, overseeing general contractor bidding and procurement, leading value engineering efforts, managing construction, and ensuring project closeout. Josh joined Sansone Group in 2022, bringing over 12 years of construction experience as a contractor and owner's representative. Prior to this, he was a Director of Operations for a mid-Missouri general contractor, specializing in ground-up retail construction and high-end tenant improvements. He also managed ground-up QSR restaurant construction in Texas, Louisiana, and Oklahoma as an owner's representative.



Glenn Flavin
Senior Asset Manager
Development

Glenn Flavin, a seasoned Asset Manager at Sansone Group since 2020, brings 15 years of experience in commercial real estate. He has managed over 15 million square feet of complex assets and large portfolios across the U.S. for numerous clients. At Sansone Group, Glenn executes investment strategy plans, oversees financial management during construction, develops leasing strategies, and manages operations until asset disposition. He also handles investor communications and assists directors with debt financing. Glenn holds a Bachelor of Arts in Business Management and Accounting from Lindenwood University, equipping him with strong financial analysis and strategic planning skills.



Matt Shirley
Project Manager
Development

Matt brings over 10 years of real estate development and construction experience to the Sansone Group. Throughout his career, he has managed numerous projects from acquisition to completion in multiple markets across the country in various sectors. Matt employs a handson approach to project management, fostering superior quality through close oversight, streamlining process implementation, and driving operational excellence. At Sansone Group, he is responsible for project entitlements, due diligence, general contractor selection & contracting, bid analysis, construction management, and asset turnover. Matt earned his MBA from University of Texas at Dallas and Bachelor Degrees in Finance and Accounting from Oklahoma State University.



David Schlegel

Development Associate

Development & Acquisitions

David Schlegel joined Sansone Group in June 2021 as a Property Coordinator for commercial property management. In this role, he took charge of enhancing collections processes to minimize delinquencies and provided crucial support to property managers in their day-to-day operations. Demonstrating versatility and a keen financial acumen, Dave transitioned to the role of Financial Analyst in 2022 and has recently earned a promotion to Development Associate for Development. In his current capacity, Dave plays a pivotal role in the organization, tasked with underwriting potential development and acquisition deals and evaluating financial returns for existing assets under management. Other responsibilities include assisting in the due diligence process for various product types, researching new business opportunities and sourcing project financing.



John Aschbacher Financial Analyst Development & Acquisitions

John, a Finance graduate from the University of Missouri, brings a strong accounting background and keen attention to detail. He began his career at Armstrong Teasdale, spending three and a half years in their accounting department. In January 2022, John joined Sansone Group as a corporate accountant and transitioned to the development team in 2024 as a financial analyst, focusing on construction draws. Currently, he works in asset management, preparing draw packages for active construction projects and underwriting deals using financial models. John is enthusiastic about leveraging his skills and continuing to learn to add value to the team.



Gaby Colvis
Process Manager
Development

Gabriela joined Sansone Group in 2022, bringing extensive experience in development and construction project management. In her current role, she is responsible for analyzing procedures, proposing efficiencies, and implementing process improvements while monitoring results. Gaby excels as a Smartsheet expert, developing databases, streamlining workflows, and implementing advanced automation. Previously, she served as a Project Manager at Cushman & Wakefield, supporting Chick-fil-A's international expansion in Canada and domestic projects in the Midwest. She played a key role in creating SOPs and Department Manuals, integrating Smart PDFs, and collaborating with various teams, including real estate, analytics, and accounting, while maintaining on-site communication with restaurant operators.



Grant Mechlin
Executive Director
Retail & Multifamily Services

Grant Mechlin specializes in retail leasing, tenant representation, retail and multifamily development, and investments sales. Since joining Sansone Group in 2007, Grant has successfully completed transactions in 23 states with team transactions in excess of \$1.5 Billion over his career. Grant is licensed by the Missouri Real Estate Commission and is a member of the St. Louis Business Journal 40 Under 40 class of 2019.



Mark Kornfeld
Executive Director
Retail & Multifamily Services

Mark Kornfeld specializes in retail leasing, tenant representation, retail and multifamily development, and investments sales. Since joining Sansone Group in 2005, Mark and his team have completed in excess of \$1.5 Billion in transactions over his career. Mark is licensed by the Missouri Real Estate Commission and has been recognized as a "Power Broker" by CoStar Group.



Jackie Hall
Operations Manager
Retail Brokerage Services

Jackie joined Sansone Group in November 2016. Drawing from her background in office administration in healthcare and residential real estate as a transaction coordinator, she began as the primary support to the retail brokerage team. Jackie obtained her Missouri Real Estate Salesperson license in October 2018, joining the team of company veterans Grant Mechlin and Mark Kornfeld. Jackie ensures transactions run smoothly, from site research to the closing table. Jackie holds a Bachelor of Arts from the University of Missouri-Columbia and is a member of the St. Louis Association of Realtors.



Nick Valleroy Corporate Controller Finance & Accounting

As Controller, Nick oversees the Corporate Accounting Department who manages the day-to-day accounting for Sansone Group. This includes managing the general ledger and month end close processes as well as managing cash transactions and liquidity of Sansone Group and all tax and corporate compliance matters. Additionally, Nick provides monthly and quarterly reporting of financial results while also overseeing the budgeting and forecasting processes for Sansone Group.



Angie Ritz

Director

Commercial Property Management & Development Accounting |
Finance & Accounting

Ms. Ritz oversees the day-to-day functions of commercial and development accounting for all our commercial properties. Angle is responsible for monthly reporting to clients, including reviewing and processing accounts payable, accounts receivable, and maintenance of the property's general ledgers. Angle works directly with the property and portfolio managers on the commercial properties' financial status, including budgets, cash flow reports, and tenant billings.

TAB 4 | ALLIANCE RESIDENTIAL COMPANY DEVELOPMENT TEAM

LEADERSHIP



FINANCE

BOB WESTON

Chief Financial Officer



WEST

NICK CHAPMAN

Sr. Managing Director



EAST

BRIAN AUSTIN

Sr. Managing Director



NATIONAL ACQUISITIONS

RUSS KINDORF

Sr. Managing Director



SENIOR HOUSING

DALE BOYLES

Managing Director





BRUCE WARD

Chairman & CEO

V. JAY HIEMENZ

President &
Chief Operating
Officer

FINANCE	WEST					ST			NATIONAL ACQUISITIONS	SENIOR HOUSING			
BOB WESTON Chief Financial Officer			CHAP			BRIAN AUSTIN Sr. Managing Director						RUSS KINDORF Sr. Managing Director	DALE BOYLES Managing Director
DAVID	KIM	JEREMIAH	MARCO	IAN	ANDY	CYRUS	MIKE	TODD	CHAD	MICHAEL	SEAN	STEPHEN	
LODWICK	BUCKLEW	JOLICOEUR	VAKILI	SWIERGOL	CLAY	BAHRAMI	GING	OGLESBY	JACKSON	BOUJOULIAN	CLANCY	SQUATRITO	
Regional CFO	Managing	Managing	Managing	Managing	Managing	Managing	Managing	Managing	Managing	Managing	Managing	Acquisitions	
West	Director	Director	Director	Director	Director	Director	Director	Director	Director	Director	Director	Director	
	S. California	Pacific Northwest	N. California	Southwest	Mountain	South Texas	Florida	Southeast	North Texas	Northeast	Acquisitions		
CHRISTIE											East		
JORDAN	MICHAEL	LINDLEY	BRETT	том	RYAN	MARK	ROBERT	DONALD	DAVID				
Regional CFO East	WILBORN	WOOLSTON	LEON	LEWIS	BARKER	BRAMLETT	HALL	SANTOS	DIERKES		NATHAN GRIDER		
East	Managing Director	Development	Development Director	Managing Director	Managing Director	Development	Managing	Managing Director	Development Director		Managing		
BRANDON	OC/San Diego	Director Pacific Northwest	N. California	Southwest	Salt Lake City	Director Houston	Director S. Florida	Carolinas/	North Texas		Director		
FLEETWOOD	OC/San Diego	Pacific Northwest	N. California	Southwest	Salt Lake City	Houston	S. FIORIDA	Mid-Atlantic	North Texas		Acquisitions		
Regional CFO	JONAS	DAVID	RUSS	JOHN	ANDREW	DAVID	вовву	WIIG-Atlantic	SEAN		East		
South Texas	BRONK	ARMESY	MCCOLLOUGH	GARSHICK	FARLEY	ADAME	ANDERSON	ANDREW	MORGAN		East		
South Texas	Managing	Development	VP Construction	Development	Development	Development	Managing	HOWE	Development				
MATT	Director	Director	N. California	Director	Director	Director	Director	Development	Director				
SMITH	Los Angeles/IE	Pacific Northwest	rt. Gamorria	Southwest	Mountain	Houston	N. Florida	Director	North Texas				
Managing		r deme rioraniese				1 louston		Carolinas					
Director	HILLARY	ROB		KIM	RYAN	JEFF	BRUCE	Garonnas	ED				
Transactions	HULCE	ANDERSON		WEISENBURGER	EDWARDS	DILTZ	FRANCIS	NOAH	WILDS				
	Development	Development		VP Construction	Development	Managing	VP Construction	RANDALL	VP Construction				
TAYLOR	Director	Director		Southwest	Director	Director	Florida	Managing	North Texas				
STIMA	San Diego	Pacific Northwest/			Mountain	Austin/		Director					
Director of		Boise				San Antonio	SCOT	Georgia/					
Finance	DIANA				MICHAEL		HAMILTON	Tennessee					
	MATHESON	ERIC			CALLAHAN	CHARLES	VP Construction						
CAMERON	Development	PETERSON			VP Construction	COCHRAN	N. Florida	STEPHEN					
омото	Director	VP Construction			Mountain	Development		KELLER					
Director of	OC/LA	Pacific Northwest				Director		Development					
Finance						Austin/		Director					
01100	JOSEPH	JEFF				San Antonio		Tennessee					
CHAD DEWEY	DOMINGUEZ	PATTON											
VP of Accounting	Sr. VP	VP Construction				BRIAN		WAYNE					
VF OF Accounting	Construction	Portland, OR				WATSON		VP Construction					
SHERIDA	California					VP Construction South Texas		Southeast					
COLVIN						South lexas		Sourieast					
Sr. VP People													
Operation &													
In-House Counsel												1	

BIOGRAPHIES



BRUCE C. WARD CHAIRMAN/CEO

- Managing partner of Alliance, overseeing acquisition and development/rehabilitation efforts
- Acquired or developed 120,000 apartment homes across the country with Alliance key executive group
- Former Group Managing Partner for Trammell Crow Residential—West, where he led the merger with BRE Properties, a San Francisco-based REIT, in 1997
- Member of the World President's Organization and the former chair of Homeward Bound Board of Trustees, current Trustee for All Saints' Episcopal Day School; serves on Banner Health Foundation Board of Directors
- · Multifamily Executive of the Year in 2014
- Graduated from the University of Texas at Austin



BOB WESTONCHIEF FINANCIAL OFFICER

- Leads Alliance's capital markets strategy for investments, and oversees company-wide financial administration and risk management activities
- Raised over \$20B in multifamily capital, representing over 83,000 units
- Previously served as Managing Director for Alliance's Southeast division; held various roles within SunTrust Bank real estate group
- Member of ULI Multifamily Bronze Council; participates in the NMHC Audit Committee; serves as Chairman of the Board of Directors of the Musical Instrument Museum; active member of the Scottsdale Charros
- Graduated from Washington & Lee University; received an MBA from Emory University



V. JAY HIEMENZ PRESIDENT/COO

- Currently responsible for oversight of Alliance operations nationwide
- Previously served as Alliance's Chief Financial Officer, raising roughly \$7B worth of multifamily capital since Alliance's inception
- Former CFO and Managing Director of Capital Markets for BRE Builders
- · Executive board member of NMHC and a member of ULI
- Has spoken at numerous industry functions, including events by the Wall Street Journal, MFE, NMHC, and ULI
- Graduated with honors from Texas Christian University and formerly held designations of CPA, CIA and CPM



NICHOLAS J. CHAPMANSENIOR MANAGING DIRECTOR, WEST

- More than 30 years of industry experience overseeing multifamily development and acquisitions activities throughout the Western U.S.
- Background includes development of multifamily, hotel, office and retail projects
- Began his development career with Trammell Crow Residential (TCR), then oversaw multifamily development in Northern California following the TCR merger with BRE Properties
- Graduated from Texas Christian University; received an MBA from Southern Methodist University



BIOGRAPHIES



ROBERT HALL MANAGING DIRECTOR, SOUTH FLORIDA

- Oversees Alliance's development activities in the South Florida area, including site selection, land contract negotiations, entitlements, financing, assembling consultant design teams, and ensuring completion and lease-up of projects in the tri-county markets
- Brings 25 years of experience, with his main focus in the South Florida markets
- Prior positions held with The Altman Companies, Ram Residential, JPI, and The Related Group
- Developed more than 8,500 apartment units across a variety of product types, including garden, townhome, mid-rise and mixed-use, with an estimated value of \$1.4B



BOBBY ANDERSONMANAGING DIRECTOR, NORTH FLORIDA

- Responsible for all new development and acquisition activities in the Orlando, Tampa, and Jacksonville areas
- Joined Alliance in 2013 as Development Director in South Florida
- Previously worked for ST Residential overseeing the Florida multi-family portfolio
- Involved with the sale of over 2,500 condos and the development of over 2,700 apartment units ranging in product type from garden, townhome, midrise, high -rise and mixed-use projects with an estimated value of over \$1B
- Graduated from the University of Florida with a BA; holds an MBA in Real Estate



TAB 4 | ORGANIZATIONAL CHART - PROPOSED SUBCONTRACTORS



Provide an organizational chart to include any proposed subcontractors indicating their responsibility to the prime consultant firm and for this project.











^{*} ALLIANCE RESIDENTIAL COMPANY SELF PERFORMS GENERAL CONTRACTING SERVICES

TAB 4 | CLIENT REFERENCES



Provide a listing of at least three comparable client references that are using the Firm's professional services for the scope of services outlined in this eRFP (i.e., client name, address, telephone number, contact person, length of time service was provided, general scope of work and value of contract). The City may request a complete list of clients later.

REFERENCES

Ryan Albano President & COO Broadstone Net Lease, Inc.

207 High Point Drive Suite 300 Victor, NY 14564

D: 585.287.6498 C: 585.705.2203 ryan.albano@broadstone.com

Service Length: 3 Years

Broadstone is our capital partner for a 1 Million SF build to suit development for United Food Inc in Sarasota, FL and a capital partner for a 300,000 SF retail acquisition in St Louis, MO.

Total values of these 2 transactions are \$330 Million

Nelson Hioe Co-Founder, Managing Partner Raith Capital Partners

2666 3rd Ave. Suite 1701 New York, NY 10017

D: 212.938.6991 C: 617.680.9685 nelson.hioe@raithcapital.com

Service Length: 2.5 Years

Raith is our capital partner in two industrial development closings with total value of over \$180 Million and future phases the will bring the total value over \$300 Million+

Joe Wanninger Managing Director -Asset Management Principal Asset Management

Des Moines, IA 50392-1370

D: 515.247.5789 M: 515.314.1342 wanninger.joe@principal.com

Service Length: 4 Years & proceeding

Principal is our capital partner on a development of an industrial park totaling up to six buildings of over 1.3 Million SF and total value of +/-250 Million

TAB 4 | CITY OF PORT ST. LUCIE RELATIONSHIP



If firm is currently or has previously provided services for the City of Port St. Lucie, please provide an itemized list of these projects to include contact person, length of time service was provided and value of contract.

Although we have not directly provided services to the City of Port St. Lucie, as previously mentioned, Sansone Group is currently developing Legacy Park at Tradition, a 400+ acre, Class A industrial development that is home to Fed Ex, Amazon, Cheney Brothers, Costco, and others.

TAB 5

Proposal for Development and Operational Plan





Principals: James, Nicholas & Douglas Sansone



Continuing the Legacy

We honor the legacy of our Founder, Anthony F. Sansone Sr., for his visionary leadership and innumerable contributions to his community and the world at large.

We strive to always meet and exceed the highest standards which he set throughout his life by practicing our core values of Teamwork, Creativity, Hard Work, Faith, and Professionalism.

History



Anthony F. Sansone was born on July 19th, 1926, in St. Louis, Missouri to Italian immigrant Anthony "Lan" Sansone and Rose Cammarata Sansone.



Anthony F. Sansone, Sr. opens Sansone Realty Co.'s doors on Hampton Avenue in 1957. Over the years, Sansone Group has been housed at 7777 Bonhomme Ave., 8860 Ladue Rd, 12161 Manchester at Olympic Oaks Village Shopping Center, Bonhomme Place, and currently resides in Clayton at 120 S. Central Ave.



Development Sector

Sansone Group develops Maryville Gardens and enters a new residential housing sector for low-income seniors.



Rolla Senior Apartments in Rolla, Missouri, marks the beginning of owned and thirdparty property management for Sansone Group and officially initiates the Residential Property Management division of the firm.



Sansone Group enters into an agreement with **DDR** Corporation to participate in the management of the company. This arrangement served both firms well.



Mr. Sansone Receives Lifetime Achievement Award Anthony F. Sansone, Sr. is

honored with the "Lifetime Achievement Award" at the EY Entrepreneur of the Year Gala. This award recognizes entrepreneurs who demonstrate excellence and extraordinary success in innovation, financial performance, and personal commitment to their business and communities throughout their career.



2018 First Healthcare **Development Project**

Sansone Group delves into healthcare with the development of Cardinal Glennon North County Children's Medical Facility in Ferguson, MO.



Anthony F. Sansone, Sr.

After a long and meaningful life, the Founder and Chairman of Sansone Group, Anthony F. Sansone, Sr., passes away on April 27, 2020 at the age of 93. Nearly <u>1,000</u> friends and family attend the Celebration of Life, officiated by Cardinal Timothy Dolan at the Cathedral Basilica of St. Louis.



1954 Marriage of Tony and Marry Anne

Anthony F. Sansone marries his beloved wife, Marry Anne Michaels in St. Louis, Missouri. They are married for 66 years and have two daughters and six sons together: Deby, Cindy, Tony, Jr., Jim, Gregg, Tim, Doug, and Nick.



1970 First Retail Development

Mr. Sansone represents Dayton Hudson Corporation, Target's parent company, on several locations for Target in the St. Louis area. Instead of taking a commission on one of the deals, Mr. Sansone takes the out-parcels and develops two 15,000-square-foot strip malls he named Ballwin Village. Both are leased up before construction is even complete.



1979 Development of First Power Center

For the first time Sansone Group breaks ground on a multi-anchor power center. The 180,000-squarefoot Lakeview Plaza, located at the intersection of Lemay Ferry and Forder Road, includes tenant such as Kroger and Walgreens.



First TIF Project in Missouri

The first Tax Increment Financing project ever done in the state of Missouri. Sansone Group improves infrastructure as a requirement to develop Dierbergs Clocktower Place Center at West Florissant Avenue is said to be a the economic growth of the North County area.



2006 Sansone Group grows

> In 2006, Sansone Group opens its first office outside St. Louis and expands to Florida in the Palm Beach Gardens area



2015 Sansone Group Reacquires DDR's Interest

Over time, the business pursuits of DDR and Sansone Group evolve individually, and Sansone Group reacquires DDR's interest.

In a Joint Venture with Goldman Sachs, Sansone Group acquires two shopping centers in Sunset Hills - The Plaza at Sunset Hills and Shoppes at Sunset Hills. This joint venture model is a common structure used today with other capital partners.



2019 Introduction of the **Industrial Development**

The Industrial Development Partnership Program begins. Sansone Group partners with key commercial real estate professionals to source deals and projects across the country.

Partnership Program

Recognizing the strong demand for industrial distribution centers, Sansone Group enters a joint venture with Fortress Investment Group, acquiring the first industrial property in Couchville, TN outside Nashville.



2021

Breaks Ground

Sansone Group breaks ground on the first industrial development project in Port St. Lucie, FL. The 425-acre project is named Legacy Park in honor of founder Anthony F. Sansone, Sr.

Sansone Group Takes Pride in Living Our Core Values... Everyday.





Our Mission:

We are a purpose-driven organization dedicated to providing superior Commercial Real Estate services for our customers through Teamwork, Creativity, Hard Work, Faith, & Professionalism.







OVERVIEW

ABOUT US

WHO WE ARE

One of the largest private real estate companies in the United States with 19 regional offices throughout the West, Southwest, Central, Southeast, Mid-Atlantic and Northeast.

WHERE WE ARE

Corporate HQ in Scottsdale, AZ

WHAT WE DO

We focus on the development, construction and acquisition of residential communities across 16 states and 39 metropolitan markets in the US.

OUR INVESTMENTS

ALLIANCE BRANDS

Alliance brands include luxury Broadstone communities, Prose workforce housing, Holden senior housing communities and Silveray build to rent.

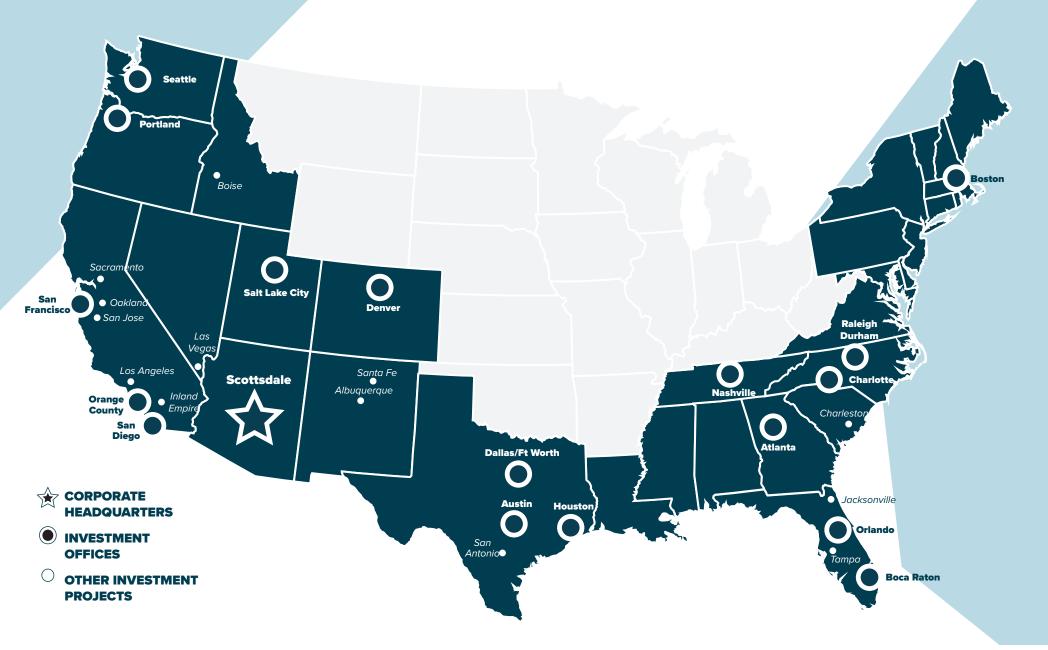
INVESTMENT

\$9.8B (35,800 units) principal portfolio

\$3.8B (15,300 units) pipeline



OFFICE LOCATIONS





CORPORATE SNAPSHOT

Southerr	ı Ca	IITOTN	Ιĉ

■ Northern California

Pacific Northwest

Southwest

■ Northeast

So	วน	th	Т	exa

North Texas

■ Florida

Southeast

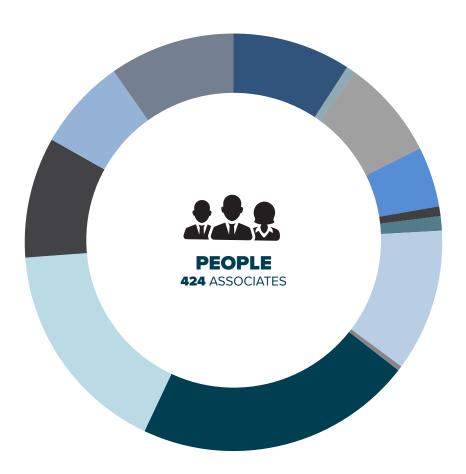
■ Mountain

■ Senior Housing

Corporate

Investment

49 Pipeline	15,281 Units	
■ 24 Under Construction	8,125 Units	\$2.3B
■ 66 Lease-Up	19,199 Units	\$5.4B
31 Stabilized	8.525 Units	\$2.1B











EXTRAORDINARY PERFORMANCE

ONE OF THE LARGEST PRIVATE MULTIFAMILY COMPANIES IN THE US

Alliance is a full-service company operating that focuses on residential rental real estate sectors including multifamily, workforce housing, senior housing and build to rent communities throughout its national footprint, which includes 19 offices across 16 states and 39 metropolitan areas. The vertically integrated company includes in-house capabilities in acquisition, development, redevelopment, investment management and asset management.

EXCEPTIONAL TRACK RECORD

Alliance senior principals have worked together for over 30 years and have invested in over 115,000 multifamily units. Since forming Alliance in 2001, they have developed or acquired more than 116,800 units, representing \$26B in total capitalization. The asset-level realized returns to date represent a 19.8% IRR on a 1.9x multiple on invested equity.

REGIONAL EXPERTISE

Experienced executives located in key markets throughout the national footprint have developed extensive knowledge of local market conditions. The national infrastructure provides oversight and support services, allowing the regional leadership teams to focus on sourcing, executing and managing investment opportunities.

CONSERVATIVE RISK MANAGEMENT PRACTICES

Alliance is privately owned and is capitalized exclusively its active principals with no outside ownership or corporate debt. The partners have worked together in public and private capacities for over 30 years, creating a consistent approach to risk management. The Company maintains 59% loan to cost at the portfolio level, and by focusing on its core competency of multifamily and senior housing, avoids exposure to for-sale and entitlement risks.



ORGANIZATIONAL STRATEGY

LOCAL EXECUTION

Alliance's fundamental belief is that real estate is a local business. The Company operates 12 investment divisions which are charged with sourcing and executing investment opportunities within geographic regions. Division leaders have years of experience operating in their regional markets and are finely attuned to local operating conditions. The local construction management teams work closely with these executives to ensure adherence to local design trends and codes.

REGIONAL SUPPORT

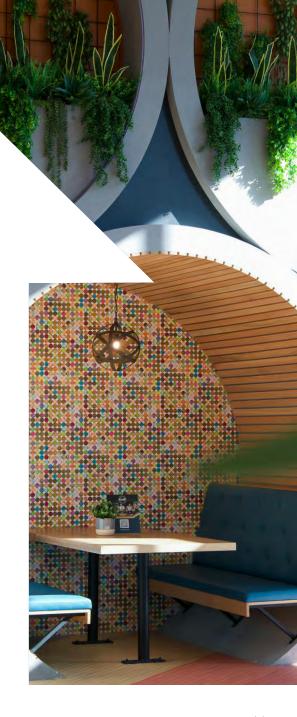
Several senior investment professionals oversee multiple divisions to provide supervision and guidance to local executives. Additionally, a core team of finance professionals assists each division with raising capital for each individual transaction as needed.



Senior management provides support to each division as they pursue and execute transactions across the country, providing leadership and experience to ensure conservative risk management. Certain functions such as accounting, information technology and human resources are also centrally managed, which allows the regions to focus on their core investment business.

NATIONAL ACQUISITIONS

A centralized acquisition team identifies and manages select value-add acquisition opportunities across the national footprint. This group also works closely with the local investment divisions who may identify off-market opportunities in their respective regions.







TRACK RECORD SINCE INCEPTION



UNITS BUILT: 116,800



IRR: 19.8%



TOTAL CAPITALIZATION: \$26B



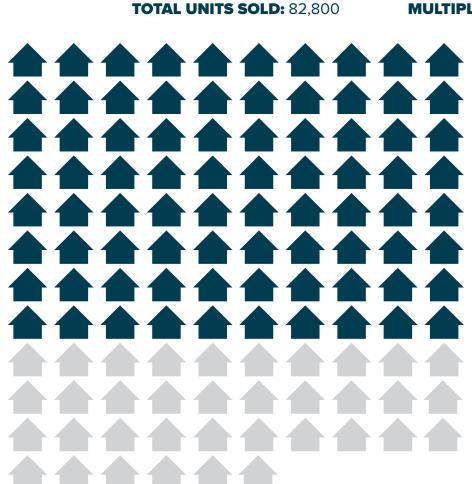
MULTIPLE ON EQUITY: 1.9x

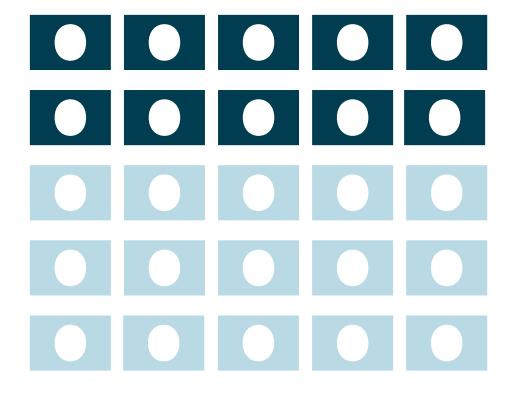


TOTAL EQUITY: \$10.5B



TOTAL DEBT: \$15.5B









ALLIANCE UPDATE

On November 1, 2024, Alliance closed on the sale of a minority interest of the company to the US subsidiary of Daiwa House Industry Co, Ltd. Daiwa House is a global real estate investment, development, construction and management company, based in Japan and traded publicly on the Tokyo Stock Exchange with over \$42B in total assets. Previously, Daiwa House has made US investments in three for-sale homebuilders: Stanley Martin in the East, Trumark Companies in the West, and CastleRock Communities in the South. With this transaction, Alliance becomes Daiwa House's first and exclusive platform investment in the US rental segment.

No significant changes to Alliance's business model or operations are anticipated. The company will continue to focus on the construction, development and acquisition of multifamily rental communities with its long-time trusted lending and investment partners. Alliance and Daiwa House are committed to growing the business and expect that Alliance will continue to be one of the most active investment companies in the industry.

Alliance's senior management team remains unchanged except for Bruce Ward, who transitioned to Chairman Emeritus. The Alliance Board includes current Alliance executives including Chairman & CEO Jay Hiemenz, COO-West Nick Chapman, COO-East Brian Austin and CFO Bob Weston, along with representation from Daiwa House.



DAIWA HOUSE

OPERATIONS IN 25 COUNTRIES

Daiwa House was founded in 1955 in Osaka, Japan. The company began as a homebuilder and is currently the largest homebuilder in Japan, starting over 37,000 rental and for sale units in FY2024. Over the years, the company has expanded its operations to include rental housing, condominiums, building systems, logistics, medical and nursing facilities and office buildings. Daiwa House has overseas operations in 25 countries and 50 cities.

OVERSEAS MARKETS

As part of its longer term management plan, the company has expanded its business into multiple overseas markets, and it entered the US rental housing business in 2011 when it acquired a 42-unit project in California. It has then invested in the development of 17 apartment communities in Texas and suburban Washington DC, totaling over 5,500 units.

US HOMEBUILDERS

In addition to its minority investment in Alliance, Daiwa House also owns a majority interest in three US hombuilders: Stanley Market in the East, Trumark Companies in the West, and CastleRock Communities in the South.

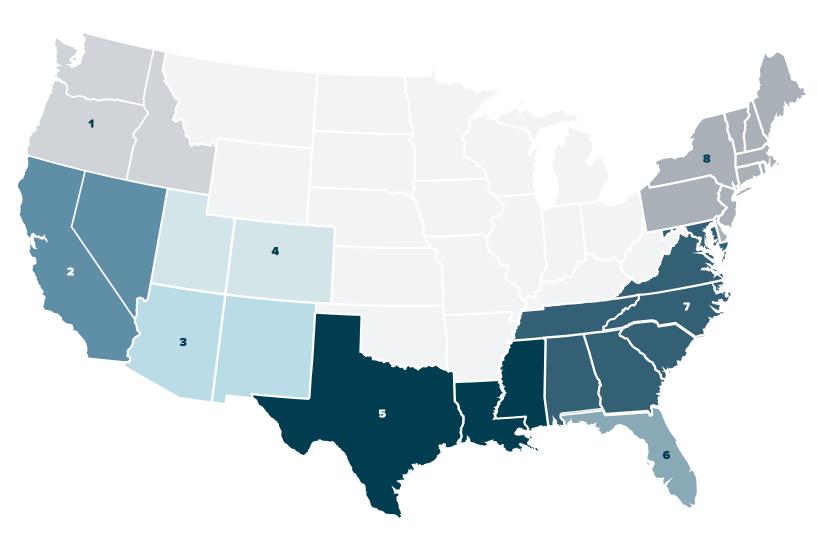
DAIWA HOUSE FINANCIAL SUMMARY

Tokyo Stock Exchange Ticker	1925
Market Capitalization Stock Price	\$20.4B (as of 12/15/24) \$30.93/share
Total Assets	\$42.5B
Net Income	\$580MM
Employees	48,500





INVESTMENT PORTFOLIO BY MARKET



- PACIFIC NORTHWEST
 Capitalization: \$1.5B
 Units: 2,941 | Projects: 13
- CALIFORNIA
 Capitalization: \$1.5B
 Units: 3,135 | Projects: 13
- SOUTHWEST
 Capitalization: \$735M
 Units: 2,904 | Projects: 11
- MOUNTAIN
 Capitalization: \$473M
 Units: 1,556 | Projects: 5
- 5 CENTRAL
 Capitalization: \$2.9B
 Units: 15,054 | Projects: 45
- FLORIDA
 Capitalization: \$994M
 Units: 3,844 | Projects: 13
- 7 SOUTHEAST
 Capitalization: \$1.5B
 Units: 5,880 | Projects: 19
- 8 NORTHEAST
 Capitalization: \$246M
 Units: 535 | Projects: 2

TOTAL

CAPITALIZATION: \$9.8B TOTAL UNITS: 35,849 TOTAL # OF PROJECTS: 121



BRAND SEGMENTS

BROADSTONE

LUXURY MULTIFAMILY RENTAL

Alliance develops luxury apartment communities across its national footprint under the Broadstone Known throughout the brand. country for best-in-class construction, design and amenities, Broadstone communities are developed collaboration between top designers and experts in local development construction, creating unparalleled premier experience.

prose

WORKFORCE HOUSING

of research After years and development, Alliance created the Prose brand to address demand for attainable apartments growing affordability and the Efficient design gap. construction allow Alliance deliver communities that include luxury details and finishes at an affordable price point for renters.



SENIOR HOUSING

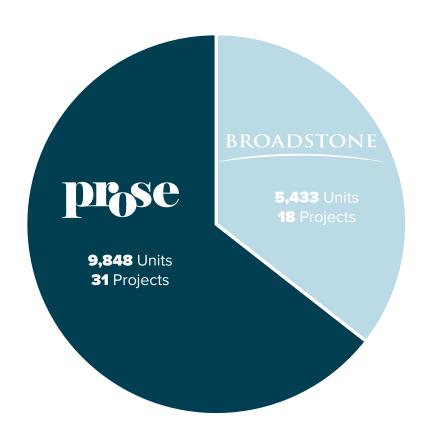
Alliance brought its expertise in housing and hospitality to the senior housing sector. Holden communities include best-in-class Active Adult, Independent Living, Assisted Living and Memory Care segments and marry thoughtful, intelligent design with quality senior care – providing living environments for residents to thrive. Using Alliance Residential's approach, custom to market with leading-edge design.

SILVERAY

BUILD TO RENT

Silveray was established to deliver lower density single family purpose-built rental communities. Alliance utilized its leading market position in multifamily and workforce housing to launch this product appealing to a market that desires the characteristics of single-family homes but want the flexibility of renting.

\$3.8B TOTAL CAPITALIZATION DEVELOPMENT PIPELINE





INSTITUTIONAL RELATIONSHIPS

SELECT INVESTMENT PARTNERS



























































SELECT LENDERS



















































































































ALLIANCE PIPELINE MAP





ALLIANCE COMPLETED PROJECTS



Broadstone Locklyn (now named: Locklyn Palm Beach) located in West Palm Beach - 29.7 acres - 280 units. 4-story buildings and detached parking garages.

Broadstone Oceanside (now named: 1333 S Ocean) located in Pompano Beach (on Ocean Blvd.) - 4.1 acres - 211 units. 8-story midrise, 6-level parking garage, and 2,984SF of office space.

Broadstone City Center (now named: Sole at City Center) located in downtown West Palm Beach across from Brightline. – 3.4 acres - 315 units. 8-story midrise, 8-level parking garage, and 2,509SF of office space.

Broadstone Harbor Beach (now named: TGM Harbor Beach) is located on the 17th street causeway in Ft Lauderdale. - 4.3 acres - 394 units. 8-story midrise and 8-level parking garage.

Broadstone Plantation (now named: Bell Plantation) located in Plantation - 10.7 acres - 250 units. 5-story and 3-story garden apartments with attached and detached parking garages.

Share drive to videos of the projects described above. https://allresco.sharefile.com/public/share/web-sd7b594bb45ed467b9f632b562f17e05c

The Arbor Delray located in Delray Beach - 7.2 acres - 187 units (Independent living, Assisted living, and Memory Care units). 4-and 3-story building surface parking. Website:

https://www.arborcompany.com/locations/florida/delray?utm_campaign

Allegro Ft Lauderdale located in Ft Lauderdale – 2.0 acres - 186 units (Independent living, Assisted living, and Memory Care units). 8-story podium (one level of parking). Website

https://www.allegroliving.com/communities/fort-lauderdale-fl

ALLIANCE FLORIDA DEVELOPMENTS



ALLIANCE RESIDENTIAL COMPANY

Drawartu	Location	Time	Heite	Total Capitalization (\$MM)
Property SOLD	Location	Туре	Units	(фічіні)
	Tamana El	Davidonmant	200	20.0
Broadstone Citrus Village (Citrus Park)	Tampa, FL	Development	296	29.6
Broadstone Westbury	Brandon, FL	Acquisition	366	33.9
Broadstone North Boca	Boca Raton, FL	Development	384	60.1
Broadstone Cypress Hammocks	Coconut Creek, FL	Development	396	57.9
Broadstone Lakeside (Clearwater)	Clearwater, FL	Development	240	30.4
Broadstone Jacksonville Beach	Jacksonville, FL	Development	228	34.9
Broadstone Hyde Park	Tampa, FL	Development	259	41.3
Broadstone Passerelle	Altamonte Springs, FL	Development	392	57.7
Broadstone at Brickell	Miami, FL	Development	372	116.1
SOMA at Brickell	Miami, FL	Development	408	102.0
Broadstone Plantation	Plantation, FL	Development	250	52.3
Broadstone Harbor Beach	Ft. Lauderdale, FL	Development	394	103.5
Broadstone Winter Park	Winter Park, FL	Development	268	66.2
Broadstone City Center	West Palm Beach, FL	Development	315	77.5
Broadstone Oceanside	Broward County, FL	Development	211	75.4
Broadstone Parkway	Orlando, FL	Development	260	50.3
Broadstone West Palm Beach	West Palm Beach, FL	Development	280	68.3
Broadstone River House	Jacksonville, FL	Development	263	63.7
PORTFOLIO - UNDER CONSTRUCTION				
Prose Haines City	Haines City, FL	Development	360	\$80,025,000
Broadstone Westshore	Tampa, FL	Development	325	\$124,231,000
Prose St. Cloud Ph. II (Big Sky)	St. Cloud, FL	Development	311	\$74,454,000
Prose Plant City	Plant City, FL	Development	360	\$76,333,000



Include the likely ownership structure of different LLC's involved in the project. Include an organizational chart if there are multiple entities.



TAB 5 | RFP 1.2.4.2

Project Overview



TAB 5 - RFP 1.2.4.2 | PROJECT OVERVIEW NARRATIVE



The Sansone Group is committed to collaborating with the city to create a comprehensive and well-considered development plan that strikes a balance between the city's needs and aspirations and modern Class A development standards. We understand and acknowledge the guidelines established by the GFC and will work closely with the city to ensure the successful completion of a project that serves the community's needs.

The Lifestyle Commercial Center will feature a variety of uses, including a grocery store, restaurants, small retail spaces, a hotel, and high-density residential units, all strategically placed to be buffered from the adjacent large-scale industrial warehouse, by stormwater lakes and lush landscaping. The development will include prominent gateway locations for signature branding with integrated sculptural elements, pedestrian-friendly plazas, and carefully planned signage, landscaping, and lighting. The Tradition Trail, a 12-foot-wide multimodal trail, will be integrated along the stormwater lakes, linking to the larger Tradition Trail network planned throughout Southern Grove. The design will also consider the potential for future public transit stops and other mobility options.

The planning and design guidelines for this area will, at a minimum, address the following elements:

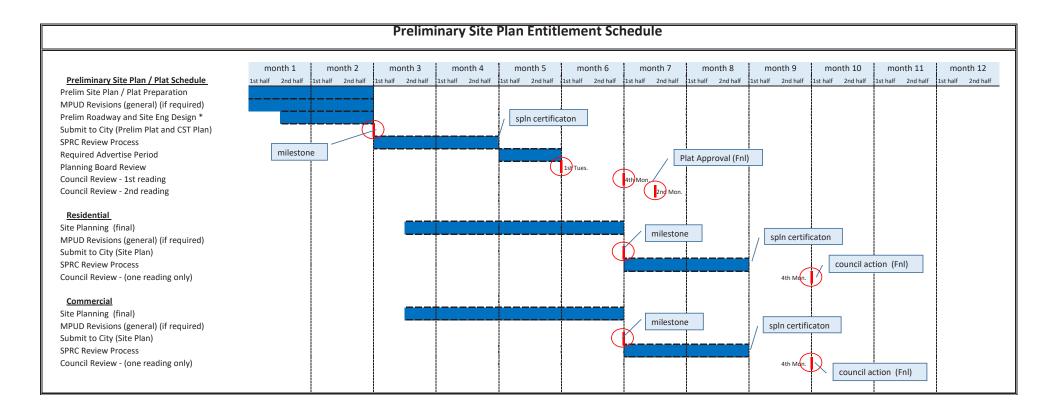
- Gateway features at key intersections
- Standards for outdoor dining areas
- Setback requirements
- Building placement and design
- Off-street parking location and setbacks
- Curb cut regulations
- Pedestrian amenities and lighting
- Landscaping buffers
- Recommendations for a cohesive landscape plan

As shown on the conceptual site plan, the development of these parcels will be a Lifestyle/Commercial Center that meets the shopping, dining, and social gathering needs of the surrounding workplace district and residential areas in the city's southwest region. Sansone Group and Alliance Residential Company will create an area where innovative urban design, architecture, engineering, environmental technologies come together as one. This development is intended to become a key destination area that:

- Includes a grocery store, restaurants, and small retail shops, with unique dining options such as outdoor and/or rooftop seating. Additional areas will incorporate hotel accommodations and high-density residential units, such as condominiums, apartments, and townhomes, seamlessly integrated into the development.
- Fosters a vibrant urban destination that encourages public interaction and prioritizes the pedestrian experience. Building designs will engage the street where feasible, minimizing visible large parking lots, and promote the use of on-street and shared parking.
- Features distinctive signage, branding, and merchandising for the development.
- Contributes significantly to the local economy by generating additional property and sales tax revenue.
- Creates quality construction and long-term employment opportunities for the local workforce.
- Enhances connectivity to surrounding developments, positively impacting property values, quality of life, and public safety.

TAB 5 - RFP 1.2.4.2 | PROPOSED DEVELOPMENT SCHEDULE





TAB 5 - RFP 1.2.4.2 | OVERALL PROJECT STATEMENT



Include a statement describing the overall project, how it ties into the Master Concept Plan and where it differs.

Legacy Shoppes at Tradition vision provides for a cohesive village scaled urban retail and restaurant district consisting of walkable streets, high quality public spaces and destination oriented experiences. Legacy Shoppes at Tradition responds directly to the City's request in providing an elevated Becker Road and Village Parkway streetscape (distinctly different than the existing and proposed typical commercial development pattern and uses along both Becker Road and Village Parkway) consisting of a wide linear park and greenbelt with multipurpose paths, landscape, mini-parks and gathering areas relating to the proposed restaurant and retail uses – even opportunities for public art and community engagement. Entering the site from either Becker Road (main entrance) or Village Parkway – walkable streets with quality hardscape, site furnishings and on-street parking are deliberately designed to calm traffic, reduce scale to a more pedestrian / village size and purposefully aligned to guide visitors to a centralized 'green' – a core public space which provides an immediate 'sense of place' – an intuitive 'you have arrived moment'. A mindful balance of high quality walkable urban streetscapes and public nodes against more organic lush landscape pathways – Tradition Trail re-envisioned at varying scales dependent upon the uses it is designed to connect – becoming its own high-quality public space and experience.

TAB 5 - RFP 1.2.4.2 | PROPOSED DEVELOPMENT / OPERATIONS



Please explain what you propose to build, which entity will own the leasehold improvements, and which entity will operate the facilities once they are constructed.

We propose to develop a Lifestyle Commercial Center, which will feature a diverse mix of services, retail shops, and residential spaces to create a vibrant and dynamic community hub. This center will include essential services such as a grocery store, restaurants, small retail shops, a hotel, and luxury residential units. The development will be designed to cater to both the local workforce and nearby residential areas, providing spaces for shopping, dining, and socializing. The ownership of the leasehold improvements will be held by Sansone Group and Alliance Residential Company.

Once the facilities are constructed, Sansone Group and Alliance Residential Company (or affiliate) will also manage the operations of the Lifestyle Commercial Center. This includes overseeing the day-to-day functions of the various components of the development, such as managing the retail, residential, and hospitality aspects of the property. Sansone Group and Alliance Residential (or affiliate) will be responsible for the leasing, marketing, maintenance, and overall management to ensure the successful operation and long-term sustainability of the center.

Proposed Improvements

- Multifamily: Phase I (330 units) and Phase II (330 units)
- Commercial: Phase I (91,500 SF of Retail); Phase II (101,000 SF of Retail) and Phase III (140 Room Hotel)

TAB 5 - RFP 1.2.4.2 | CHALLENGES / DEVELOPMENT OBJECTIVES



Include any obvious challenges or obstacles to achieving the City's goals and development objectives from a market standpoint.

One potential challenge for the commercial aspect of the development is whether there is enough population in the trade area to support the proposed level of commercial development.

TAB 5 - RFP 1.2.4.2 | PROJECT VISION



Did you have a particular vision for this Project based on real examples of recent development? Provide visual examples that reflect proposed designs and density and indicate their location.

Alton Town Center on Donald Ross Road. This is a highly successful, well-designed series of commercial and residential development which creates high quality public spaces/experiences knit together through crafted walkable streets and urban gathering spots and nodes – all while insuring that the realities of the marketplace (parking, appropriate retail relationships and access/traffic management) are accommodated without sacrificing great design.















OPEN/PUBLIC SPACE













DEFINING OPEN SPACE

















BUILDING DESIGN: STYLE





The selected architectural style for the project shall be contemporary in character and should be able to harmoniously blend with diverse stylistic expressions in a visually cohesive composition.

The design should properly relate and give continuity to the architectural style of the adjacent projects with a higher level of sophistication. In addition, it shall be flexible to easily accommodate a variety of different sized tenants and be able to incorporate their branding without conflict.















BUILDING DESIGN TYPE: JUNIORS







BUILDING DESIGN TYPE: MULTI-TENANT





- Create flexible architecture that can easily accommodate various sized tenants.
- Avoid too many architectural expressions in favor of a unified building look.
- Utilize consistent materials and colors for visual continuity.









BUILDING DESIGN TYPE: TOWN CENTER





- Utilize suitable materials to create the highest architectural quality within the project.
- Allow an increase of architectural expressions, provide more height variation to enhance visual interest.
- Provide canopies and weather protection elements to increased comfort for pedestrians at store fronts.
- Enhance building lighting, hardscape, landscape and site amenities.







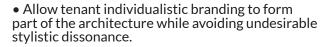




BUILDING DESIGN TYPE: RESTAURANTS







• Select suitable materials to convey a sense of familiarity, quality, and style.









BUILDING DESIGN TYPE: PADS



- Allow tenant individualistic branding to form part of the architecture while avoiding undesirable stylistic dissonance.
- Select suitable materials to convey a sense of familiarity, quality, and style.











BUILDING DESIGN TYPE: RESIDENTIAL









BUILDING DESIGN TYPE: HOTEL







PAVING, HARDSCAPE & LANDSCAPE



- Integrate landscape elements into the project to enhance the quality of the spaces and pedestrian routes and provide a sense of comfort and visual appeal.
- Utilize textural-rich materials and patterns into the hardscape to enrich spaces and compliment the architecture.









PAVING, HARDSCAPE & LANDSCAPE







SITE & BUILDING LIGHTING









PORT ST. LUCIE, FLORIDA

• Incorporate lighting elements that provide security, visual interest and enhance the quality of the spaces while highlighting the quality of the architecture.





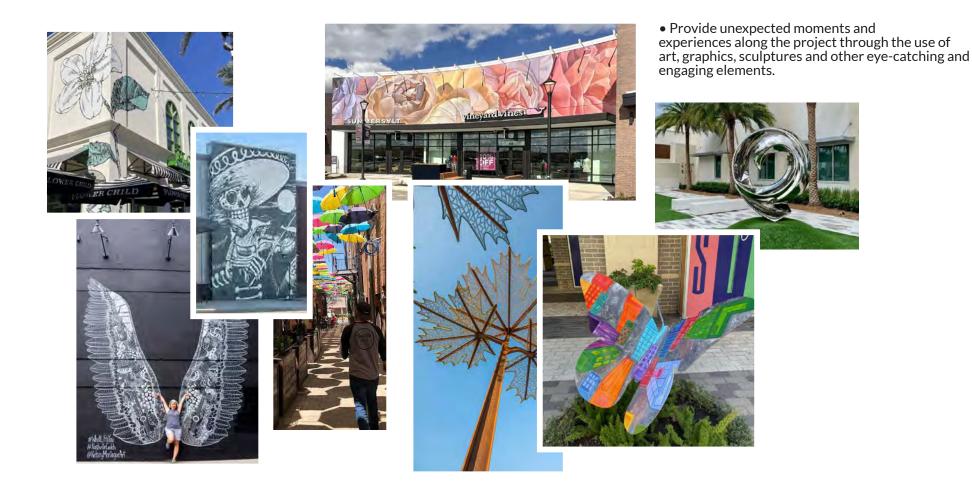




03.20.2025



DETAILS



TAB 5 - RFP 1.2.4.2 | CONCEPTUAL SITE PLAN



CONCEPTUAL SITE PLAN - OVERALL PLAN







BECKER / VILLAGE LIFESTYLE COMMERCIAL CENTER PORT ST. LUCIE, FLORIDA



ALLIANCE RESIDENTIAL COMPANY

Date: Project No:

TAB 5 - RFP 1.2.4.2 | LAND VALUE



Land Value: Include a proposed methodology for valuing the land under a sale or longterm ground lease with the City. Include general parameters that are acceptable to the Developer's lenders or equity partners, by tenor, frequency of land valuation, capital participation events for the landlord (if applicable), and landlord approval rights and remedies.

Land Value Methodology

The final purchase price for the commercial land will be determined upon mutual agreement between the developer and the city of the conceptual retail development plan. The valuation will be based on the following methodology:

- **Development Cost** Estimated total costs required to complete the project, including sitework, construction, infrastructure, professional fees, and associated expenses.
- Rent Projected rental income derived from market-supported lease rates based on the agreed retail plan.
- Capitalization Rate (Cap Rate) A market-aligned cap rate will be applied to the net operating income (NOI) to determine the total project value.
- Developer Spread A reasonable developer margin will be deducted to account for risk and return expectations.

The residual land value will be calculated as follows:

Land Value = (Net Rent / Cap Rate) - Development Cost - Developer Spread

This approach ensures a fair and transparent pricing mechanism that reflects the viability and income-generating potential of the proposed retail development.

	Port St Lucie Multifamily Land Sale Comps										
Property	Address	Acres	Price	Price/Acre	CDD Adjusted Price	CDD Adjusted Price/Acre					
Broadstone Legacy Phase 2*	Becker Road	12	\$9,550,000	\$795,833	\$13,473,996	\$1,122,833					
Broadstone Legacy Phase 1*	Becker Road	10	\$7,500,000	\$750,000	\$10,770,000	\$1,077,000					
Lucie at Tradition*	10550 SW Innovation Way	15.9	\$4,224,000	\$266,498	\$7,131,595	\$448,528					
Mason Port St. Lucie	9905 S US Hwy 1	13.8	\$5,166,000	\$373,266	\$5,166,000	\$373,266					
Mason Veranda	9 SE Collins Lane	20	\$7,000,000	\$350,877	\$7,000,000	\$350,877					
Legends Pointe	8263 NW Selvitz Road	40.6	\$11,000,000	\$271,003	\$11,000,000	\$271,003					
Lerner Parc at Gatlin Commons	1900 Aledo Lane	14.4	\$2,728,600	\$189,882	\$2,728,600	\$189,882					
Cottages Tradition	8950 Hegener Drive	30	\$4,862,000	\$162,067	\$4,862,000	\$162,067					
Havens at Central Park	12500 Roma Way	15.7	\$2,054,000	\$130,579	\$2,054,000	\$130,579					

^{*}Phase 1, Phase 2, and Lucie at Tradition are all part of a CDD. To calculate an apples to apples value we included the CDD payoffs. The CDD Pay Off is \$4,500 per unit. The CDD maintenance fee is \$320/unit annually. To calculate the value of the CDD maintenance fees we took the \$320/unit and applied a 5% cap rate.

TAB 5 | RFP 1.2.4

Financial Plan







Include a financial plan with estimates for building costs for the various components of required elements.

Financial Plan based on the provided conceptual site plan:

Shell Construction Cost:	\$15,472,500
Main Entrance Road and Round-a-bout:	\$2,450,000
Sitework:	\$4,122,500
Tenant Improvement:	\$6,720,000
Leasing Commission:	\$2,730,622
Due diligence:	\$60,000
SAD & CDD:	\$689,943
Civil Engineering:	\$440,909
Impact and municipal fees:	\$515,800
Development Fee:	\$1,878,074
Oversight testing:	\$100,000
Financing fee and interest carry costs:	\$3,208,738
Contingency:	\$2,137,380
Legal:	\$300,000
Closing costs:	\$150,000
Misc:	\$350,000

TAB 5 - RFP 1.2.4.3 | DEBT OR EQUITY FINANCING

SANSONE GROUP

The proposed project will be financed through a combination of equity and debt, ensuring a balanced capital structure that maximizes financial efficiency while mitigating risk.

EQUITY FINANCING

A portion of the project's capital requirements will be funded through equity contributions from our investment partners, including Sansone Group and Alliance Residential, along with potential institutional and private investors.

DEBT FINANCING

To supplement the equity investment, we will seek a loan commitment from commercial banks or financial institutions offering competitive interest rates and flexible terms.

The final capital structure will be determined based on market conditions, lender requirements, and project-specific financial modeling to ensure optimal leverage while maintaining financial stability. Our extensive relationships with lending institutions and investment partners position us well to secure favorable financing terms for the project.

ALLIANCE RESIDENTIAL COMPANY

60% construction loan / 40% equity

TAB 5 - RFP 1.2.4.3 | PROPOSED SOURCES AND USE OF FUNDS



Include proposed sources and uses of construction funds, including estimated costs and infrastructure improvements to the site.

Funding Structure

The project will be financed based on a capital structure comprising:

- 65% Loan Financing Sourced through debt funding, subject to standard lender terms, due diligence, and approval processes.
- 35% Equity Contribution To be provided by the development team or equity partners to fund the remaining portion of the project.

This balanced structure supports financial feasibility while maintaining prudent leverage and aligning the interests of all stakeholders.



MULTIFAMILY - DEVELOPMENT BUDGET

	Allianca Pasida	# 10
TOTAL USES	\$ 74,289,000	\$ 247,631
Contingency	500,000	1,667
Operating Deficit	176,000	587
Lease-up Income	(901,000)	(3,003
Construction Loan Interest Expense	3,203,000	10,677
Taxes	300,000	1,000
Financing Fees	757,000	2,523
Legal	500,000	1,667
Contributed Property	~	C
Development Administration	2,162,000	7,207
Marketing & Pre-Leasing	500,000	1,667
Hard Costs, GC & Fee	48,898,000	162,993
Municipal Fees, Permits & Mitigation	6,679,250	22,264
Architectural & Engineering	1,918,000	6,393
Commissions & Closing & Recordation	544,000	1,813
Land	\$ 9,053,000	\$ 30,177
USES:		PER UNIT



MULTIFAMILY - INCOME/EXPENSE ANALYSIS

MACHE			Untrended	Trended
INCOME Gross Potential Rental Income Less Vacancy/Credit Loss	e 5%	\$	7,947,984 (397,399)	\$ 8,621,208 (431,060)
Net Rental Income		\$	7,550,585	\$ 8,190,148
Total Other Income			258,300	258,300
Effective Gross Income		\$	7,808,885	\$ 8,448,448
EXPENSES				
Payroll		\$	495,000	\$ 522,711
Utilities		\$	105,000	\$ 110,878
Turnover		\$	90,000	\$ 95,038
Repairs & Maintenance		\$	105,000	\$ 110,878
Contracts		\$	90,000	\$ 95,038
Advertising		\$	75,000	\$ 79,199
Administrative		\$	97,500	\$ 102,958
Insurance		\$	510,000	\$ 538,551
Landscaping / POA Fees		\$	129,300	\$ 136,538
Management Expense		\$	234,267	\$ 247,381
Capital Reserves		\$ \$	45,000	\$ 47,519
Taxes		\$	708,467	\$ 748,128
Total Operating Expenses		\$	2,684,534	\$ 2,834,818
NET OPERATING INCOME		\$	5,124,351	\$ 5,613,630
Yield on Development Budget		_	6.90%	7.56%
Yield on Debt			11.50%	12.59%

Alliance Residential Company



MULTIFAMILY - UNIT MIX & MARKET RENT ANALYSIS

Unit Mix and Market Rent Analysis

1200	Type	# of Units	Description	Sq. Ft.	Total Area	Avg. Rent	Rent per SF	NER Rent	NER Rent per SF	otal Mo. Rent
- Haran	A1	144	1 BR/1 BA	746	107,424	\$ 1,906	\$2.55	\$1,747	\$2.34	\$ 274,392
	B1	120	2 BR/2 BA	1,078	129,360	\$ 2,266	\$2.10	\$2,077	\$1.93	\$ 271,920
	B1S	24	2 BR/2 BA	1,013	24,312	\$ 2,163	\$2.14	\$1,983	\$1.96	\$ 51,912
	TH	12	3BD/2.5 BA	1,652	19,824	\$ 2,884	\$1.75	\$2,644	\$1.60	\$ 34,608
Total		300		936	280,920	\$ 2,109	\$2.25	\$1,934	\$2.06	\$ 632,832

Premium Income

Description	Quantity	Monthly Income	Total Mo. Income			
Bulk Cable Income	300	\$55	\$ 16,500			
Top Floor Premium	72	\$50	\$ 3,600			
Ground Floor Premium	72	\$25	\$ 1,800			
Pool/Lake Views	20	\$100	\$ 2,000			
Total Premium Income			\$ 29,500			

Total Potential Monthly Unit Rental Income	\$	662,332

Alliance Residential Company

TAB 5 - RFP 1.2.4.3 | PRELIMINARY OPERATING BUDGET



Include a preliminary operating budget for the first year of the project after occupancy.

The 1st year stabilized Operating Budget is as below:

Rent:	\$3,347,500
Reimbursements:	\$960,750
Gross Income:	\$4,308,250
Less: OPEX:	(\$960,750)
Less: Vacancy:	(\$215,412)
Net Operating Income:	\$3,132,087

TAB 5 - RFP 1.2.4.3 | EXISTING RELATIONSHIP WITH LENDERS



LENDING PARTNERS

















































































Phase I - 9.7 Acres	Low	High	Low Total	High Total
Site	\$425,000/acre	\$525,000/ACRE	\$ 4,122,500.00	\$ 5.092.500.00
Grocer - 40,000 SF	\$125/SF	\$135/SF	\$ 5,000,000.00	\$ 5,400,000.00
Retail 1 - 8,000 SF	\$180/SF	\$190/SF	\$ 1,440,000.00	\$ 1,520,000.00
Retail 2 - 5,000 SF	\$200/SF	\$210/SF	\$ 1,000,000,00	\$ 1.050.000.00
Retail 3 - 5,000 SF	\$200/SF	\$210/SF	\$ 1,000,000.00	\$ 1.050.000.00
Retail 4 - 8,000 SF	\$180/SF	\$190/SF	\$ 1,440,000.00	\$ 1,520,000.00
Retail 5 - 8,000 SF	\$180/SF	\$190/SF	\$ 1,440,000.00	\$ 1,520,000.00
Retail 6 - 5,000 SF	\$200/SF	\$210/SF	\$ 1,000,000.00	\$ 1,050,000.00
Retail 7 - 12,500 SF	\$175/SF	\$185/SF	\$ 2,187,500.00	\$ 2,312,500.00
Main Entrance Road and		+		
Round-a-bout	\$3,500/LF	\$5,000/LF	\$ 2,450,000.00	\$ 3,500,000.00
	D 1 4 2 4 2 5 2 5	Total:	\$ 21,080,000.00	\$ 24,015,000.00
Phase I Duration	16 Months	20 Months	11 = = = -	
Phase II - 9.7 Acres	Low	High	Low Total	High Total
Site		\$525.000/ACRE	\$ 4.122,500.00	\$ 5,092,500,00
Junior Anchor - 22,000 SF	\$150/SF	\$160/SF	\$ 3,300,000.00	\$ 3,520,000.00
Junior Anchor - 20,000 SF	\$150/SF	\$160/SF	\$ 3,000,000.00	\$ 3,200,000,00
Retail 1 - 8,000 SF	\$180/SF	\$190/SF	\$ 1,440,000.00	\$ 1,520,000.00
Retail 2 - 5,000 SF	\$200/SF	\$210/SF	\$ 1,000,000.00	\$ 1,050,000.00
Retail 3 - 7,500 SF	\$180/SF	\$190/SF	\$ 1,350,000.00	\$ 1,425,000.00
Retail 4 - 8,000 SF	\$180/SF	\$190/SF	\$ 1,440,000.00	\$ 1,520,000.00
Retail 5 - 8,000 SF	\$180/SF	\$190/SF	\$ 1.440,000.00	\$ 1.520.000.00
Retail 6 - 10,000 SF	\$180/SF	\$190/SF	\$ 1,800,000.00	\$ 1,900,000.00
Retail 7 - 12,500 SF	\$175/SF	\$185/SF	\$ 2,187,500.00	\$ 2,312,500.00
		Total:	\$ 21,080,000.00	\$ 23,060,000.00
Phase I Duration	16 Months	20 Months		
Phase III - 2.8 Acres	Low	High	Low Total	High Total
Site	\$650,000/Acre	\$750.000/Acre	\$ 1.820,000.00	\$ 2,100,000.00
Retail 1 - 7,000 SF	\$180/SF	\$190/SF	\$ 1,260,000.00	\$ 1,330,000.00
Retail 2 - 8,000 SF	\$180/SF	\$190/SF	\$ 1,440,000.00	\$ 1,520,000.00
Retail 3 - 7,500 SF	\$180/SF	\$190/SF	\$ 1,350,000.00	\$ 1,425,000.00
ACRES 21 11757.15	12-1-51	Total:	\$ 5,870,000.00	\$ 6,375,000.00
Phase III Duration	10 months	12 Months	3 2/2/3/626/34	

TAB 5 - RFP 1.2.4.3 | CONSTRAINED BY A PARTICULAR HURDLE RATE OF RETURN

Are you constrained by a particular hurdle rate of return?

Yes, but the specific hurdle is that differs on a case-by-case basis.

TAB 5 | RFP 1.2.4.4

Construction Period and Phasing



TAB 5 - RFP 1.2.4.4 | PROJECT PHASING PLAN



Include a Project Phasing Plan - which portions of the site will be developed first, second, and so on, and how long is each phase expected to take?

The Becker/Village Lifestyle center is proposed to be constructed in three (3) general phases.

Phase 1 of the project will include all of the primary infrastructure necessary to support this project. These improvements will include the installation of the backbone traffic circulation system; installation of the backbone utility lines (the sewer lift stations will be timed for construction based upon the final site layout plans); and the installation of the required 60" culvert connection between Stormwater Lakes Number 2 and 3. It is the intention that the new north/south roadway, bisecting the two (2) southern development tracts, be conveyed to the City of Port St. Lucie for maintenance purposes following its completion and certification by the City. This action would be consistent with how we have dealt with other primary streets within the broader Tradition Regional Business Center MPUD. Commencement of this part of the projects construction is expected to be 12-months from the initial date of site plan submission. The duration of this construction is expected to be approximately 10-12 months.

The initial phases of the construction for the residential portions of this project are expected to commence approximately six (6) months after the commencement of general site infrastructure construction. There will be some level of concurrent construction activities taking place on this site. It is expected that this first area of residential construction will be completed within 24-30 months from the start of this areas construction.

Construction of the commercial use area is expected to commence approximately six (6) months after the start of the sites general infrastructure improvements. This will include the construction of the necessary on-site infrastructure and support areas for the various building pads and opportunity spaces to be found in this part of the project area. Final internal phasing plans of the commercial buildings will be addressed during the specific site plan stage for this commercial use area, with building start dates timed to address market conditions.

The final phase of the sites residential use areas is expected commence construction approximately 36 month after the start of the initial phase of construction. It is expected that this area of residential construction will be completed within 24-30 months from the start of this areas construction.

Refer to the attached generalized project schedule (Page 57).

TAB 5 - RFP 1.2.4.4 | CONSTRUCTION PERIOD & PHASING



Include an estimate on the length of time required for due diligence, and based on your knowledge of the site, what type of due diligence studies would you anticipate needing before construction can begin?

Estimated due diligence time is 3-4 months. Due diligence studies would include Phase 1 Environmental report, Geotechnical report, boundary & topo survey, title, wetlands study (assumed we would use the existing study that the City has in hand), and traffic study.

Construction challenges. Based on your knowledge of the site, what specific challenges do you anticipate with respect to development on the physical site?

Potential challenges would include the geotechnical make-up of the existing site soil, the geotechnical make-up of fill material expected to be used from nearby pond, and power availability and timeline to get adequate power to the site.

What is your practice in planning for construction contingencies and construction inflation, and how do you plan to hedge your construction inflation risk for this project?

SANSONE GROUP

In order to hedge construction inflation risk, we work closely with the general contractor to understand the specific construction cost categories that could be of risk. We lock in costs with the general contractor as soon as possible and order certain materials ahead of time to avoid potential escalation. Finally, we add an inflation contingency to our overall project budget.

ALLIANCE RESIDENTIAL COMPANY

We have built over 5,000 apartment units across the state of Florida in the past few years. With this amount of volume and our relationships with our subbase we have a good handle on construction costs. We carry a decent contingency amount in our budgets. In addition, we are not only the owner/developer we self-perform the construction in house (provides better controls over budgeting and performance of our projects).

General Contractor: If your firm plans to contract with another firm for construction, do you have an existing relationship with a builder that you plan to use?

SANSONE GROUP

What is the nature of your relationship with the builder? We would plan to partner with a general contractor, but to get the best cost and schedule for the project, we would not select the general contractor until we go through a thorough bid process. We have existing relationships with numerous general contractors that we would include in the bid process.

ALLIANCE RESIDENTIAL COMPANY

We will self-perform the apartment construction of the project with our construction entity: Alliance South Florida Builders, LLC

TAB 6 | RFP 1.2.4

Additional Comments





TAB 5 - RFP 1.2.4.5 | ADDITIONAL COMMENTS



Include any suggestions or advice regarding design and zoning considerations

We are proposing a horizontally integrated community that encourages the development of a walkable/accessible environment for our residents and guests. Our project team is well versed and experienced in the development of like type communities, and we recognize that to be successful, our 'neighborhood' must also been seen as an 'inviting place' for those other city residents who seek to patronize the commercial and community use opportunities to be found here. It is understood that because of the integration of uses (commercial, industrial and residential) in this area, landscaping will be of critical interest to the City during the subsequent site plan review processes, follow award of this RFP. The current MPUD Planning document addresses the fact that we will be held to a higher standard we understand that obligation.

We agree with the City's assessment in the RFP (section 1.2.2.2) that "...changes in zoning are not anticipated to be necessary to accommodate the desired development..." However, we do think that consideration should be given to addressing some limited amendment to the Tradition Regional Business Center (TRBC) MPUD that in our opinion will facilitate the timely development of these properties. Specifically, one item that we believe should be given consideration is to amend the existing TRBC MPUD to provide that amendments to this MPUD (should any be required) that only are applicable to one or the other land use activity areas ('Business Park' or 'Mixed Commercial') be processed in a manner that does not require the consent of any property owners located outside of the land use activity area seeking any amendment.

TAB 5 - RFP 1.2.4.5 | ADDITIONAL COMMENTS



Does the City need to consider any new form of management or technology to make the project successful, either during the planning, building, or operational phases of the Project?

Since 2020, Sansone Group and the city of port St. Lucie have worked collaboratively to bring forward one of the most successful private public partnerships in the City's History. The job growth and tax base expansion in this area over the last five years has rarely been repeated. While technology provides opportunities for expedited or enhanced processing of applications and other tangible items, it is still often the personal touch that allows for the success of a projects processing through the regulatory and permitting systems. In addition to Sansone Group's 'hands on' approach to project management, our team of experienced engineers (Culpepper & Terpening), Land Planners (Lucido & Associates; Culpepper and Terpening); Architects (Lucido Design - Retail; Dorsky + Yue - Residential); and construction contractors who know the site; know the City and know your processes. We believe that maintaining our proactive relationship with the City through your Economic Development Office will only make the success of this 'Gateway' project a greater probability.

Additional Information





NATIONAL DEVELOPMENT PIPELINE



DEAL	СІТҮ	STATE	AC	SF	MARKET	DEVELOPMENT COST	DEVELOPMENT COST (PSF)
NORTHEAST REGION							
NEWBURGH, NY	NEWBURGH	NY	85	873,600	NEW YORK, NY	\$128,606,313	\$147
SOUTH BRUNSWICK, NJ - DEY ROAD	SOUTH BRUNSWICK	NJ	31	280,800	CENTRAL NJ - EXIT 8A	\$80,427,928	\$286
TYNGSBOROUGH, MA	BOSTON	MA	86	492,500	BOSTON, MA	\$110,862,213	\$225
MIDDLETOWN, PA	MIDDLETOWN	PA	88	728,000	EASTERN PA	\$72,800,000	\$100
MIDWEST REGION							
CHANNAHON, IL - BRISBIN RD	CHANNAHON	IL	289	3,542,000	GREATER CHICAGO	\$332,386,670	\$94
GROVE PORT, OH - COLD STORAGE	GROVE PORT	ОН	18	262,080	COLUMBUS, OH	\$62,641,671	\$239
SOUTHEAST REGION							
STONEMONT PARK 75	LOCUST GROVE	GA	113	882,200	ATLANTA, GA	\$95,749,964	\$109
LOUISVILLE, KY - LEBANON JUNCTION	LOUISVILLE	KY	135	1,618,000	LOUISVILLE, KY	\$198,667,399	\$123
LEGACY PARK AT TRADITION - PHASE 2	PORT ST. LUCIE	FL	67	1,200,000	SE FLORIDA	\$247,942,709	\$207
LEGACY PARK AT TRADITION - PHASE 2	PORT ST. LUCIE	FL	15	250,000	SE FLORIDA	\$51,654,731	\$207
LEGACY PARK AT TRADITION - PHASE 2	PORT ST. LUCIE	FL	61	1,240,000	SE FLORIDA	\$256,207,466	\$207
LEGACY PARK AT TRADITION - PHASE 3	PORT ST. LUCIE	FL		248,000	SE FLORIDA	\$51,241,493	\$207
LEGACY PARK AT TRADITION - PHASE 3	PORT ST. LUCIE	FL		224,000	SE FLORIDA	\$46,282,639	\$207
LEGACY PARK AT TRADITION - PHASE 3	PORT ST. LUCIE	FL		200,000	SE FLORIDA	\$41,323,785	\$207
RANGELINE	PORT ST. LUCIE	FL	50	500,000	SE FLORIDA	\$103,309,462	\$207
PEACH ORCHARD COMMERCE CENTER	SALISBURY	NC	42	301,320	GREENSBORO, NC	\$33,726,814	\$112
CHEROKEE COUNTY, SC	CHEROKEE COUNTY	SC	182	1,720,600		\$172,060,000	\$100
SOUTHWEST REGION							
ALBUQUERQUE, NM	ALBUQUERQUE	NM	18	213,415	ALBUQUERQUE, NM	\$30,629,921	\$144
EL PASO, TX	EL PASO	TX	230	3,979,320	EL PASO, TX	\$411,896,929	\$104
HUTTO, TX	HUTTO	TX	15	200,000	AUSTIN, TX	\$63,316,002	\$317
WEST REGION							
BANNING, CA	BANNING	CA	131	1,320,000	SOUTHERN CALIFORNIA	\$244,838,380	\$185
OTAY MESA, CA	OTAY MESA	CA	80	1,100,000	SOUTHERN CALIFORNIA	\$231,575,266	\$211
PATTERSON, CA	PATTERSON	CA	133	2,775,000	NORTHERN CALIFORNIA	\$278,887,500	\$101
RENO, NV - FERNLEY	FERNLEY	NV	72	992,000	RENO, NV	\$99,200,000	\$100
TOTALS			1,941	25,142,835		3,446,235,254	137

CLOSED DEVELOPMENT PORTFOLIO



TENANT/BUYER	CLOSING DATE	ADDRESS	LOT ACRES	BLDG SF	EST. VALUE	DESCRIPTION	CATEGORY
Tidal Wave Luxury Car Wash	11/24/20	Lot 2 of Sommer & Highway North Lake St. Louis, MO	1.01	4,031	1,100,000	Raw land developed	Retail
McBride Homes	11/12/19	5006-5030 Daggett Ave St. Louis, MO 63110	10.74	191,500	68,675,000	Warehouse tear down & redevelopment of 58 single family homes & 255 unit apartment complex	Multi-Family
EZ Storage	4/23/19	10461 Manchester Rd Kirkwood, MO 63122	8.79	125,761	7,500,000	Grocery store redevelopment of existing box with outlots	Retail/ Self-Storage
Tidal Wave Luxury Car Wash	10/16/18	2146 & 2150 Hampton Ave St. Louis, MO 63139				Office building tear down & redevelopment	Retail
Towne South Plaza	8/8/19	Tera Haute, IN		163,293	21,393,947	Redevelopment	Retail
Fenton Plaza	12/1/19	St. Louis, MO		100,420	8,721,013	Redevelopment	Retail
Savannah 2195	12/30/20	Savannah, GA	91.10	914,800	109,000,000	Industrial Development	Industrial
Godfrey Phase 1	1/21/21	West Valley City, UT	38.72	314,175	59,051,868	Industrial Development	Industrial
Godfrey Phase 2	1/21/21	West Valley City, UT	17.00	309,750	55,224,000	Industrial Development	Industrial
West Valley Industrial (A & B)	8/31/20	West Valley City, UT	24.80	404,800	42,550,000	Industrial Development	Industrial
West Valley- 2215	10/19/21	West Valley City, UT	18.00	328,000	56,650,000	Industrial Development	Industrial
Park 100	7/19/19	Indianapolis, IN	30.50	424,849	24,500,000	Redevelopment	Industrial
Couchville	2/28/19	Mt Juliet, TN	51.00	709,651	30,900,000	Redevelopment	Industrial
Exit 8A	10/17/20	Monroe, NJ	88.00	1,281,000	270,899,007	Industrial Development	Industrial
PSL FedEx	1/7/21	Port St Lucie, FL	22.50	245,000	42,240,510	Industrial Development	Industrial
PSL Phase 1 (Both blds)	7/19/21	Port St Lucie, FL	42.06	688,000	78,906,211	Industrial Development	Industrial
PSL Amazon	11/4/21	Port St Lucie, FL	52.00	220,000	93,756,065	Industrial Development	Industrial
Tac Pal NAI	4/19/21	Palmyra, NJ	59.00	704,182	198,990,075	Industrial Development	Industrial
Tac Pal Fillit	7/22/22	Palmyra, NJ	103.38	700,228	221,406,557	Industrial Development	Industrial
SSM North County	3/1/18	St. Louis, MO				SSM Cardinal Glennon Pediatric Center - Ground Up	Medical Office
Wasabi Kirkwood	1/1/18	St. Louis, MO				Redevelopment	Retail
Austin Hills	7/22/22	Austin, TX	134.00	1,358,060	234,298,265	Industrial Development	Industrial
John Dodd	6/24/22	Wellford, SC	254.00	1,723,080	190,105,640	Industrial Development	Industrial
Tampa Cold Logistics	6/3/22	Tampa, FL	7.00	109,648	56,619,872	Industrial Development	Industrial
Salisbury	10/20/22	Salisbury, NC	42.00	301,320	37,665,000	Industrial Development	Industrial
Locust Grove	9/8/22	Locust Grove, GA	113.00	882,200	110,275,000	Industrial Development	Industrial
Sarasota, FL	5/17/23	Sarasota, FL	128.00	1,016,120	284,740,850	Industrial Development	Industrial
PSL 263k Cold	7/13/23	Port St Lucie, FL	15.00	380,000	62,272,500	Industrial Development	Industrial
PSL Spec 250k	2/13/23	Port St Lucie, FL	15.00	250,000	40,968,750	Industrial Development	Industrial
TOTALS			1,367	13,849,868	2,408,410,130		





























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