

A G E N D A I T E M

BUSINESS OF THE CITY COUNCIL City of Des Moines, WA

SUBJECT: Marina Redevelopment selection recommendation

ATTACHMENTS:

1. Request for Qualifications
2. Copies of three RFQ submittals
3. Scoring sheet from reviewers

FOR AGENDA OF: November 18, 2021

DEPT. OF ORIGIN: Administration

DATE SUBMITTED: November 10, 2021

CLEARANCES:

- Community Development _____
- Marina SW
- Parks, Recreation & Senior Services _____
- Public Works _____

CHIEF OPERATIONS OFFICER: 

Legal /s/ TG

Finance 

Courts _____

Police _____

APPROVED BY CITY MANAGER

FOR SUBMITTAL: 

Purpose and Recommendation

The purpose of this agenda item is for City Council to be apprised of our recent Request for Qualification process to identify private sector developers for Marina redevelopment and to approve the recommended selection and next steps.

Suggested Motion

Motion 1: “I move to approve the panel’s recommended selection of the Embarcadero Hospitality Group as the selected developer to move forward with Marina redevelopment, and authorize the City Manager to enter into an Exclusive Negotiating Agreement with the recommended development team.”

Background

Beginning in 2012, a group of citizens and City staff began the process of Marina redevelopment. At that time, responses to a Request for Proposal (RFP) that was distributed did not meet expectations as they each required a significant investment of capital by the City. Essentially, nothing came of this process and Marina redevelopment did not occur.

Discussion

In late 2016, new City Manager Matthias arranged a meeting of developers, staff and interested parties to discuss the potential of Marina redevelopment. Following that meeting, the City received a series of annual grants from the Port of Seattle to further our efforts in this regard. The grants and City matching funds resulted in design analysis, conceptual renderings of Marina Steps (modeled after Harbor Steps in Seattle) and building options, financial analysis and a market demand study.

The City was very fortunate to acquire the consulting services of The Holmes Group (THG) and Mr. Robert Holmes who had been responsible for development of the Harbor Steps. Over the course of the past three years Robert and Michael have conducted over 50 tours (some face-to-face) and others on ZOOM of the City and the potential opportunities that exist here.

The goal of this process was to develop an RFQ, work on passenger ferry service (maiden voyage held on September 21, 2021), address the impending bulkhead failure and the need to renovate this facility and, finally to review the waterside configuration and capital improvement needs of the Marina.

In mid-September (after a 2-year delay due to COVID) the City released the RFQ. Approximately 2,500 different companies were contacted in the outreach. We received many inquiries and multiple investors and developers indicated their interest in investing in Des Moines, many looking for residential and mixed-use opportunities. City Council had clearly indicated they did not want to see residential development as part of the Marina redevelopment. A number of developers said they would be interested in looking at the City where residential opportunities existed.

In the end, we carefully reviewed 3 proposals. One was looking to expand the available footprint and include residential. After a discussion with the principal, they decided to withdraw their submittal. The City review panel consisted of Mr. Dan Brewer, Chief Operations Officer; Susan Cezar, Chief Strategic Officer; Bonnie Wilkins, City Clerk and Communications Director; Eric Lane, Planner and Economic Relief and Resource Coordinator; Scott Wilkins, Harbormaster; and, Michael Matthias, City Manager, and conducted a quantitative review of the proposals that is attached to this document as are the RFQ and the two remaining submittals.

The review panel judged the submittals similarly. The two top scoring groups were interviewed by the review panel. Upon deciding the top choice, the review panel, including Beth Anne Wroe, Finance Director did an onsite visit to Independence, Oregon to tour a boutique hotel developed by part of the selected team.

As a result of this review process, we are recommending the Embarcadero Hospitality Group as the selected developer to move forward with Marina redevelopment.

Alternatives

City Council can approve the recommended selection, or
Select a different developer, or
Reject the two alternatives

Financial Impact

This will be analyzed over time and memorialized in a Development Agreement, in the future, that City Council will need to approve.

Recommendation

For City Council to approve the recommended selection and authorize the City Manager to engage in development and enter into an Exclusive Negotiating Agreement with the recommended development team.

Council Committee Review

Multiple presentations to Council Economic Development Committee and Municipal Facilities Committee.

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DEVELOPMENT OPPORTUNITY *at* DES MOINES MARINA

REQUEST FOR QUALIFICATIONS
CITY OF DES MOINES, WASHINGTON



OVERVIEW

OPPORTUNITY / SUMMARY

Opportunity: The City of Des Moines, Washington, is soliciting qualifications from interested developers, business owners, and prospective tenants for a development parcel located at the City's Marina.

The development site is a critical piece to the City's vision of the Marina as a vibrant, mixed-use area. As part of this vision, the City is committed to investing in significant public space and connections to Downtown Des Moines, including a dramatic series of steps ("Marina Steps") adjacent to the development parcel.

Interested partners may have the opportunity to integrate their plans and designs with the planned Marina Steps.

Allowed uses include office, hotel, retail/ restaurants, and maker spaces.

The City expects that this Request for Qualifications will result in an Exclusive Negotiation Agreement (ENA) between the City and a development team, which will lead to a specific development proposal with a detailed concept plan and term sheet for the site.

The following document describes the site and opportunity in additional detail.

Responses due:

October 8th at 5:00 P.M. PST

QUESTIONS?

Michael Matthias, *City Manager*
206.870.6554
mmatthias@desmoineswa.gov

FROM THE MAYOR & CITY MANAGER

Jeff Bezos didn't ask: "Why Des Moines?"

Russell Wilson didn't ask: "Why Des Moines?"

What they asked was "Why not Des Moines?"

This was before Bezos created his Montessori inspired School here in collaboration with Wesley Homes to create an inter-generational facility.

It was before Wilson sponsored a new Charter School here.

And it was before SR3 - SeaLife Response + Rehabilitation + Research - opened the first facility in the Northwest to provide marine mammal rescue and hospital services at the Marina.

"Why not Des Moines?" was also what the Federal Aviation Administration asked before they built the \$100 million Northwest Regional Center here for 1,500 federal employees.

"Why not Des Moines?" is also asked more and more in the public discussions around a new passenger ferry service between Seattle and south Puget Sound.

So if all these people are asking "Why not Des Moines?", you might ask "Why not" yourself.

They have all reframed their future by asking a different question, and the fact that you're reading this suggests you might feel like doing that, too. You might delve deeper. You might answer this RFQ. You might feel now, of all times, is exactly the right time for some new thinking.

It's not as if Des Moines isn't thriving or connected.

Our downtown is a few minutes walk from the Des Moines Marina. Light rail can take you to downtown Seattle in 30 minutes and to Redmond or Bellevue in another 15. We're a 10-minute drive from Sea-Tac International Airport.

Our brand-new Des Moines Creek Business Park, which we developed with the Port of Seattle and the developer, Panattoni, is ringed with multi-modal transport connections plus \$40 million in road improvements to Link Light Rail, the Marina, Sea-Tac International Airport and Des Moines' downtown. Light rail transit is also growing, with new stations at Highline College and south of Des Moines to Federal Way. Rapid-transit bus and community shuttle routes are also sprouting up to move our growing population.

In fact the Business Park leased up so fast, we're expanding its original 2 million square feet by another million. Tenants (and their 4,000 employees) like Outdoor Research, K2 skis, Partners Crackers and Bartells Drug Company make this a magnet for top local businesses and many more from far beyond.

Today, we're letting the world know about the kind of "Why not Des Moines?" opportunities at our Marina.

Our commitment to environmental stewardship and sustainability is all over this project and the RFQ. The Marina Steps will be located at 223rd Street which will be turned into an urban creek with bio swales. These will still allow cars, but they'll also enhance water quality from the watershed that carries a portion of the runoff from Sea-Tac International Airport.

These same Marina Steps will also connect the waterfront to the downtown and include switchbacks to accommodate runners, wheelchairs and walkers. Next to the Steps will be a building with a green roof open to the public, and the Steps will incorporate a water feature into their design.

Some of the most discerning and forward-thinking people anywhere have voted with their future for Des Moines. We have momentum in our corner, and we ask you to delve into how we can put some of that into yours.

Best,



Matt Pina
Mayor



Michael Matthias
City Manager

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BACKGROUND

PARCEL OVERVIEW

The development parcel is located along the Puget Sound on the north end of the Des Moines Marina, a +/- 29-acre working marina that is owned and operated by the City of Des Moines. The marina currently includes 806 boat slips, a working boatyard, dry storage, an esplanade, and public access areas to the Puget Sound for fishing and recreation.

The Quarterdeck, a “container café” serving wine, beer, and coffee, has opened near the Harbormaster’s Office on the north end of the Marina. SR3, a marine mammal rescue non-profit, is currently operating a marine mammal hospital (first of its kind in the Pacific Northwest) on a portion of land at the south end of the Marina.

Additionally, the City is expanding visitor facilities for Marina guest moorage, Ranger Tugs recently leased dock space to showcase and sell their boats, and Silverback Marine is working with the City to establish boat production and showcase facilities.

Key strengths of the development site include:

- Waterfront location with unobstructed views of the Puget Sound and Olympic Mountains
- Within a working marina undergoing redevelopment, with access to a fishing pier, large and small boat moorage, and other water-oriented activities

- Adjacent to a 25-acre historic shoreline city park with a beach, trails, facilities frequently rented for weddings and corporate events, and an auditorium that hosts summer concerts
- A thriving farmer’s market held during the summer months in the Marina, drawing thousands each Saturday
- A new 2.5 million square foot business park has created 4,000 new jobs in the City (including the new Federal Aviation Administration Northwest Regional headquarters)
- 5 miles to Sea-Tac International Airport through new uncongested road connections
- Strategic location between Seattle and Tacoma with access to skilled labor pool
- Adjacent to Downtown Des Moines, with restaurants, shops and other amenities
- Connection to the planned and existing public space including Marina Steps and other public amenities and infrastructure
- Access to major metro area nodes via freeway (I-5), major arterials (SR 509/Hwy 99), and public transit (Sound Transit Link light rail, community shuttle, METRO bus rapid transit)
- New multi-modal transit link in partnership with METRO serving the Angle Lake Light rail station and the Downtown/Marina area
- Potential access to City-owned surface parking
- City-owned site, with potential for development incentives

REGIONAL CONTEXT

The City of Des Moines is located in southwest King County, nearly halfway between the cities of Seattle and Tacoma.

The population of Des Moines is approximately 32,000, comprised of 12,600 households. Des Moines is part of southwest King County, which has a population of 430,000 in 160,000 households.

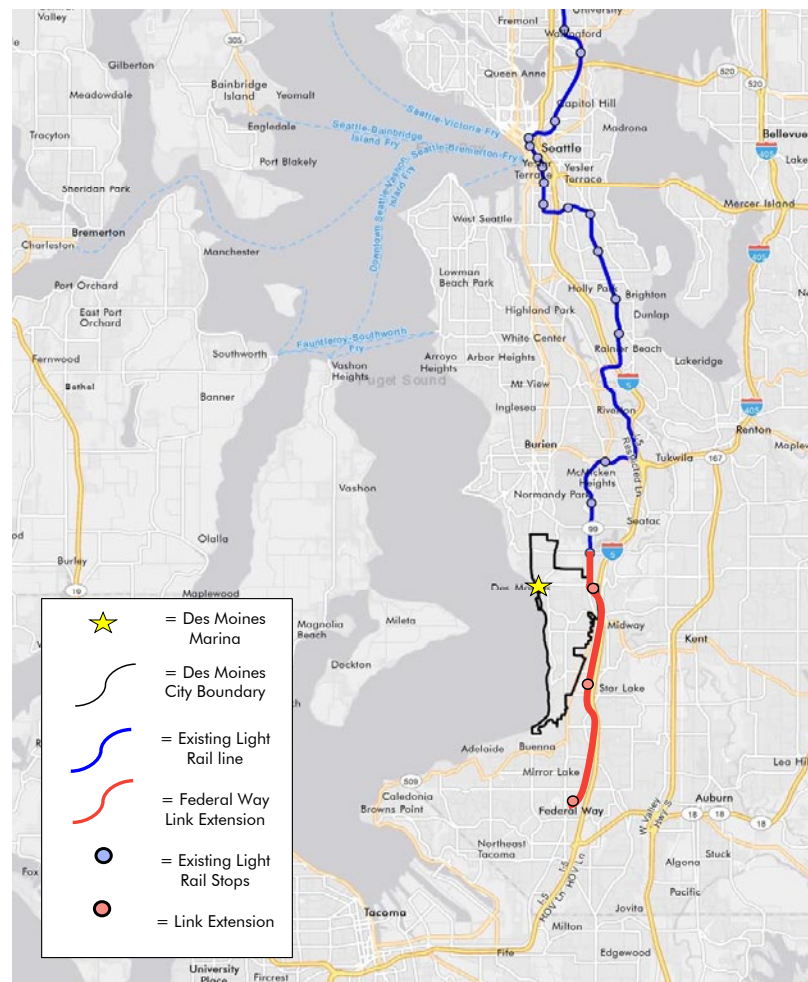
The Seattle MSA has seen annual employment growth of 3% from 2014 to 2019, adding 40,000 to 50,000 jobs per year. Des Moines is located within 20 miles of the region's top employment hubs, including downtown Seattle, downtown Bellevue, and downtown Tacoma. Employment hubs in southwest King County include the areas around SeaTac Airport (SeaTac), the Westfield Southcenter Mall (Tukwila), the Kent Valley (Kent), and the former Weyerhaeuser campus (Federal Way).

Total employment in Des Moines is approximately 6,300, and 203,000 in southwest King County. The median household income in Des Moines is \$71,200, which is 4% above that of southwest King County.

With the addition of the new jobs attributable to the Des Moines Creek Business Park, a newly developed light industrial and office development located in the City, Des Moines is projected to have 11,700 workers, an 80% increase over 2010 estimates.

The Des Moines Marina is the only marina located between Seattle and Tacoma. It serves as a regional, national and international destination providing access to Puget Sound for boaters and visitors.

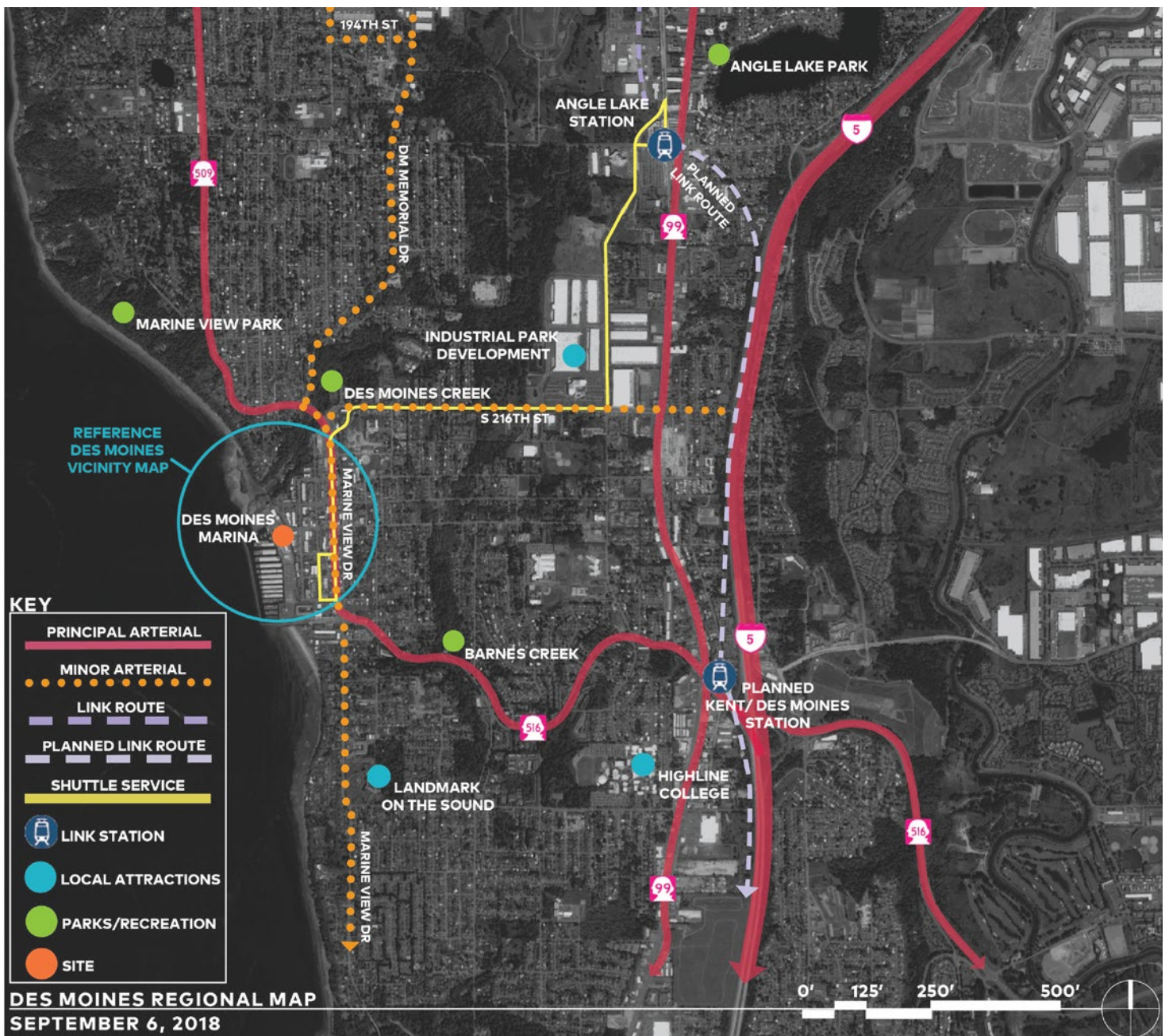
The median household income in Des Moines is \$71,200, which is 4% above that of southwest King County.



DOWNTOWN DES MOINES

The parcel is within walking distance of Downtown Des Moines, which is located immediately inland to the east. The City plans to invest in a dramatic series of stairs, the Marina Steps, which would connect the Marina with Downtown. The development parcel is adjacent to the planned Marina Steps.

Downtown Des Moines is home to various commercial and residential uses, and is undergoing redevelopment on a number of prominent sites, including the renovation of the historic Des Moines Theater, additional housing/mixed use, as well as a major campus renovation (\$250 million) of Wesley Des Moines, a nearby retirement community.



PARCEL INFORMATION



The parcel is within Des Moines' Downtown Commercial (D-C) zoning. Key zoning aspects are summarized below:

ZONING SUMMARY

MAXIMUM HEIGHT: 35'

MAXIMUM FAR: 2.50

ALLOWED USES: Commercial, incl:
Office, Retail, Hotel,
Makers Space

The development parcel is currently used for boat storage and surface parking space for automobiles.

The parcel is located just north of the planned Marina Steps and is envisioned as a 30,000 square foot site.

DES MOINES MARINA DISTRICT PROJECTS



Des Moines Marina District Projects

- 01_WASSON HOUSE REMOVAL
 - 02_VAN GASKEN HOUSE & OVERLOOK II
 - 03_TRAFFIC CALMING
 - 04_EXPANDED PEDESTRIAN ACCESS
 - 05_RANGER TUGS SHOWCASE
 - 06_QUARTERDECK
 - 07_HARPER STUDIOS / SOUNDVIEW STRENGTH & CONDITIONING
 - 08_ALLEY UNDERGROUNDING
 - 09_DES MOINES THEATER
 - 10_CREOLE SOUL
 - 11_MARINA MAMMAL RESCUE
 - 12_MARINA SCULPTURE GARDEN
 - 13_MARINA STEPS
 - 14_MARINA DEVELOPMENT AREA
 - 15_223RD "URBAN CREEK" BIOSWALE
 - 16_SALMON HABITAT ENHANCEMENT
 - 17_NORTH BULKHEAD RENOVATION
 - 18_PASSENGER FERRY DOCK
 - 19_GREEN BELTWAY
 - 20_BEBE NAILS RENOVATION
 - 21_ORIGINS RESTAURANT
 - 22_GREEN ROOF ADAPTIVE PURPOSE BUILDING
 - 23_DOCK REPLACEMENTS
- BEAUTIFICATION PLANTERS DOWNTOWN/MARINA

SURVEY

A survey of the property was recently completed by the City in order to provide topographic, easement, utility and other information relevant to future development. The survey can be found in the documents folder at www.marinasteps.com

SOILS

The City contracted with a third-party firm to conduct a geotechnical analysis of the development parcels and adjacent areas. The results of this analysis can be found in the documents folder at www.marinasteps.com

THE CITY'S VISION

This parcel is part of the City's vision to redevelop the Marina, expand the waterfront esplanade and connect the City's existing natural areas to its downtown.

A key component of this vision is the Marina Steps, a series of stairs that will connect the Marina with downtown and provide a unique gathering space for locals and tourists alike.

Just south of the steps the City plans to build a structure to create a more permanent space for the farmers market and serve as dry storage for boats.

Both the Steps and the buildings will incorporate many environmental features, including green stormwater treatment to enhance water quality entering the Puget Sound.

The City is working with Skylab Architecture to produce a preliminary design for the Marina Steps, and has the capacity to fund the project by issuing bonds.

A key component of this vision is the Marina Steps, a series of stairs that will connect the Marina with Downtown and provide a unique gathering space for locals and tourists alike.





Once a developer is selected, the City will work with them to determine the most efficient way to construct the Marina Steps along with the private development parcels. We are open to working with a developer who will build the Marina Steps and the other development parcels.

Des Moines is also making additional improvements to the adjacent areas of Beach Park and Overlook Park above the Marina, and we foresee a pedestrian-friendly environment that connects the natural and built areas surrounding the Marina.

Des Moines wants to become one of the premier boating destinations in the Puget Sound, and the redevelopment of the Marina will extend to the waterside as well. Here, we will upgrade and expand our facilities, with many more options for day-use and long-term boaters.

We're also looking into the potential for passenger ferry service from the Des Moines Marina to Tacoma, Seattle and other Puget Sound locales.

The City is seeking partners who share in its vision to transform the Marina into a walkable, vibrant, mixed-use area that helps support the environmental sustainability of the local and regional area.

PARTNERSHIPS

The City of Des Moines is working with many partners on the redevelopment of its Marina. Some of these entities may be willing to partner with prospective developers.

ECONOMIC DEVELOPMENT

- Port of Seattle has funded a series of redevelopment planning grants
- Highline College, Small Business Development Center
- Brewery 192 in Kenmore - interest in locating a facility in the Marina
- Member of Southside Chamber of Commerce and Soundside Alliance to promote and attract economic development

MARINA

- Ranger Tugs currently located in the Marina to showcase boats for sale
- Silverback Marine interested in boat production and sales space
- SR3 Marine Mammal Rescue (a non-profit) located in South Marina

ENVIRONMENTAL

- Forterra - sustainability features of Marina redevelopment
- Water Resource Inventory Area 9 plans include enhanced salmon habitat at the Marina and the Des Moines Creek (adjacent to the Marina)
- Puget Sound Partners - environmental enhancements in the Marina redevelopment

PASSENGER FERRY SERVICE

- City has completed a passenger ferry service demand analysis
- Working closely with Puget Sound Regional Council and other regional agencies on state legislation to support analysis of expanded ferry service
- Potential private ferry service interest

ACADEMIC

- Maritime High School will be using the Des Moines Marina for classroom instruction aboard a moored vessel



DEVELOPMENT INCENTIVES



The City anticipates working with interested partners, below are some tools that may be considered for use on the project depending on the mixture of uses and the attainment of the desired City goals.

- Land Value Write-Down
- Ground Lease or Sale
- Carry Cost of the Land
- Shared Parking
- Entitlement and Permitting Assistance
- Parking Requirement Flexibility
- Public Outreach

The list above is not inclusive or exclusive. Other tools may be proposed and used based upon further discussion between the selected partner(s) and the City.



SUBMISSION REQUIREMENTS

At this stage in its process, the City seeks to identify interested developers, business owners, and prospective tenants for its development parcel.

If your team is interested in developing the parcel or operating a business in this location, please submit the following information:

- Business name and contact information
- Key team members and partners
- Concept/vision for development parcel
- Description of relevant past experience
- References
- Evidence of financial capacity (could include financial statements, lender references, or letters of interest from investment partners)

Submissions are due by October 8th, 2021, at 5:00 P.M.

Responses should be addressed and sent digitally to:

Michael Matthias, City Manager
mmatthias@desmoineswa.gov

TIMING & RFQ REVIEW PROCESS

September 1, 2021	RFQ issued
October 8, 2021	Response deadline
October 11-October 29, 2021	Interviews/presentations
October 11-October 29, 2021	Response evaluation by Review Committee
November 30, 2021	Selection of partner(s)
December 1, 2021	Exclusive Negotiating Agreement period begins

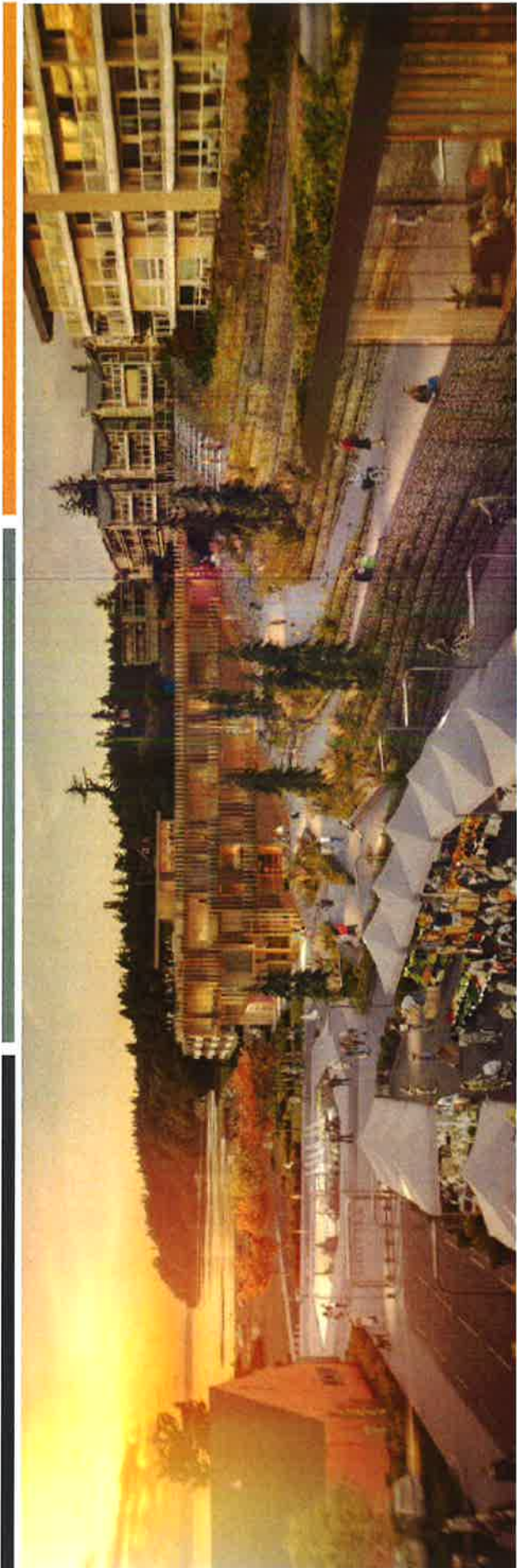


APPENDICES

Additional information can be found at www.marinasteps.com

The following documents are located at the above City website as of the RFQ release date, supplemental documents may be added afterwards as needed:

- ALTA survey
- Geotechnical report
- Relevant third-party reports and presentations to City Council, including market analyses and Marina report
- Survey maps

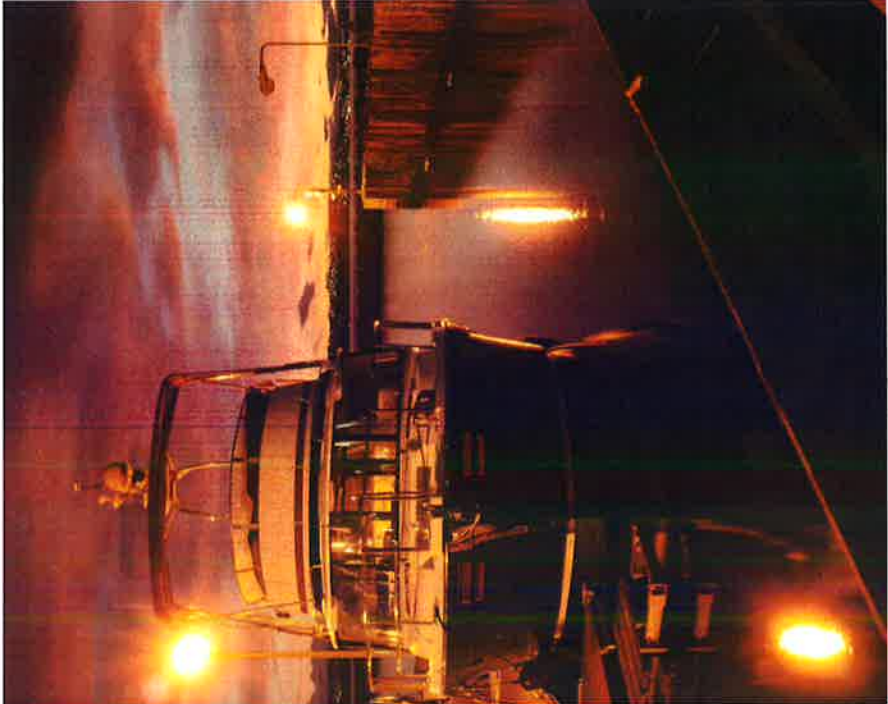


DEVELOPMENT OPPORTUNITY AT DES MOINES MARINA
EMBARCADERO HOSPITALITY GROUP – MCBRIDE-COHEN AND TEAM
RFQ - SUBMISSION



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COVER LETTER

Dear Mayor Pina, Des Moines City Council, City Manager Matthias and the Staff of the City of Des Moines and The Des Moines Marina, We believe the development opportunity at the Des Moines Marina, featuring the Marina Steps and the proposed 223rd Street Urban Creek Bioswale is one of the most exciting public-private re-development projects in the Northwest.

Our team is drawn to Des Moines' vision of enhancing and transforming the Marina for the benefit of the community. With its rare, waterfront location adjacent to downtown as well as The Des Moines Beach Park and Events Center and the Des Moines Creek Trail, and with unobstructed views of the Olympic Mountains, The Des Moines Marina is a vital asset to the community and the surrounding area, and it presents transformative opportunities for pedestrian connectivity, green technology, and exceptional enhancements to the livability of Des Moines as well as being an outstanding economic driver.

We became aware of the City's efforts to redevelop this site four years ago, and we were immediately impressed with Des Moines' vision and strategic efforts to position the Marina for enhanced development. The City's success in attracting the new business park and connectivity via new light rail, shuttle and METRO bus, as well as progress on the passenger ferry and the marine mammal facility are impressive, and important to the viability of future development. We further appreciate the City's thoughtful approach to salmon habitat and water restoration and filtering features, and investments in Des Moines Beach Park, Overlook Park, and The Des Moines Creek Trail.

We have assembled a team of vision-driven, creative and accomplished developers, hoteliers and financial partners who know what it takes to deliver on big ideas and who deeply appreciate the importance of collaboration and community engagement to ensure our projects are of and for the community. Our team has delivered on complex public/private development projects of this scale and complexity, including working with cities and ports on transformative waterfront developments. Most importantly, we have a shared mission, a sense of responsibility and the enthusiasm, capacity and practical skills to transform Des Moines' vision into reality that fulfills its promise and matches the beauty of the site.

There is complexity to this site that will require creativity, collaboration and sustained effort, and we believe this is a once in a generation opportunity to help fulfill the potential of The Des Moines Marina.

Thank you for your consideration, and we look forward to the possibility of working with you on this incredible opportunity.

Sincerely,

Sondra Storm, Embarcadero
Hospitality Group

Tom LaTour, Tom LaTour Group

Loren M. Cohen, McBride Cohen
Management Group, LLC

BUSINESS NAME AND CONTACT INFORMATION

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DEVELOPMENT TEAM MCBRIDE-COHEN MANAGEMENT GROUP, LLC

Loren McBride Cohen



Managing Partner

Loren M. Cohen is the Managing Director and Owner of McBride-Cohen Management Group, LLC (the "Company"), overseeing all aspects of the Company's affiliated development projects, including day-to-day executive management responsibilities related to Point Ruston - a \$1.4+ billion mixed-use project that is redeveloping a nearly 100-acre Superfund site situated along the waterfront in Tacoma, WA, and South Pier at Tempe Town Lake - a \$1.5+ billion mixed-use project in bustling Tempe, Arizona. Loren is a second-generation builder-developer, with the developments undertaken by the Cohen-family being renowned throughout their respective markets - having started in business in the 1970s in the greater Los Angeles-area and becoming a renowned custom home builder-developer throughout Southern California and earning a reputation for quality and excellence while completing numerous custom homes as a 'Builder to the Hollywood Stars'. The Company and its affiliates have a thirty+ year business history in the state of Washington and have become a market leader throughout the Puget Sound, receiving numerous awards including three-time Builder of the Year (Master Builders Association). As a noted family of real estate investors, the Company and its affiliates have brought dozens upon dozens of projects to fruition, including hospitality/hotels, casinos, golf courses, and residential (for-rent and for-sale) uses. Loren serves on the Boards of several non-profits and is a "Washington General" serving on the Washington State Leadership Board. Loren is also an attorney licensed to practice law in the state of Washington.

DEVELOPMENT TEAM TOM LATOUR GROUP

Tom LaTour



Principal

For over forty years, including over 24 years leading Kimpton Hotel and Restaurant Group before retiring as its Chairman and CEO, Tom LaTour has been an innovative leader in the travel and hospitality industry and as a result, has the insight and creative vision necessary for planning and executing the total guest experience, including project design, aesthetics, and management.

LaTour was a pioneer in the development of chef-focused boutique hotels and led the expansion of Kimpton from one hotel in San Francisco to forty-three boutique hotels and restaurants throughout seventeen cities in the United States and Canada. Over his almost twenty-five years with Kimpton, his dedication and visionary leadership led to tremendous economic success while inspiring the boutique/lifestyle hotel trend that is now a powerhouse hospitality segment throughout North America.

In addition to being a founding partner of Burke LaTour Dern, LaTour is a founding partner at LaTour Hotels and Resorts and is the developer, owner, and operator of LaTour Vineyards in Napa Valley.

DEVELOPMENT TEAM

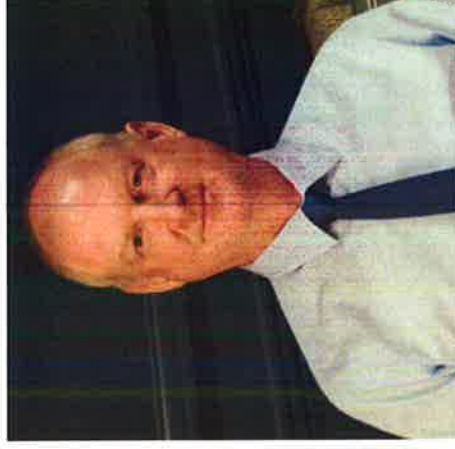
EMBARCADERO HOSPITALITY GROUP



SONDRA STORM

PRINCIPAL

Sondra is co-founder of Embarcadero Hospitality Group and has a proven track record of building teams to meet their full potential and managing hospitality projects to achieve exceptional outcomes. Passionate about hospitality, Sondra draws people together and infuses groups with a relentless energy to achieve ambitious goals. Not easily deterred by obstacles, she is able to find creative pathways forward to make projects happen when most would give up.



MARK KELLER

PRINCIPAL

With over 30 years of experience in the hotel industry, Mark has overseen the development and management of more than 25 properties – ranging from independent boutique hotels to limited service and full-service branded hotels. Mark is a sought-after consultant for local governments, urban planning firms and private owners. Co-Founder of Embarcadero Hospitality Group, the properties Mark has directed have won numerous national and regional awards for customer service, profitability, and management excellence.



DAVID MILLSTEIN

PRINCIPAL

David Millstein is an attorney and founder of Millstein & Associates, a business law firm in San Francisco. He has many years of experience in real estate, commercial transactions and financing, working more than 30 years in both the private and public sectors. The many positions he has held include running the San Francisco District Attorney's office for the elected official while serving as the Chief Assistant. He earned his law degree at the University of California at Berkeley Boalt School of Law.

DEVELOPMENT TEAM SCOTT HOSPITALITY, LLC

Dale Scott



Founding Principal

Scott's career combines four decades of executive experience in large property general management, multi-unit chain management and new lodging product development. His diversified management background includes senior executive positions within Hilton Hotels, Hyatt Hotels, Hyatt International Hotels, President of Tucker Hotels and nine years as President of Glacier Park Inc, Hospitality Concessionaire for Glacier National Park, MT and Waterton Lakes National Park AB Canada.

Scott's accomplishments include establishing several successful companies, repositioning and revitalizing hotels, restaurants, retail stores and transportation companies as well negotiating entitlements and acquiring financing for numerous projects.

While president of Glacier Park Inc., the primary concessionaire in Glacier National Park and Waterton Lakes National Park, located in a culturally diverse, international setting, he successfully worked with the National Park Leaderships in both Canada and the USA for the extensive restructuring of the historic seven-lodge accommodations.

Scott established strong and meaningful relationships with the National Park Service, Parks Canada, the Blackfeet Nation, State and Federal agencies. He helped draft federal legislation to assist the rebuilding of the Glacier National Park service infrastructure.

A graduate from the British Columbia Institute of Technology, Hotel & Restaurant Administration, Scott has completed the following studies: Cornell University, Finance; Northwestern University, Sales & Marketing and the University of Colorado, Economics; The Disney Institute, Theme Park Studies, American Hotel & Lodging Assn, Certified Hotel Administrator (CHA).

Scott was the co-founder of the Glacier, Waterton Visitors Assn and the Glacier Fund and sat on the Boards of The American Indian Institute, Christian Ministry in the Parks, Indianapolis 500 Festival and President of Kiwanis Club of Indianapolis.

DEVELOPMENT TEAM ERIC KILDAHL – PARTNER WITH DALE SCOTT

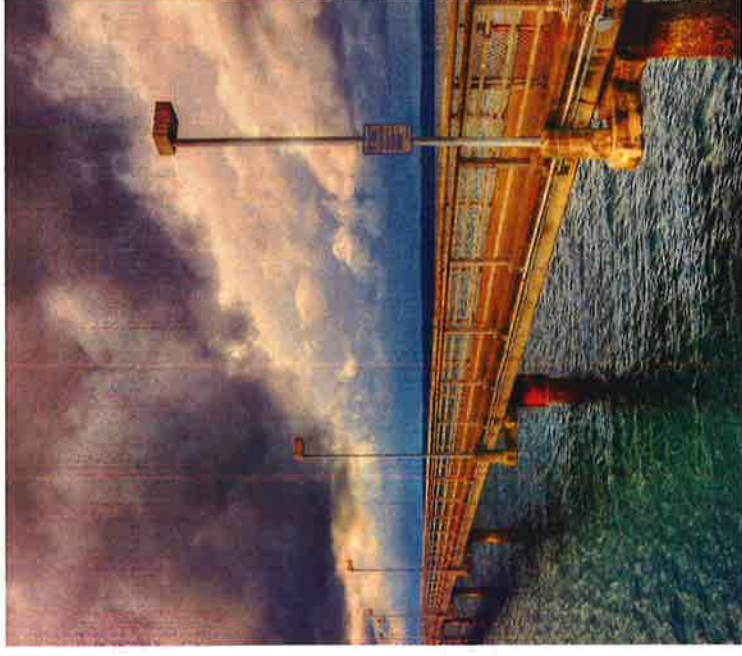
Eric has a BA in Secondary Education and Environmental Biology from the University of Montana, as well as a US Coast Guard Captains License and is a PADI Master Scuba Instructor. His professional career has been wide-ranging from teaching/certifying over 300 scuba divers, running Scuba Operations for Live Aboard Dive Boat in the British Virgin Islands and piloting vessels through the Intercoastal Waterways from Miami to Chicago, to the development and growth of multiple businesses including an international vacation company, a residential mortgage company, a wholesale fabric company that not only supplied major companies such as Patagonia, Tommy Bahamas, North Face and Under Armor but also provided multiple custom products for the Child Development Centers all Domestic and International United States Air Force Bases. In addition, Eric has also consulted with multiple companies including start-ups in evaluating and developing operational protocols and procedures, sales and marketing and expansion plans.

Eric has varied interests and experiences that have allowed him to be successful in the business, philanthropic, and the athletic worlds. His collective experience and abilities to learn from, work with, and lead people will continue to enable him to continue to develop and grow successful businesses and philanthropic ventures both domestically and internationally.

CONCEPT/VISION DES MOINES MARINA - THE BIG PICTURE

A vibrant, waterfront mixed-use marina development that enhances and showcases the natural beauty and character of Des Moines and will become both a catalytic economic driver for the city, as well as a legacy of environmental restoration and sustainability for current and future generations.

Featuring signature public spaces -- including a waterfront esplanade, dramatic Marina Steps that will serve as a grand pedestrian connection from the Marina to downtown, and the 223rd Street Urban Creek Bioswale -- this stunning waterfront destination will further enhance the quality of life of the people of Des Moines and attract visitors from the greater Puget Sound area and beyond.



CONCEPT/VISION DEVELOPMENT SITE

We view the identified 30,000 sq ft parcel and the adjacent Marina Steps as necessary catalysts for additional development and for fulfilling the overall vision for Des Moines. Our concept focuses on this important parcel, but we recognize the connectivity of this site with the rest of the Marina and the City of Des Moines and we anticipate working closely with the city and community on phasing and timing to ensure both short- and long-term goals are integrated into our plans.



CONCEPT/VISION SHOWPIECE WATERFRONT HOTEL WITH ROOFTOP BAR



Rendering derived from [Place.la](#) from City of Des Moines and Skylab Architecture

- A highly customized, upscale hotel at the Marina Steps will be an iconic showpiece for Des Moines, attracting business travel from the nearby business parks, drawing recreational visitors to the waterfront, and serving as a gathering place for locals.

- We anticipate a 75 to 100 room, “all suites” hotel designed to capture both business and recreational overnight stays as well as longer stays from business travelers who are looking for a beautiful, engaging, and walkable alternative to the hotels along International Boulevard.

CONCEPT/VISION SHOWPIECE WATERFRONT HOTEL WITH ROOFTOP BAR



The hotel's design will honor the incredible natural beauty of the site, with special attention to maximizing views and capturing the energy and unique appeal of Des Moines, the Marina and the Puget Sound. We will work with local artists and makers to create an aesthetic that celebrates and tells the story of the region.

The hotel will include an inviting lobby and rooftop bar with incredible views, as well as special amenities for cyclists and boaters to maximize its appeal and connectivity to nearby outdoor recreation.

The rooftop at The Independence Hotel, designed specially to embrace the river views.

CONCEPT/VISION SHOWPIECE WATERFRONT HOTEL WITH ROOFTOP BAR

- The hotel will embrace state-of-the-art green energy and sustainability, a staff empowerment model, and robust community partnerships that will be the foundations of the project's spirit and success.
- The guests at the hotel will help to activate the other uses at the Marina and bring an economic boost in visitor spending and transient occupancy taxes to Des Moines.



CONCEPT/VISION SHOWPIECE WATERFRONT HOTEL WITH ROOFTOP BAR



- Our team of hotel operators has extensive experience with both branded and independent, boutique properties. We anticipate either an independent, or “soft branded” hotel to allow for maximal customization and to align with current trends in hospitality that place a premium on unique experiences.
- Going independent or with a “soft brand”, also has the benefit of not imposing a price ceiling on guests, allowing us to market to higher-income recreational travel as well as business class travelers.
- A “soft brand” choice would add the benefit of travelers who make decisions based on their loyalty points programs. Ultimately, the brand will be decided with further analysis, including in-depth conversations with the existing leisure and business customer bases, to ensure that the right choice and positioning is achieved.

CONCEPT/VISION SHOWPIECE WATERFRONT HOTEL WITH ROOFTOP BAR

- Its location on the waterfront in a stunning setting, with its beach, walkable trails, access to a fishing pier and boat moorage, and its connectivity to downtown Des Moines, the business parks and SeaTac, make it a highly desirable location for local business travelers.
- While also becoming an outstanding tourist and high-end recreation destination with boating, biking and other leisure focused drivers.



CONCEPT/VISION FOOD AND BEVERAGE



- Any great hotel must have strong food and beverage options either within the hotel or nearby.
- We anticipate a rooftop deck and bar with limited food options to be right-sized to the scope and sq ft. of the hotel. The rooftop will be a special place that draws locals and visitors and contributes to the overall experience at the hotel.
- A roof-top bar is essential for the site as it will drive up the value of the rooms and presents important revenue opportunities for the hotel.

CONCEPT/VISION FOOD AND BEVERAGE

- The rooftop bar alone will not meet all the food and beverage needs of the Marina and the hotel and Marina would benefit greatly from additional food and beverage nearby, this could include flexible, creative concept like a food truck hub that involves multiple self-contained food trucks with shared seating as well as the possibility of the recruitment of an inviting, sit-down restaurant.
- We have worked on projects where a food truck pod was envisioned and can see potential applications for this site.



CONCEPT/VISION MARINA STEPS

- We applaud the city's vision for the Marina Steps and its recognition of the Steps as the anchor to the Marina's redevelopment. In addition to the innovative salmon and water restoration and filtering features and reconnection of natural drainage, the steps will dramatically connect downtown to the waterfront, encourage pedestrian activity, and quickly become an iconic community gathering space.
- We also view the simultaneous development of the Marina Steps as crucial for the development of the hotel and all future phases. We have experience working with cities and ports in public, private partnerships where a public amenity is involved, and we look forward to creative collaboration on maximizing the benefit of this important centerpiece element.



CONCEPT/VISION THE BIG PICTURE – FUTURE COMMERCIAL, OFFICE AND RESIDENTIAL

- In recognition of the larger vision, beyond the 30,000 sq ft. development site, we see great potential for additional commercial/retail, office and residential.
- The RFQ details adjacent sites for the city's priorities for additional Marina development.
- We see that enhanced waterfront pedestrian esplanades and plazas, office or retail for outdoor recreation, bike and kayak rentals and boating services, and right-sized residential could be excellent complementary assets as well – of course, within the context of the view and height restrictions as well as the other uses of the Marina.



CONCEPT/VISION THE BIG PICTURE – PARKING

- There is currently ample surface parking on the site for public access and for boat owners. Much of this parking is required under regulations that stipulate 1 parking space for every 2 slips.
- This surface parking presents an opportunity, given the often-prohibitive expense of one-to-one structured parking. A Hotel in this type of setting will house a substantial number of customers without cars, given the proximity to Sea-Tac airport, the light rail stations, shuttles to the business park(s) and bus transportation – as well as the people arriving by private boats and the possibility of high-speed ferry service and teams of business-persons that will share one vehicle, or take their vehicles off-site during work hours.
- There is a great opportunity to discuss substantial shared parking with the Marina that provides night-time usage of some parking spaces that are currently mostly used during daytime hours



CONCEPT/VISION GUIDING PRINCIPLES

- **Enhanced Connectivity between downtown and the Marina**
- **Pedestrian access**
- **Economic activation**
- **Regional connectivity**
- **Environmental sustainability.**



RELEVANT PAST PROJECTS POINT RUSTON® – MCBRIDE-COHEN MANAGEMENT GROUP, LLC

- MCMG is the construction and development manager for the Point Ruston® project, a mixed-use waterfront neighborhood developed on an exceptional 97-acre property within the Seattle-Tacoma metropolitan area. Through single purposes entities 100% owned and controlled by Loren M. Cohen, Point Ruston® has become the best performing mixed-use project in the entire Pacific Northwest, with a development budget exceeding \$1.4 Billion.
- Situated along nearly one-mile of Puget Sound shoreline, Point Ruston® features the best in Pacific Northwest living, dining, shopping, recreation and entertainment. A vibrant mixed-use neighborhood, Point Ruston® is designed as a lifestyle center, with a focus on experiential retail and lifestyle amenities. With more than 900 units of housing and hospitality providing dwellings for more than 1,500 residents in approximately 2.5 million total sq. ft. of mixed-use real estate, Point Ruston features nearly 1.1 million sq. ft. of commercial and retail space, with 960 additional residential units and 78,000 square feet of commercial space in the pipeline.
- The Shops at Point Ruston® feature the retail core of the Point Ruston® neighborhood, consisting of a 9-screen Century Theatre cinema, dozens of retail shops & restaurants, along with a full-service 194-key resort-quality Silver Cloud Hotel, all anchored by over 50-acres of open space and recreational amenities, including the mile long Waterwalk promenade.



RELEVANT PAST PROJECTS

POINT RUSTON®

MCBRIDE-COHEN MANAGEMENT GROUP, LLC

- As the 100% owner, manager, and general contractor of Point Ruston®, McBride-Cohen Management Group (MCMG) is perfectly situated to undertake this Des Moines Marina re-development project.

- With an emphasis on designing regional destinations, MCMG is one of the few developers in the region with a track record of this type of development, including developing waterfront properties of significant size. Indeed, MCMG and its nearby Point Ruston® project can help catalyze this Des Moines Marina re-development project.

- As the master developer of Point Ruston, MCMG, through Loren M. Cohen, merges design, construction and development management into one group - providing all facets of day-to-day design, development, construction, property management & administration.

RELEVANT PAST PROJECTS SOUTH PIER AT TEMPE TOWN LAKE™ MCBRIDE-COHEN MANAGEMENT GROUP, LLC



South Pier at Tempe Town Lake™ is a resort-inspired, mixed-use neighborhood in Tempe, Arizona featuring a thriving entertainment destination with unparalleled waterfront connectivity, views, and recreational amenities, all located along the beautiful Tempe Town Lake waterfront. South Pier envisions over 2,800 residential units in high-rise style buildings, with more than 3,500,000 SF of commercial, retail space and office space, a robust offering of public recreational amenities – including a 95-meter over-water Observation Wheel and Pedestrian Pier – along with two signature hotels and significant structured parking. Situated in the heart of the vibrant and growing Greater Phoenix Metropolitan Area, South Pier™ is situated on more than 27 waterfront acres - in a desert climate – making it one the most desirable and unique developments in the entire Southwestern United States. MCMG manages all facets of the design, development, construction, marketing, and sales of South Pier™, with Loren M. Cohen serving as Managing Director and 100% owner of the underlying development entities.

RELEVANT PAST PROJECTS INDEPENDENCE, OR – EMBARCADERO HOSPITALITY GROUP



The Independence Hotel - A public, private partnership, EHG, and partner Tokola Properties were selected as the lead developer of the hotel portion of the 13-acre site through an RFQ process with the City of Independence. EHG is the management company, an owner and played a crucial role in the design of the hotel. On the west bank of the Willamette River, in the mid-Willamette Valley wine region, the boutique upscale hotel embraces the river with a highly customized design intended to serve the local university, wine tourism, cycling, and water sports friendly amenities including in-room room bike storage, a 24-hour bike work-room, outdoor bike-wash stations and full-service restaurant and bar. The hotel was developed simultaneously with the City's development of a waterfront trail system.



Highly customized design to embrace the river and bring the "outside in": rooftop deck, restaurant riverfront patio, suites with riverfront balconies, and a covered patio for year-round outdoor dining.





The hotel was developed simultaneously with a bike/pedestrian riverfront trail and park, the hotel rents bikes, and has a bike-work room for cyclists.

RELEVANT PAST PROJECTS DUNDEE, OR – EMBARCADERO HOSPITALITY GROUP



The Dundee Hotel - A Wine Country boutique hotel in the heart of the Willamette Valley, amidst the region's most acclaimed wineries. EHG and partners purchased the charming boutique hotel, located on Dundee's rapidly evolving Main Street, and while operating completed a renovation that has dramatically increased the hotel's revenues and valuation. The new property has state of the art, high design board room and a "squad room" with six bunks for group trips to wine country and features local artists and makers. EHG has served on the local tourism board and helped the city secure funding for a new city park and is assisting the City in funding major Main Street improvements and tourism campaigns and infrastructure.

RELEVANT PAST PROJECTS

NORTHWEST PORTS, HOSPITALITY CONSULTING – EMBARCADERO HOSPITALITY GROUP

Port of Vancouver– Vancouver, Washington.

Catalytic development in a prime riverfront location. The Port of Vancouver sought EHG as a consultant with the goal of attracting a hotel development to its waterfront parcel as an anchor tenant for the redevelopment of this crucial downtown parcel. EHG worked closely with the Port on-site plan analysis and site plan design, hospitality feasibility, and market segment analysis on prime, 12-acre downtown riverfront infill site. EHG developed an RFQ release and successfully recruited developers. EHG and the Port interviewed finalists and negotiated with the selected developer, resulting in the completion of a development agreement on a waterfront AC Hotel by Marriott. Located downtown Vancouver, on the Columbia River, the AC will feature 4,000 square feet of meeting space and structured parking. Construction on the AC is 60% complete and is scheduled to open in 2022.



RELEVANT PAST PROJECTS NORTHWEST PORTS, HOSPITALITY CONSULTING – EMBARCADERO HOSPITALITY GROUP

Port of Everett – Everett, Washington. Anchor oceanfront redevelopment of former industrial site.

EHG was brought in to assist the Port of Everett in attracting a hotel development as part of a major redevelopment of the Port. EHG conducted feasibility analysis and site plan refinement with the full development team. EHG wrote an RFQ and successfully recruited a developer.

The final product selection is a Hotel Indigo that opened in 2020.



RELEVANT PAST PROJECTS

ARGONAUT HOTEL – KIMPTON HOTELS

As CEO and Chairman of Kimpton Hotels & Restaurants, Tom LaTour oversaw the development of the Argonaut Hotel, an adaptive reuse of the Haslett Warehouse, a historic building on San Francisco's iconic Fisherman's Wharf.

This showpiece San Francisco hotel was made possible through Kimpton's collaboration with the National Park Service, which owns the building and operates the Maritime National Historical Park. This public private partnership facilitated a win/win creating an exceptional tourist destination while supporting the Maritime National Park.

The adaptive reuse of a historic building along with the complexity of the site called for maximal creativity and tenacity, resulting in a successful and treasured property.



RELEVANT PAST PROJECTS HOSPITALITY MANAGEMENT - DALE SCOTT

- Dale Scott is a practiced hotel manager with several decades experience as GM, Senior Positions and as a full-service hotel management company providing comprehensive hospitality services from opening properties to assisting lenders and owners in turning around non-performing assets.
- Scott's extensive resume includes being the General Manager at the Hyatt Regency on the Embarcadero in downtown San Francisco. It is a high-profile and complex property near the water that immediately became an San Francisco landmark.





RELEVANT PAST PROJECTS HOSPITALITY MANAGEMENT - DALE SCOTT

While president of Glacier Park Inc., the primary concessionaire in Glacier National Park and Waterton Lakes National Park, Scott worked with National Park Leadership in both Canada and the USA for the extensive restructuring of the historic seven-lodge accommodations in the Park.

RELEVANT PAST PROJECTS

HOSPITALITY MANAGEMENT - DALE SCOTT

Prince of Wales Hotel, a unique waterfront resort located in Waterton Lakes National Park in Southern Alberta, in CA. Part of the greater Glacier area and one of the lodges Scott oversaw as president of Glacier Park Inc.



TEAM EXPERIENCE HIGHLIGHTS

Our team's principals have developed and managed over 70 Independence boutique hotels, branded properties and resorts

Tom La Tour, CEO of Kimpton Hotels for 24 years, grew the company to 45 properties, led Kimpton to be one of the most highly regarded hotel companies with preeminent service and financial performance

Embarcadero Hospitality Group principals co-developed and managed over 25 properties on the West Coast, including several top of the market waterfront locations.

McBride Cohen has 45 years of experience developing and building both residential and commercial projects. MC's executive team is comprised of approximately 100 dedicated real estate & construction professionals with a breadth of experience.

With more than two billion dollars of completed projects in their resume, MC is one of the most prolific builder-developers in the western United States.

Exceptional public private partnership collaborations and completed projects.

McBride Cohen and EHG are based in Washington and Oregon, with robust ties to northwest communities and hospitality networks

Multiple bottom lines, success is connected to a holistic approach that honors investors, staffs, guests and communities

REFERENCES

MCBRIDE-COHEN MANAGEMENT GROUP, LLC

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City of Tacoma
(253) 591-5000
victoria.woodards@cityoftacoma.org

Mayor Mark Mitchell (former)

City of Tempe
(480) 330-9332
azmarkmitchell@gmail.com

James R. Korbein, CEO

Silver Cloud Hotels
(425) 637-9800
jimk@silvercloud.com

Adam LaSacco, Vice President

JP Morgan Chase Bank, N.A.
(480) 333-4469
adam.m.lasacco@jpmorgan.com

EMBARCADERO HOSPITALITY GROUP

Robert Holmes

The Holmes Group
(206) 999-2600
rholmes@thgadvisory.com

Mayor John McArdle

City of Independence Mayor
(508) 838-1212
mcardle.john@ci.independence.or.us

Shawn Irvine

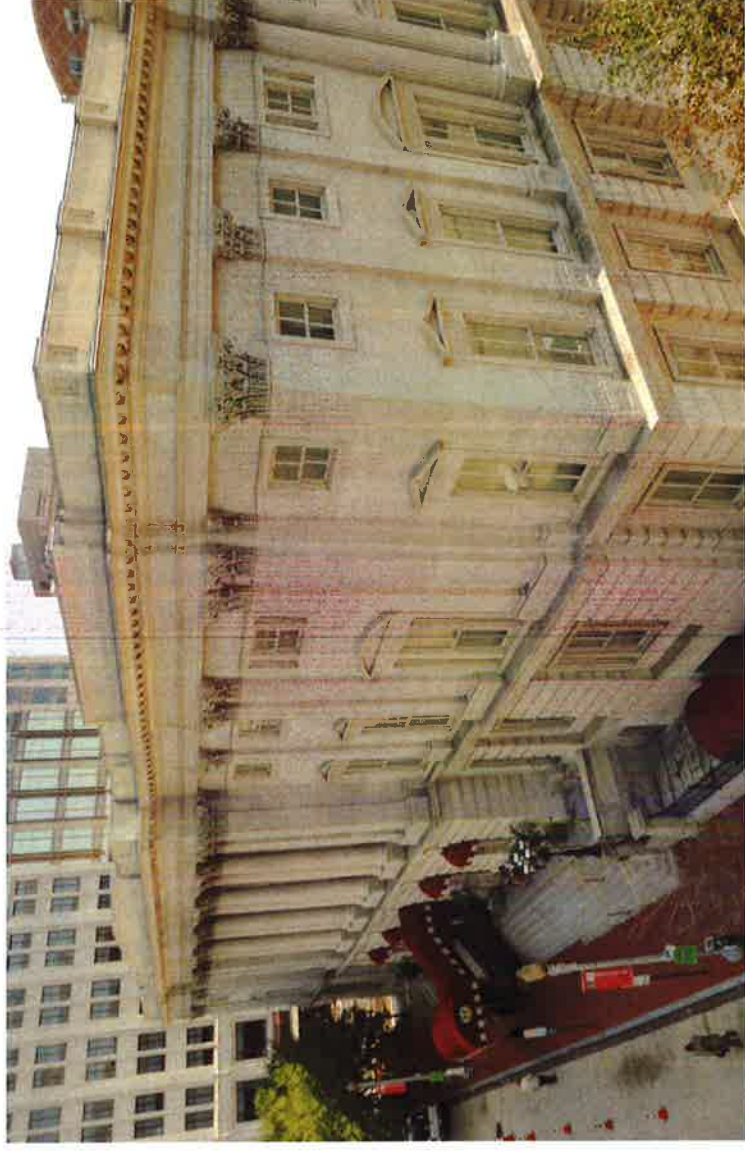
City of Independence
Economic Development Director
(503) 837-1191
shawni@ci.independence.or.us

Jack Flug

Port of Vancouver
Senior Financial Analyst
(360) 823-5314
jflug@portvanusa.com

FINANCIAL CAPACITY - TEAM

- Our team has successfully financed and developed over 70 hotels, and we've designed and built numerous multi-family units and mixed-use projects.
- Our team members are sought after by both public and private landowners for feasibility, financial analysis and modeling and how elements of placemaking and design contribute to the bottom line.

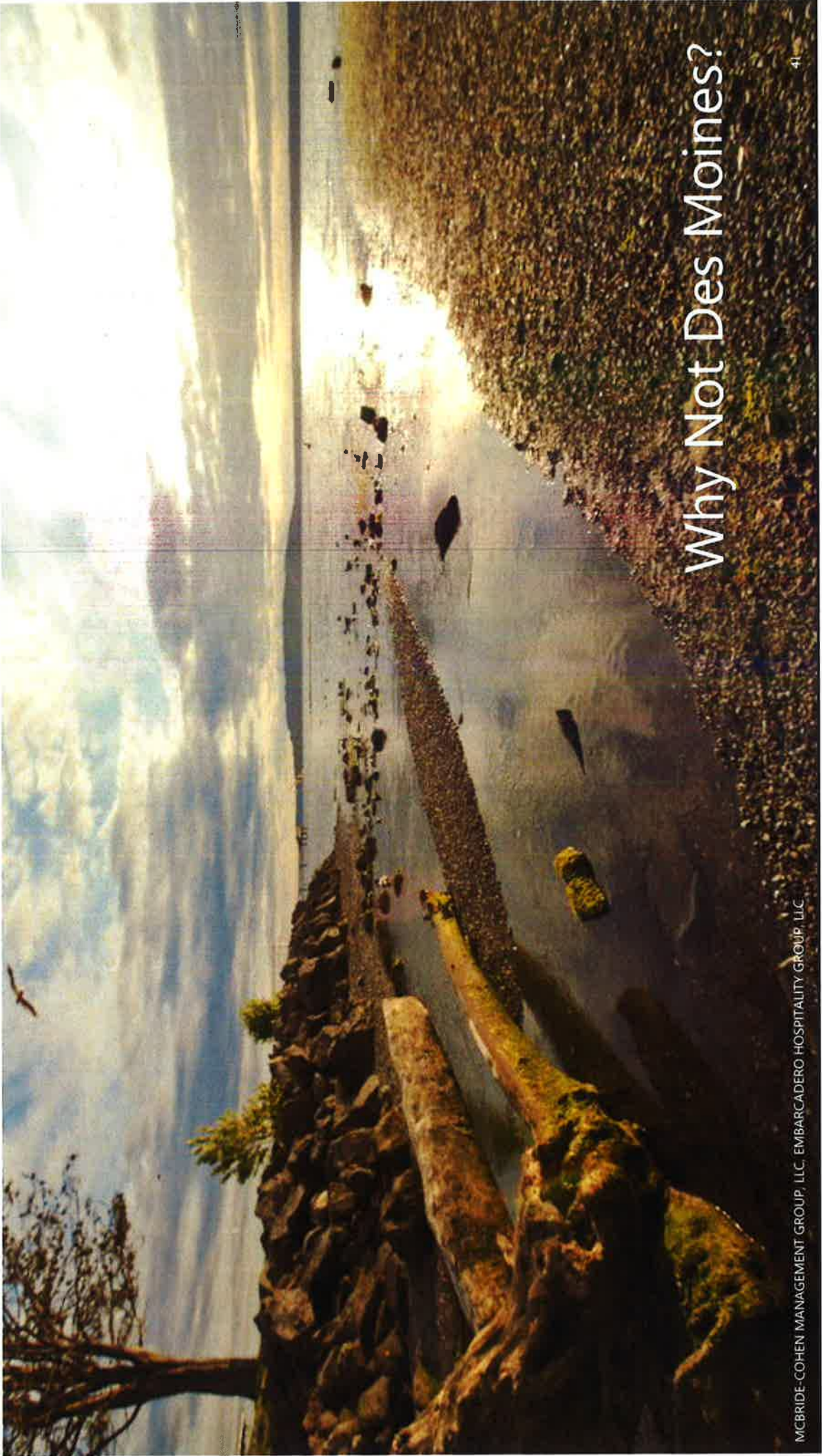


Kimpton's Hotel Monaco, a major public, private partnership and adaptive reuse of a National Historic Landmark in Washington DC, Developed by Team Member, Tom LaTour.

FINANCIAL CAPACITY

MCBRIDE-COHEN MANAGEMENT GROUP, LLC

- MCMG is a vertically integrated real estate development company providing development, financing, design, construction management, and operational services to various closely-held real estate developments through various subsidiaries and affiliates of MCMG, which collectively employ approximate 115 real estate professionals.
- Financing towards the overall development of the proposal will be provided through equity investments provided by its ownership, along with standard construction financing. MCMG has access to significant capital debt market resources. In the previous decade MCMG has successfully raised enormous amounts of construction financing, funding large scale real estate developments with total financings exceeding one and half billion dollars (\$1.5 Billion).
- In just the past 12 months MCMG has undertaken real estate transactions exceeding \$400,000,000 in value. Since Q4 2018 MCMG (through its affiliates) has total sales volumes exceeding \$300,000,000 and has more than \$160,000,000 in sales currently in escrow.
- MCMG currently has more than \$700 Million in active capital markets fundraisings and is slated to close nearly \$1 Billion dollars in project financings over the next 24 months.
- MCMG stands in unique company as one of the few developers in the nation with a successful track record taking on projects costing in excess of one billion dollars. MCMG maintains a balance sheet with the gross value of its holdings in excess of \$590,000,000, while its owner maintains a balance sheet exceeding \$200,000,000.



Why Not Des Moines?

October 8, 2021

Michael Matthias
City Manager
21630 11th Ave. S.
Suite A
Des Moines, WA 98198

Dear City of Des Moines Staff,

A project worth visiting, a vision and a new name worth buying into, and a city worth calling home.

We are pleased to present this RFQ outlining the terms to partner with the City of Des Moines to create a new step forward for the City of Des Moines in developing the Des Moines Marina.

Our Team, starting with our architecture team consisting of two firms- Tiscerano Architecture (<https://www.tiscerano.net/about>) who has marina experience with the latest project being the Waterfront Place Hotel Indigo project in Everett. Their extensive public sector experience includes Washington Department of Transportation – Mukilteo Ferry Terminal, Sound Transit – new and improvement projects for Sound Transit around the greater Seattle area. Tiscerano also has extensive experience in mixed-use and commercial projects.

Johnson Braund (<https://www.johnsonbraund.com>) who is a hotel and multifamily specialist across the nation, and based in Tukwila, WA. Johnson Braund specializes in Architectural and Interior Design services. Areas of expertise are with hotels, affordable & multi-family housing, renovations, and small commercial design.

Also, from our team is Civil Engineering firm Navix Engineering, Navix (<http://navixeng.com/>). Navix has extensive experience working across the nation in a range of industries including data centers, health care, industrial, and private urban development with a broad knowledge of local jurisdictions and codes.

Venture Real Estate Group, LLC (“Venture”) has been an active investor in the Northwest for approximately 15 years, with its most recent offer of over \$400M on a hotel portfolio with one of our investors which is a billion dollar firm, Andy founder of Venture has grown the company to now institutional sized projects including the similar and successful JV project, 119 unit Adriana which is a few blocks from the Des Moines Marina. Venture has been involved in numerous other projects in the Northwest including a 373 unit development currently under contract in University Place, WA with plans to break ground in 2022. Venture was founded in 2006 with offices on Lake Bellevue, in Bellevue, WA. For more information on Venture Real Estate Group, LLC, please visit www.vreg.co.

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425.531.7966 | P
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Our vision for the Marina is to create a bigger mixed-use project that will attract more visitors to the city both locally in the Northwest and nationally/internationally, when visitors fly in to Seatac International Airport. We propose to rename the Des Moines Marina to South Beach and to include the entire area and give it a name and branding that resonates more than the Des Moines Marina. South Beach would include the Des Moines Marina, Des Moines Beach, Des Moines Beach Park, and Marina Steps in order to unify the vision, and truly show how special the marina, pier, beach and beach facilities are and will be with the plan we have. As a result we have identified a bigger parcel than is being proposed. We think the current site at 30,000 SF and a three-story height limit is too small and won't attract enough attention.

We hope to continue the discussions with the city and are open to a design and project the city will consider.

Best Regards,



Andrew P. Langsford
Founder & Principal

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OCTOBER 2021

Waterfront Experience



TISCARENO ASSOCIATES
ARCHITECTURE + URBAN DESIGN



Who We Are

Tiscareno Associates is a Seattle-based architecture and urban design firm specializing in multifamily, mixed-use and transit-oriented design. Our team has developed a reputation among residential and commercial clients for responsiveness, leadership, and ability to balance fresh ideas with unwavering commitments to budgets and schedules.

Since 2002, we have gathered everyone around the same table—client, architects, contractors, staff—for fresh, collective thinking that solves every problem with ingenuity and teamwork. Move it all forward with smooth processes, a keen attention to budget, and a solid track record of design approvals.

This is architecture done the Tiscareno way— bringing value and collaboration to each and every project.



BOB TISCARENO

TISCARENO ASSOCIATES

FOUNDING PARTNER, PRESIDENT

AIA, NCARB
BobT@tiscareno.net

INDUSTRY EXPERIENCE

25+ years licensed architect

EDUCATION

Bachelor of Architecture
University of Southern California;
Master of Architecture in Urban Design
Harvard University

CERTIFICATIONS

Licensed Architect: WA, OR, CA
American Institute of Architects (AIA)
NCARB Certified

EXPERIENCE TYPE

Commercial Facilities
Government Building
Master Planning
Mixed-Use
Multifamily Residential
Office Buildings
Retail
Transit Oriented Development
Tenant Improvements
Transportation
Sustainable Design

BIO

Bob Tiscareno's multifamily expertise, design vision for growing cities, and nearly 30 years' experience working on urban projects have shaped communities throughout the greater Seattle area. In 2002 Bob started Tiscareno Associates and today it is a mid-size, full-service architecture and planning firm located in downtown Seattle, with a record of high-visibility projects that recently include The Danforth on First Hill, Ballard Modera, Infinity Shore Club Condos on Alki Beach, Metro 112 in Bellevue, and the Redmond Triangle. Recent transit-oriented developments include Kent Station, River Park in Redmond, and Redmond Square.

Bob's work has been recognized with awards from organizations including NAIOP, American Institute of Architects, and Gold Nugget Awards. Most recently he won the Multifamily Executive Awards 2018 Grand Award in the category of Green Design for The Cove apartments, a project whose sustainable units have sold for the highest price/square feet in Seattle. His articles have appeared in national and local publications (including Puget Sound Business Journal, Daily Journal of Commerce).

Bob holds a Master of Architecture in Urban Design from Harvard University and a Bachelor of Architecture from the University of Southern California. He is a member of the Urban Land Institute's Northwest District Multifamily Council and a member of the National Association of Industrial and Office Properties (NAIOP).

Waterfront Place Apts



Waterfront Place Apartments is the first residential waterfront construction in Port of Everett's 65-Acre Waterfront Place Redevelopment. The 2-building, 266-unit project was designed to maximize water views, integrate with future retail, encourage pedestrian activity and reflect Everett's historic character. The buildings received individual but complementary design palettes that capture two distinct Everett personas: its timber and industrial history (south building) and its maritime use (north building). Street-level patios and stoops lead residents directly to sidewalks, enabling connections to pedestrian benches, plantings, and landscape features that enhance the promenade. Insets on the face of both buildings modulate the massing so as not to overshadow walkways and future buildings, while also serving as residential balconies. The client is Sealevel Properties.



Everett, WA
266 Units





Infinity Shore Club

Infinity Shore Club Residences is a six-story, luxury condominium project on Alki Beach with sweeping views of Elliott Bay and the Seattle Skyline. The 40-unit building includes one, two, and three bedroom residences as well as two levels of below-grade parking. High-end amenities include a two-story lobby entrance, infinity pool, fitness room, car wash station, dog-washing room, and a green roof deck. The project's design follows the curvature of the shoreline and responds to the context of its neighborhood. Large balconies with moveable walls and glass railings echo the neighborhood's horizontal lines, while lending an indoor-outdoor livability to the space. Its natural and soft tones complement the rich textures of warm wood, stone tile, and glass that clad the exterior. The client is Vibrant Cities.



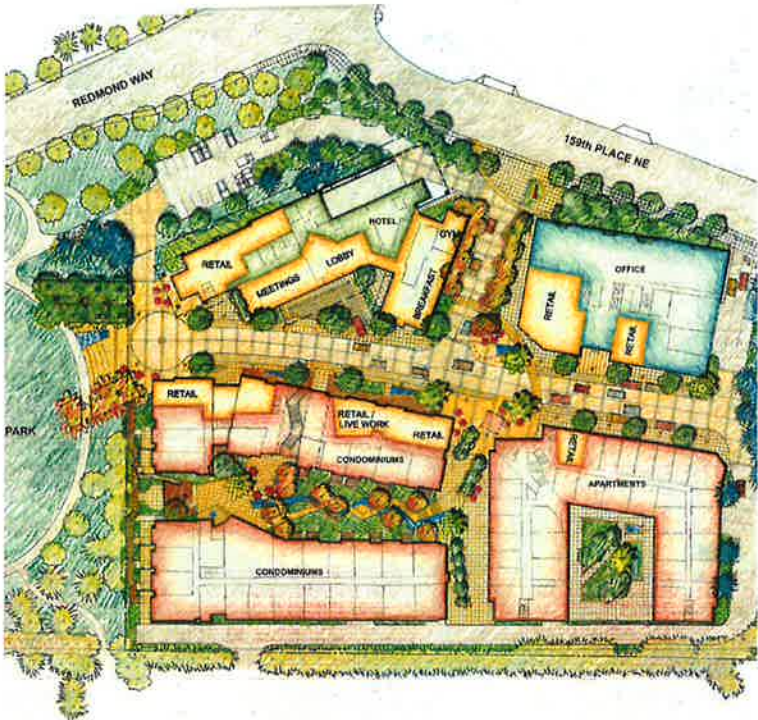
Alki, Seattle
40 Condos



August 31st, 2021 construction progress

Riverpark

The task: organize six acres of residential, commercial, retail, and open space on the Sammamish River into a cohesive, happenin' gateway to downtown Redmond, give it a European flavor, and supply enough parking for the hundreds of people who will use it each day. The firm's award-winning master plan handily achieves all three goals, arranging the buildings on a human scale, designing them to relate to each other, and encouraging pedestrian movement among them. Every detail of this important and huge project was closely reviewed by the city, which wanted something special for this prominent location. The firm's ability to coordinate large, multi-discipline teams kept both the planning and construction on schedule and on budget. The client is Legacy Partners.



Redmond, WA
6 Acres



TISCARENO ASSOCIATES

ARCHITECTURE + URBAN DESIGN

1200 Sixth Avenue, Suite 605

Seattle, WA 98101

Phone: 206-325-3356

Fax: 206-701-9769

Email: info@tiscareno.net

Website: tiscareno.net



Urban Housing Projects



JOHNSON BRAUND INC

15200 52nd Avenue South, Suite 300

Seattle, WA 98188

206-766-8300

www.johnsonbraund.com



Projects selected include:

Park Lane Mixed-Use Apartments (2015-2018) Kirkland, WA

DEVELOPER/OWNER:

Kirkland Main Street, L.P.

Continental Properties, LLC.

Contact: Ed Segat, 425-233-6184; ESegat@continentalproperties-inc.com

CONTRACTOR:

Compass Harbor Construction

Contact: Dan Selin; 206-486-8991; dans@compass-gc.com

IN-HOUSE PROJECT TEAM:

Diana Wogulis Keys, Lead Designer & Director of Housing

Jeffrey A. Williams, Principal

Oregon 42 Mixed-Use Apartments (2012-2014) West Seattle, WA

DEVELOPER/OWNER:

West Seattle Apartment Investors, LLC

The ConAm Group

Contact: Mike Mahoney; 858-614-7342; mmahoney@conam.com

CONTRACTOR:

SD Deacon

IN-HOUSE PROJECT TEAM:

Diana Wogulis Keys, Lead Designer & Project Manager

Joe Giampietro, Director of Housing (Former)

Greg L. Allwine, Principal

Tukwila Village (2011-present) Tukwila, WA

DEVELOPER/OWNER:

Tukwila Village Development Associates, LLC

Pacific Northern Construction Co., Inc.

Contact: Bryan Park; 253-231-5001; bryanp@housing4seniors.com

CONTRACTOR:

Inter-City Contractors, Inc.

Contact: Greg Herring; 425-806-8560; gregh@intercitycontractors.com

IN-HOUSE PROJECT TEAM:

Diana Wogulis Keys, Lead Designer & Director of Housing

Greg L. Allwine, Principal

**PARK LANE MIXED-USE
KIRKLAND, WA**



Park Lane Mixed-Use provides 128 units of market-rate apartments in a 5-story building on a prominent downtown Kirkland site adjacent to the library, park and transit center. The building is configured with frontage on a new public plaza and the recently constructed Park Lane pedestrian-oriented *woonerf-style* street improvements. Commercial / retail tenant spaces and the residential lobby anchor the corners and frontage of the plaza and woonerf.

Upper level residential units are thoughtfully designed to provide efficient floor plans, to maximize the opportunity for territorial views and provide access to residential open spaces provided at podium terrace and courtyards. Parking is provided in 3 levels of structured garage.

The prominent site in downtown Kirkland required detailed Design Review presentations. An in-house video rendering presentation provided the Design Review Board the ability to virtually walk around the building and assess it's success in meeting the pedestrian-oriented district requirements.



PROJECT STATISTICS

LOCATION:

207 Park Lane Kirkland, WA 98033

ZONING: CBD-1B

SITE AREA: 0.96 Acres

STATS:

128 Market Rate Units (133 du/a)

12,894 SF Commercial / Retail Space

CONSTRUCTION:

Type VA over Type IA Podium

SCHEDULE: Completed 2018



PROJECT STATISTICS

LOCATION:

4502 42nd Ave. SW Seattle, WA 98116

ZONING: NC 3-65

SITE AREA: 0.53 Acres

STATS:

131 Units (247 du/a)

2,875 SF Commercial / Retail Space

CONSTRUCTION:

Type VA over Type IA Podium

SCHEDULE: Completed 2014



Oregon 42 Mixed-Use provides 131 market-rate apartment units in a very densely designed development. The ConAm Group came to Johnson Braund, Inc. to redesign an approved project to increase density and meet their unit mix and design criteria. JB was able to increase building yield by 34 units, while maintaining similar building exterior design concept, new larger units and indoor and outdoor amenity spaces. The project was approved under the City of Seattle minor MUP revision process.

The seven-story building (5 over 2 podium) provides a range of well designed live-work, loft, studio, 1 and 2 bedroom units. The units are designed to maximize the tremendous view opportunities in all directions from the site. Parking is provided in 2 levels of below grade structured parking.

An impressive roof terrace also provides amazing views and multiple amenities for residents including: pea-patch gardening, pet area, fire pit gathering area, dining area with fireplace and barbecue stations.



TUKWILA VILLAGE
TUKWILA, WA



PROJECT STATISTICS

LOCATION:

14200 Tukwila International Boulevard,
Tukwila, WA 98188

ZONING:

NCC (Neighborhood Commercial Center)
HDR (High Density Residential)
URO (Urban Renewal Overlay District)
Disposition & Development Agreement

SITE AREA:

Total 5.66 Acres
Phase 1 (Buildings D & E): 1.94 Acres
Commons & Plaza: .73 Acre
Phase 2: (Building A): 1.47 Acres
Phase 3: (Building B): 1.52 Acres

STATS:

402 units (71 du/a)
Phase 1:
Building D: 68 units / 16,000 sf office
Building E: 125 units / 3,250 sf comm.
Commons: 4,994 sf commons & cafe
Phase 2:
Building A: 80 units + 4 live-work units/
8,165 commercial
Phase 3:
Building B 125 units / 1,800 sf comm

CONSTRUCTION TYPE:

Type VA over Type IA podium

SCHEDULE: Phase 1 & Commons;

Under Construction



Tukwila Village Development Associates, LLC was selected by the City of Tukwila to develop 5.66 acres of City-owned land on Tukwila International Boulevard.

Tukwila City Council approved The **Tukwila Village Vision** on 09-17-07: *Tukwila Village will be a welcoming place where all residents can gather and connect with each other. This mixed-use development will draw upon Tukwila's strengths and include a library, a neighborhood police resource center, retail, restaurants, public meeting space, and an outdoor plaza. The Village may also include office, live/work and residential space. This active, vibrant place will set high standards for quality and foster additional neighborhood revitalization and civic pride.*

Johnson Braund, Inc. has worked very closely with the entire project team, City staff and the public to ensure that the vision set forth has been met. The resulting project is a three phase development totaling 402 units and approx. 34,000 sf of commercial, retail & office space, including a community commons, cafe and public plaza. Thoughtful site planning promotes connectivity and community for Tukwila Village residents as well as the surrounding neighborhood.





REFERENCES

The talented staff at Johnson Braund, Inc. is ready to consult with you on your next project. We're here to help make the job easy. From programming and feasibility studies, schematic design, through construction management, we are the firm for successful design solutions that are on time and on budget.

We welcome the opportunity to meet with you to discuss our qualifications for your future housing projects. In the meantime, feel free to contact our references. Reference letters are included on the following pages.

OWNER/CLIENTS

SouthEast Effective Development (SEED)

Contact: Lance Matenson

5117 Rainier Ave S. Seattle, WA. 98118

Office: 206.760.4281 Website: www.seedseattle.org

Projects: Rainier Court Phase I,II,III and IV
Claremont & Claremont Place, Seattle, WA

Pacific Northern Construction Company, Inc. (PNCC & SHAG)

Contact: Bryan Park

201 27th Avenue SE, Bldg. A, Suite 300 Puyallup, WA 98374

Office: 253.231.5001 Cell: 206.369.6461 Website: www.housing4seniors.com

Projects: SHAG Affordable Senior Living - multiple projects
Current on the boards: Tukwila Village, Tukwila WA
Crossroads Senior Living, Bellevue, WA

CONTRACTORS:

Inter-City Contractors, Inc. (ICC)

Contact: Greg Herring

17425 68th Ave NE Kenmore, WA 98028

Office: 425.806.8560 Website: www.intercitycontractors.com

Projects: SHAG Affordable Senior Living - multiple projects
Current on the boards: Tukwila Village, Tukwila WA
Crossroads Senior Living, Bellevue, WA
Rainier Court IV, Seattle, WA

Compass General Construction

Contact: Dan Selin

733 7th Avenue, Suite 212 Kirkland, WA 98033

Office: 206-486-8991 Website: compassgeneralconstruction.com

Projects: Vik Condominiums, Ballard, WA
Park Lane Mixed-Use, Kirkland, WA





September 26, 2016

To whom it may concern:

As Executive Director of SouthEast Effective Development (SEED), I have worked with Johnson Braund, Inc. and their housing group, mostly with Diana Keys, Director of Housing, for almost four years. SEED itself has worked with them for over 12 years. This long term relationship has resulted in the successful completion of 456 affordable housing units for both seniors and families at Rainier Court with 98 more affordable senior housing units planned in the next phase of development. *Johnson Braund, Inc. played a key role in the success of this complex urban brownfield re-development, adapting their design to the constraints of a contaminated urban site, while meeting complex City of Seattle land use and design review requirements.*

Our most recent project is The Columbia Gardens (Phase III of the Rainier Court development) was 70 affordable apartments located in the Genesee neighborhood of SE Seattle. Johnson Braund's thoughtful design solutions, project team coordination, responsiveness to planning department requirements, assistance with public funding submittals and sustainable programs implementation were crucial to the success of this project. I have been especially struck by Johnson Braund's inventiveness in problem solving and their attention to cost concerns while preserving a high standard of quality in design. They are also exceptionally practical and construction savvy. Their virtual walk through video technology is at the cutting edge and makes a strong impression in the design review and public presentation processes.

I have enjoyed the commitment, integrity and timeliness that they have shown in meeting and exceeding our expectations as a valued team member. They have truly been an asset in helping SEED meet our goal of serving the Southeast Seattle community with housing that is well-designed, easy to build and creates an enduring addition to the community – and equitable access to housing in a multicultural neighborhood. I can give an unequivocally positive recommendation of Johnson Braund.

If you have further questions about Johnson Braund, Inc., please contact me at (206) 760-4281.

Sincerely,

Lance Matteson
Executive Director
SouthEast Effective Development (SEED)



201 – 27th Avenue SE, Suite A300
Puyallup, WA 98374

T: 253.231.5003
F: 253.231.5010

September 28, 2016

Bellwether Housing
1651 Bellevue Avenue
Seattle, Washington 98122

RE: Letter of Reference for Johnson Braund, Inc.

To Whom It May Concern:

On behalf of Pacific Northern Construction Company, Inc. (PNCC), and our non-profit partner, the Senior Housing Assistance Group (SHAG), we are contacting you to serve as a reference for Johnson Braund, Inc., an architectural design firm, in connection with their response to your Request for Proposal for Architectural Services.

Together with SHAG, we are the largest developer, owner and operator of affordable independent retirement living communities for seniors in the Pacific Northwest. Johnson Braund Design Group, Inc. is our architectural and landscape design firm of choice and they have consistently provided us excellent and imaginative architectural and landscape design services in connection with our development of more than 30 affordable apartment communities containing an aggregate of more than 5,000 affordable dwelling units over the past 20 years, including several complex mixed-use developments such as (i) Arrowhead Gardens, a mixed-use development featuring an affordable senior living campus containing a Village Center community building and three (3) residential building containing an aggregate of 449 affordable dwelling units and approximately 5,000 square feet of ground level commercial/retail space located in the Highland Park neighborhood of West Seattle which was recently completed in 2010; (ii) Cedar Park Apartments, a mixed-use development featuring an affordable senior living community containing 206 affordable dwelling units and approximately 3,000 square feet of ground level commercial/retail space located in the Lake City neighborhood of Northeast Seattle which was completed in 2008; (iii) Linden Place at Bitter Lake, a mixed-use development consisting of two (2) phase including an affordable senior living community containing 251 affordable dwelling units and approximately 11,000 square feet of ground level commercial/retail space (The New Haven Apartments) and an affordable multifamily living community containing 140 affordable dwelling units and approximately 2,000 square feet of ground level commercial/retail space (The Cambridge Apartments) located in the Bitter Lake neighborhood of North Seattle which were completed in 2007; (iv) The Terrace Apartments, an affordable senior living community containing 136 affordable dwelling units located on the edge

Bellwether Housing
September 28, 2016
Page 2

of Downtown Seattle overlooking the International District and Elliot Bay which was completed in 2006; (v) Rainier Court, a mixed-use development located in the North Rainier neighborhood of South Seattle consisting of (a) three (3) completed phase including an affordable senior living community containing 208 affordable dwelling units and approximately 9,000 square feet of ground level commercial/retail space (Courtland Place at Rainier Court) completed in 2004, an affordable multifamily living community containing 178 affordable dwelling units and approximately 9,000 square feet of ground level commercial/retail space (The Dakota at Rainier Court) completed in 2005, and another affordable senior living community containing 70 affordable dwelling units completed in 2014 (Columbia Gardens at Rainier Court), and (b) a fourth and final pending phase (as yet unnamed, but referred to as Rainier Court Phase IV) consisting of an 93-unit affordable senior living community containing affordable dwelling units in a mid-rise building and attached townhomes which are expected to begin construction by mid-2017; and (vi) Tukwila Village, a three-phase mixed-use, mixed-income senior living and community center development co-sponsored with the City of Tukwila, Washington, of which the first phase is currently under construction.

Our respect and admiration for the creativity, professionalism and responsiveness of Johnson Braund, Inc. is evidenced by our repeated selection of them to provide architectural design services. Without a doubt, Johnson Braund, Inc. is our preferred architectural design firm. We owe no small measure of our success to them. In addition, we have found that they are highly competent, extremely flexible, and are as responsive to aesthetic and design considerations, as they are sensitive to budgetary and scheduling constraints.

If you have any further questions regarding Johnson Braund, Inc., please contact me at (253) 231-5001 (business office) or (206) 369-6461 (cellular). Good luck with your development.

Sincerely,

PACIFIC NORTHERN CONSTRUCTION COMPANY, INC.



Bryan M. Park
President

c.c. Diana Keys, Johnson Braund, Inc.



September 26, 2016

To Whom It May Concern:

Re: Johnson Braund, Inc.

It is with pleasure and confidence that I recommend Johnson Braund, Inc. for architectural services for Housing projects in the City of Tukwila and greater King County area.

As a general contractor, myself and my firm have successfully work together with Johnson Braund, Inc. on many housing projects, ranging from large-scale high-density urban mixed use projects to medium-density suburban affordable apartment housing. In fact, I have been working with Johnson Braund, Inc. on a project in Tukwila, called Tukwila Village. We have spent at least 4 years in the preconstruction and planning phase and as of July 2016, we are finally onsite performing construction. I am very impressed with the level of detail Johnson Braund, Inc. provided during the preconstruction phase. This is now proving to be a definite benefit to the construction team. Reference attached list of projects that ICC has completed with Johnson Braund, Inc. acting as Project Architect. The list is impressive and the unique thing is the repeat client nature.

Johnson Braund, Inc. has a professional staff that has the ability to work with and coordinate all design disciplines so the final project documents provide the construction team with the necessary information to perform. This helps reduce construction related problems so the project stays on schedule and budget.

I would encourage you to consider working with Johnson Braund, Inc. on all your future housing projects. Please feel free to contact me direct if you have any questions or need additional information. My email: greggh@intercitycontractors.com

Sincerely,

A handwritten signature in blue ink that reads "Greg Herring".

Greg Herring
President

17425 68th Ave NE PO Box 82405 Kenmore, WA 98028
Phone: (425) 806-8560 Fax: (425) 806-8566
email: info@intercitycontractors.com
Lic. #INTERCI977PZ



INTER-CITY CONTRACTORS INC.

Project list with Johnson Braund, Inc. as the Project Architect:

Inter-City Contractors, Inc.- Projects completed since 2003:

<u>Project Name</u>	<u>Description</u>	<u>Owner</u>	<u>Year</u>
Columbia Garden Senior Apartments	70 Units	Rainier Court Associates 2003-III, LLC	2014
Claremont Apartments (City Funded)	68 Affordable Units Mixed Use	Southeast Effective Development	2011
Arrowhead Garden Senior Apartments	449 Units, Mixed Use	Arrowhead Sr. Housing Associates	2010
Cedar Park Senior Apartments	206 Units, Mixed Use	Lake City Way Sr. Housing Associates LP	2008
Cambridge Family Apartments	178 Units, Mixed Use	Bitter Lake Village Associates, (2) LP	2007
New Haven Senior Apartments	251 Units, Mixed Use	Bitter Lake Village Associates (1) LP	2007
Washington Terrace Senior Apartments	136 Units	Washington Terrace Associates LP	2006
The Dakota at Rainier Court	178 Units Market Rate, Mixed Use	Rainier Court Associates 2003-IIA, LLC	2005
Courtland Place at Rainier Court	206 Units Senior, Mixed Use	Rainier Court Associates 2002-I, LLC	2004
The Sequoia Apartments	57 Unit Market Rate Senior	Rightland LLC	2004

Projects completed prior to 2003

<u>Project Name</u>	<u>Type</u>	<u>Project Owner/Developer</u>	<u>Year</u>
Sunset Apartments-279 units	Senior Apartment	South Hill Associate(2001) LP	2002
Woodrose Apartments-197 units	Senior Apartment	Racine Associates LP (PNCC)	2000
Terrace View Apts-5 units	Senior Apartment	Hong Louie	2000
Boardwalk Apartments-260 units	Market Rate, Mixed Use	Capitol Way Associates LP (PNCC)	1999
Auburn Court Apartments -300 units	Senior Apartment	Auburn North Associates (PNCC)	1998
Commencement Place Apts-51 units	Senior Apartment	Commencement Place (PNCC)	1998
Conservatory Place Apts-40 units	Senior Apartment	Conservatory Place Apts (PNCC)	1997
Meridian Court Apts-200 units	Senior Apartment	Meridian Court Apts (PNCC)	1997
Willamette Court Apts-100 units	Senior Apartment	Willamette Court Apts (PNCC)	1997
Gowe Court Apartments-50 units	Senior Apartment	Gowe Court Apts (PNCC)	1997
Park Court Apartments-130 units	Senior Apartment	Park Court Apts LP (PNCC)	1996
Green River Court Apts-130 units	Senior Apartment	Green River Court Apts LP (PNCC)	1996
Meeker Court Apts-130 units	Senior Apartment	Meeker Court Apts LP (PNCC)	1996
Titus Court Apartments-100 units	Senior Apartment	Titus Court Apts LP (PNCC)	1995
Cedar River Court Apts-91 units	Senior Apartment	Cedar River Court Apts LP (PNCC)	1994
Webster Court Apts-92 units	Senior Apartment	Webster Court Apts LP (PNCC)	1994



733 7TH AVENUE, SUITE 212, KIRKLAND, WA 98033
T. 206-320-8741 | F. 206-323-4719
INFO@COMPASS-GC.COM | WWW.COMPASS-GC.COM

September 26, 2016

JOHNSON BRAUND, Inc.
15200 52nd Ave S
Seattle, WA 98188

Re: Architectural Reference

To Whom It May Concern:

Compass specializes in the construction of mixed-use projects in the Seattle region. We recently completed the 117 unit Vik condominium project located in the Ballard neighborhood of Seattle and are currently under construction on a 128 unit mixed use apartment project in Kirkland. Johnson Braund, Inc. is the Architect for both projects.

We were very pleased when the Owner / Developer selected Johnson Braund, Inc. Their seasoned staff, led by Diana Keys, proved to be an excellent partner. On both projects, we developed a strong, team-oriented relationship that extended through the design, permitting and construction process. The Vik project completed on time and under budget which is, in part, a direct result of a complete and well-coordinated design and responsive Architect.

On occasion, we see the Contractor's constructability suggestions disregarded by other Architects, but we found that Johnson Braund was open to our suggestions for cost effective details, products and building systems, while still respecting the intent of the design. This collaborative attitude helped optimize value, control costs and deliver great buildings. Document production and coordination was timely and details were spot-on without need for significant constructability revisions, value engineering or RFI's.

We hope that our working relationship will continue for many years. I gladly give them our highest endorsement as an Architect.

Respectfully Submitted,



Dan Selin
President
Compass General Construction

The three principals of the firm bring a wealth of experience in the cost-effective design of housing for all market types, expertise in thoughtful, compact design of urban housing units, and a strong familiarity with local jurisdiction entitlement process, building codes and construction.



Project Design & Management: Diana Wogulis Keys, LEED AP
Director of Housing, Vice President

Principal in charge: Jeff Williams, AIA , President

Principal: Greg L. Allwine, AIA, Secretary

Johnson Braund's mission to build lasting relationships is exemplified in the tenure of these team members with the firm. Greg has been with the firm since it's inception in 1977 and both Diana and Jeff have been at Johnson Braund, Inc. for the last 20 years.

See following pages for resumes of key team members.



JOHNSON BRAUND INC.

Johnson Braund has a long and successful history of partnering with all the major hotel brands - planning, designing and overseeing construction on select service hotels across the country. From the 1990s when Johnson Braund completed all west coast projects for Marriott, to now as we continue working on prototype development for several brands, we provide creative and cost-effective designs that can be approved and built quickly and efficiently.

From our offices in Seattle and Nashville, we handle wood-framed low-rise and urban high-rise projects across the country. Our renovation studio has completed hundreds of custom and portfolio renovation projects in over 40 states.

Contact: Jeff Williams, President
jeffw@johnsonbraund.com
Direct (206) 204-0508



MARRIOTT FULL SERVICE - BELLEVUE



AC HOTEL - BELLEVUE



HYATT PLACE - SEATTLE



ELEMENT HOTEL - TUKWILA

15200 52nd Avenue South, Suite 300, Seattle, Washington 98188
Phone 206.766.8300

www.johnsonbraund.com

ARCHITECTURE INTERIOR DESIGN

Marina Vision

What we see in partnering with the city

The City of Des Moines Marina is a fantastic development opportunity, one that could redefine the Des Moines waterfront. To fully optimize this potential, we have designed a bigger project. The total development area we are proposing is to enlarge the development site from 30,000 SF to 67,700 and take the height limit from 35ft to 40 ft. We believe this larger project is feasible and big enough to actually achieve scale. A project smaller than what we have designed will not attract investment and developers to the opportunity in our opinion.

The building will be mixed-use with multifamily, retail, hospitality, and office spaces. There will be approximately 80-100 multifamily units, along with approximately 80-100 hotel keys/rooms. The bottom floor will include retail and office for housing the Marina Office/Harbor Master, which we are proposing to move into the building. As a result, we would either move the existing building to another location the city desired or knock it down.

Each floor has 66 units with the top floor having 33 units with the setback from the shoreline, and the ground floor being retail. We as you will see flipped the design to face more units towards the marina and the water:



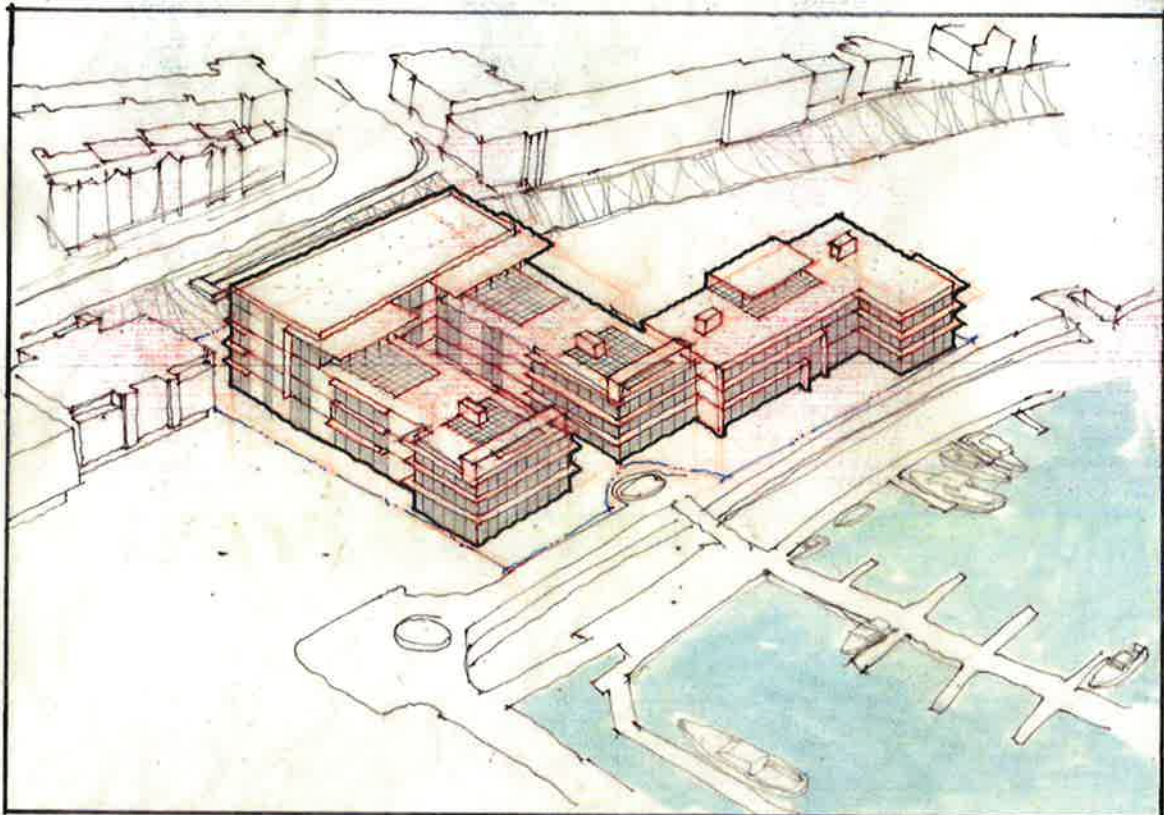
40 LAKE
BELLEVUE DR.
SUITE 230

BELLEVUE
WASHINGTON
98005

WWW.VREG.CO
INFO@VREG.CO

425.531.7966 | P
425.732.3200 | F

Rough building area:
1st - 44,000 sq.ft
2nd - 38,000 sq.ft
3rd - 38,000 sq.ft
4th - 19,000 sq.ft
Total - 139,000 sq.ft



Our vision for the Marina is to attract more visitors to the city both locally in the Northwest and nationally/Internationally, when visitors fly in to Seatac International Airport.

We are proud to announce that we propose to rename the Des Moines Marina to South Beach, which would encompass the entire waterfront area. South beach would give the development a name and branding that resonates more than the Des Moines Marina. We feel the Des Moines Marina name has served its purpose well, but the city is coming into its own and into a new era. We would like to be a part of this bright future and work together to see this become a wonderful success story for the city of Des Moines.

South Beach would include the Des Moines Marina, Des Moines Beach, Des Moines Beach Park, and Marina Steps in order to unify the vision, and truly show how special the marina, pier, beach and beach facilities are and will be with this plan.

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SUITE 230

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References

Stanton Beck

Shareholder Lane Powell
Seattle Attorney in Construction
P: (206)223-1344 M: (206)953-1686
becks@lanepowell.com

Mark Plenge

Walker & Dunlop
Managing Director | Capital Markets
P: (408)747-7448
mplenge@walkerdunlop.com

Howard Behar

Former President of Starbucks, Author and Speaker
P: (206)972-7776
hb@howardbehar.com

Brian Scalabrino

Current Partner in the Adriana, Investor, Former NBA player, Current
commentator, Radio show host
P: (206) 949-7925
bscalabrino@yahoo.com

Karen Dahnners

Current Investor, has invested in multiple VREG projects
P: (425)681-4120
karendahnners@msn.com

Mike Hemmens

Citi Community Capital (The Adriana)
Director West Regional Market
P: (805)557-0933 M: (805)358-5673
mike.hemmens@citi.com

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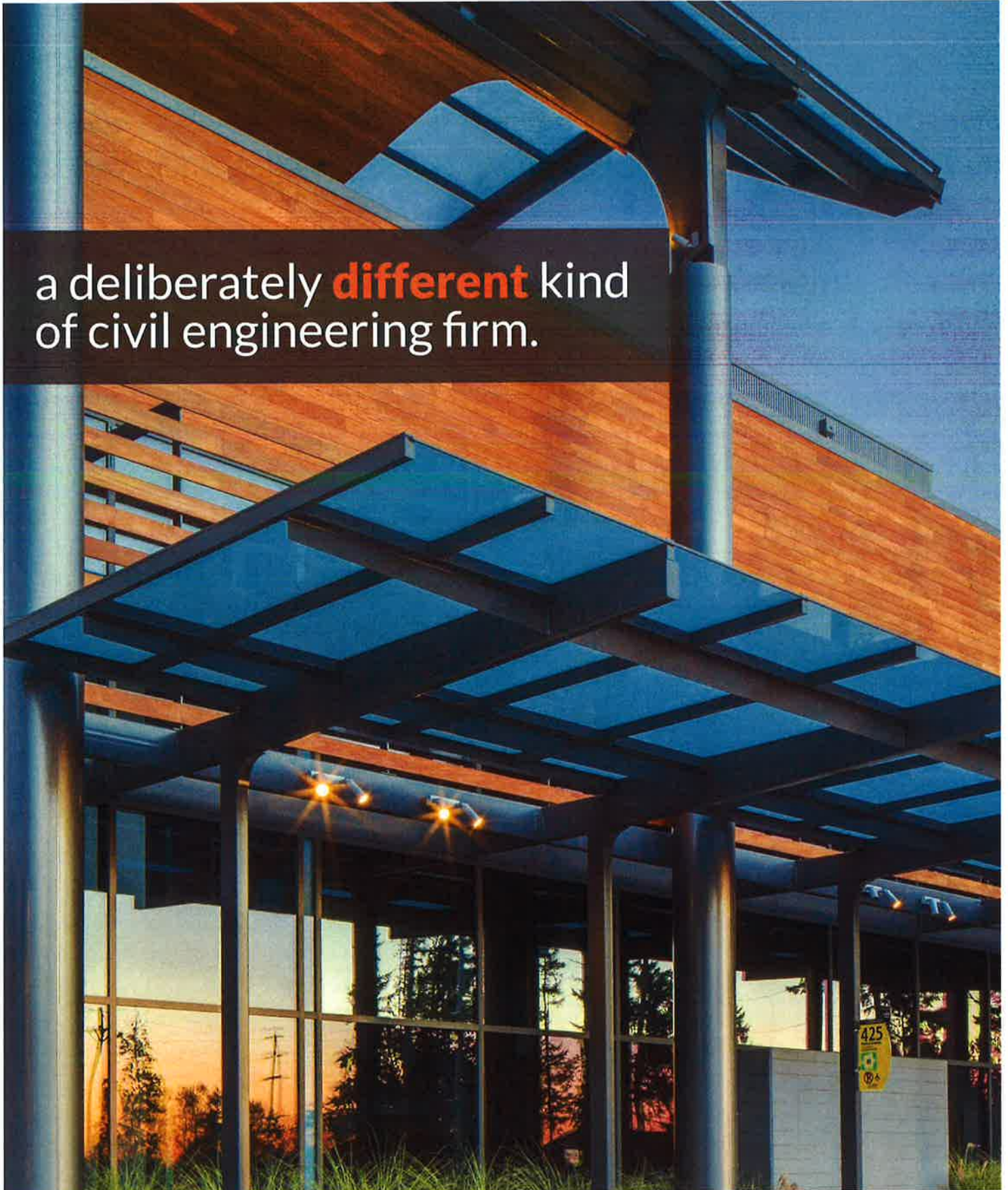
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a deliberately **different** kind
of civil engineering firm.





FIRM PROFILE

WE'VE BUILT OUR COMPANY TO REDEFINE OUR FIELD.

We are not afraid to think big, consider new possibilities and continually strive for new and better ways of getting things done.

WE KNOW WHO TO CALL, WHAT TO ASK AND HOW TO EXECUTE

From planning to project management, civil engineering design to site development, we thrive on complex, innovative and technically-sophisticated projects.

WE MAKE PROJECTS REAL AND WE MAKE THEM WORK.

Our thorough understanding of real estate and land development issues coupled with our engineering expertise helps our clients see the big picture from the beginning.

KEY SERVICES

- Civil Engineering
- Site Design
- Feasibility Analysis
- Land Use Planning
- Project Management
- Permitting
- Stormwater Management Design
- Site Planning
- Shoring Design
- Cost Estimating



11235 s.e. 6th street, suite 150
bellevue, wa 98004
navixeng.com

t 425.453.9501
f 425.453.8208
e info@navixeng.com



MIXED USE

OVERVIEW Mixed-use projects in urban settings present unique development challenges and no one is more capable of navigating the urban development process than Navix. Navix staff have designed and managed the civil and shoring for hundreds of projects in urban settings. We have the technical skills and the personal relationships with City departments to effectively advocate for our clients, expedite the permitting process, and expertly negotiate City infrastructure improvement demands. We are skilled at designing creative solutions to stormwater management challenges, from blue roofs to integrated landscape/stormwater elements, in order to minimize buried infrastructure beneath buildings. Our shoring systems can be found on some of the deepest and most complex excavations in the Northwest, and we understand the constraints of utilities and adjacent structures that may affect the developability of a site. Navix can provide early guidance and design to assist the team with building layout and risk factors associated with excavation support.



Project Examples

- Avenue Bellevue - Bellevue, WA
- 802 Pine Residential + Hotel - Seattle, WA
- 1512 5th Avenue - Seattle, WA
- 2nd & Virginia - Seattle, WA
- 523 15th Avenue E - Seattle, WA
- Marquee on Meeker - Kent, WA

CIVIC



OVERVIEW

Navix Engineering understands that with civic projects, careful master planning, team collaboration, and thoughtful design that responds to the community needs are paramount. Navix has provided entitlements guidance, site design, and civil engineering for a number of convention, congregational, open-space, and community facilities in the Northwest. We thrive on the collaborative nature these projects foster and approach site design challenges as opportunities to innovate.

Project Examples

- Federal Way Performing Arts and Events Center - Federal Way, WA
- Walla Walla Heritage Center - Walla Walla, WA
- Crossroads Bible Church Community Activity Center - Bellevue, WA
- Sambica Activity Center - Bellevue, WA
- First Slavic Christian Church - Mukilteo, WA





OVERVIEW

The civil team at Navix has performed services for educational and institutional facilities all over the western United States, including master planning, feasibility studies, renovations and additions, and full design. Navix has successfully provided solutions for issues with site development, vehicular and pedestrian access, community concerns, and budget constraints. Additionally, since construction time plays a large factor in how institutional projects are constructed, Navix establishes open communication early to expedite design decisions and integrate critical scheduling requirements.

Project Examples

- Open Window School - Bellevue, WA
- Explorer Community School - Redmond, WA
- Bright Horizons - Seattle, WA and Mercer Island, WA
- Northwest School for the Deaf Addition - Shoreline, WA
- Grace Academy School - Marysville, WA
- University of Portland Joe Etzel Field Expansion and Chiles Plaza Improvements - Portland, OR



RESIDENTIAL



OVERVIEW Navix is involved in the design of sites for thousands of apartments, condominiums, townhomes, and hotels in the Northwest. From downtown high-rises with multiple towers on a shared podium, to suburban townhomes, to large-scale single-family residential plats, Navix is experienced with all types of residential development. Navix understands site and utility issues that could affect development, and we frequently assist the architect with our expert site design expertise and jurisdictional knowledge.



Project Examples

- 8th & Cherry (Trinity Church Tower) - Seattle, WA
- 222 Dexter - Seattle, WA
- Hub U-District Apartments & Public Park - Seattle, WA
- CREW Apartments - Seattle, WA
- Lake Wilderness Mixed Use (Monarch Apartments) - Maple Valley, WA
- Metric Apartments - Bellevue, WA
- Aegis of Bellevue at Overlake - Bellevue, WA
- Avenue Bellevue - Bellevue, WA
- Bayside Residential Development, Ph. 1 & 2 - Bremerton, WA



OVERVIEW

Healthcare projects require intricate coordination with users, designers, public agencies, and contractors to deliver complex projects on tight schedules and budgets, while maintaining 24/7/365 operations, incorporating aesthetics, functionality, safety, and flexibility. Navix's commitment to excellence shines under these circumstances as we thrive on the complex. Your Navix team can guide you through site planning and design, accessibility/mobility design, design of utility systems and relocations, water reuse elements, permitting strategies, and stormwater management design.



Project Examples

- Kaiser Permanente Medical Office Building - Puyallup, WA
- Kaiser Permanente Burien Clinic - Burien, WA
- MultiCare Auburn Medical Center Emergency Department Expansion - Auburn, WA
- Olympic Medical Center South Emergency Department Expansion - Port Angeles, WA
- Highmark Medical Center - Issaquah, WA
- Issaquah Medical Building - Issaquah, WA



OVERVIEW

Navix understands that with civic projects, careful master planning, team collaboration, and thoughtful design that responds to the community needs are paramount. Navix has provided entitlements guidance, site design, and civil engineering for a number of convention, congregational, open-space, and community facilities in the Northwest. We thrive on the collaborative nature these projects foster and approach site design challenges as opportunities to innovate.



Project Examples

- Dunn Lumber Headquarters - Seattle, WA
- PACCAR Project Uptime - Renton, WA
- Holmberg Mechanical Headquarters - Seattle, WA
- 74 S. Jackson - Seattle, WA
- NE8 - Bellevue, WA
- SRO Office Tower Development Concept Design - Bellevue, WA



RETAIL

OVERVIEW

Navix is steeped in retail land development experience, having led the land use entitlements, site planning, planning approvals and permitting, civil design, and project management for many successful retail projects throughout the Northwest. Navix understands the big picture, and provides clients with strategic design planning upfront to pave a smooth course through difficult jurisdictions. Navix staff include expert site planners who are adept at maximizing building visibility, vehicular and pedestrian access and circulation, and parking configuration, providing developers and end users with the most functional, efficient and leasable sites. Navix will help you design and permit your project quickly to minimize time to market.

SERVICES PROVIDED:

- Site Planning
- Site Investigation/Due Diligence Reports
- Land Use/Entitlements Strategy
- Civil Engineering
- Permitting
- Project Management



Project Examples

- Lynnwood Crossroads Shopping Center - Lynnwood, WA
- Federal Way Crossings Shopping Center - Federal Way, WA
- Marketplace @ Factoria Improvements - Bellevue, WA
- Center of Physical Arts (Crossfit Deliverance) - Seattle, WA
- TopGolf - Renton, WA
- Magic Toyota - Edmonds, WA
- McDonald's - 50+ locations



INDUSTRIAL/TECHNOLOGY

OVERVIEW

Navix has unparalleled experience providing civil design for millions of square feet of industrial space throughout the United States. From warehouse sites to master-planned data center campuses, Navix has intimate knowledge of how to engineer a successful industrial development. An in-depth understanding of site design and planning, truck maneuvering and access, environmental and geotechnical constraints, grading and drainage opportunities, physical security and utility redundancy considerations is why our clients have led us across the United States in support of their projects.

Additionally, Navix staff have led the site selection, due diligence, and civil design for billion-dollar mission critical developments across the country. Leveraging our mastery of 3D modeling, we provide accurate, fast-paced team coordination and design that allows these projects to hit their aggressive milestone dates again and again. Getting Navix involved early allows us to clear obstacles quickly.



Project Examples

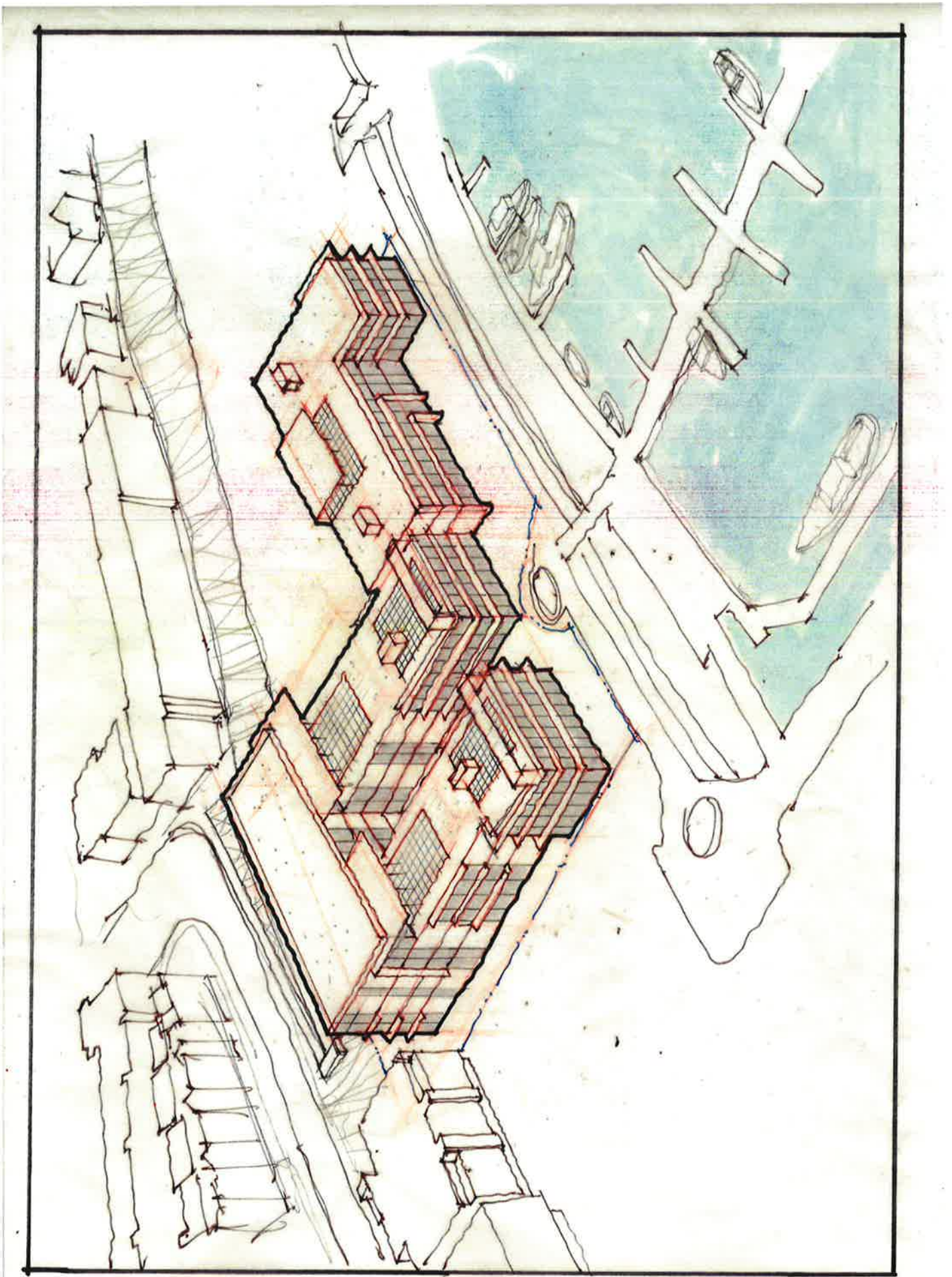
- 40+ mission critical data centers for Global Technology Corporations - Various locations, United States
- Powdermill Business Center at Seaway - Everett, WA
- Soundview Innovation Campus - Everett, WA
- Majestic Glove - Everett, WA
- MTorres - Everett, WA
- Pacific Seafoods - Mukilteo, WA



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A low-angle, upward-looking photograph of several modern skyscrapers against a dark, twilight sky. The buildings feature glass facades and geometric patterns, creating a sense of height and architectural complexity. The lighting is dim, with some windows reflecting the ambient light.

vreg

Venture
Investment Report

Venture Story & Vision

Venture Real Estate Group is a Real Estate Investment Firm founded on a vision of providing the premier real estate investment opportunities and creating a unique community of people inspired to invest, build, rehab and develop world class properties and portfolio, providing industry leading returns, with truly exceptional service. We're a smaller company with a huge vision and extremely dedicated to seeing this vision happen by following century old core & sound Investment principles & philosophies, but also utilizing cutting edge technology to improve profitability, as well as building and maintaining strong long-term relationships by upholding high levels of integrity by always doing the right thing, doing business that is win-win, and following through on promises, and lastly solving complex problems which lead to the best and often unseen equity and value.

Since 2006, when Andy founded the firm, the vision was to invest in the best real estate, in the best locations, and turn healthy profits. Andy bought his first house at 23 years old after studying real estate investments and wanting to follow the family business. Andy's grandmother was one of the first female brokers in the 1940's in South Africa. She went on to start and own her own company and said she would build her company while her 8 kids slept! She also went on to have over 20 patents around the world for various inventions following in the footsteps of her uncle who helped invent the Steam Engine. Of those 8 kids, one went on to be a real estate developer, Andy's uncle, another aunt went on to start her own property management company, Andy's aunt, and another in Cape Town went on to be a successful real estate broker. Andy at the age of 10 moved to Sequim, WA where his Dad would build a Best Western Hotel, and they moved into the hotel!

Andy went on to play competitive tennis and earn a scholarship and moved to the Seattle area. He had an offer from Gonzaga University to play tennis, but really liked the coach at the smaller Green River College, who had won the NWAC State championship over 7 times in a row, and players had gone on to play professionally. Andy chose Green River, and went on to play #1, and eventually after college, started his own real estate firm, Venture Real Estate at 25. After college, and his first home purchase, Andy flipped his first property the next year, then bought a fourplex,

Venture Story & Vision

and project after project, worked his way up to the 119-unit Adriana that was just completed, and the latest project, the acquisition of a \$400M portfolio which at the writing of this, is still in the works.

As co-owner of Venture Real Estate Group and Managing Broker, Jamie believes it's her privilege to serve our clients, community and investors well at Venture. She also prides herself in being a fierce negotiator. She knows and believes Venture has the best team



fully equipped to plan, strategize, envision and skillfully negotiate every deal. Prior to joining the firm Jamie's career in real estate included structuring and managing investments, developments and projects for the Government for over 9 years. As well as providing an array of user clients to improve the efficiency and maximize the value of their real estate holdings.

Jamie relocated to Seattle after obtaining her undergraduate in Real Estate and Land Use in Omaha, in order to obtain her master's degree. Jamie soon was recruited and joined Venture. Jamie in her career has built out large commercial projects representing the Corps, and it was a great transition into Private Real Estate.

Our team of elite real estate professionals at Venture and the various architects, engineers, and professionals we work with have strived to redefine the future of the industry, with cutting-edge technology, world-class systems, and an unmatched dedication to superior market knowledge.

Our strategy is to continue is to locate and acquire value add Multifamily, Land, Hospitality, and or Mixed-Use projects. Some of our biggest returns have come from smaller apartment projects less than 50 units. From a scale standpoint, our vision is to raise and invest \$1B in both smaller apartments/projects that are 50 units or less, as well as larger projects that are 100+ units in size.

Venture Strategy & Philosophy

Our foundation is built upon the following main core principles: Market knowledge, Integrity, No brainer deals, VREG Core Fundamentals, and Long-standing relationships. Each deal must meet our Investment Criteria and has to check off all the boxes before we do a deal. It's better to pass on a good deal than to buy a bad one, as Dolf De Roos says, the long-time real estate investor and author.

Market Knowledge, we are deeply versed in the market, and take every step needed to ensure we know the market. We are consistently tracking data, and talking with experts in their related fields daily. When we do rental valuations for instance, we will do them sometimes a dozen times during due diligence to ensure our data is correct, and there hasn't been a change in the market.

Integrity is doing the right thing every time with no question. We will always make the right decision, no matter the cost. Our reputation is far more important than trying to hit numbers that aren't real, or doing a deal that we shouldn't be doing because the numbers are inflated.

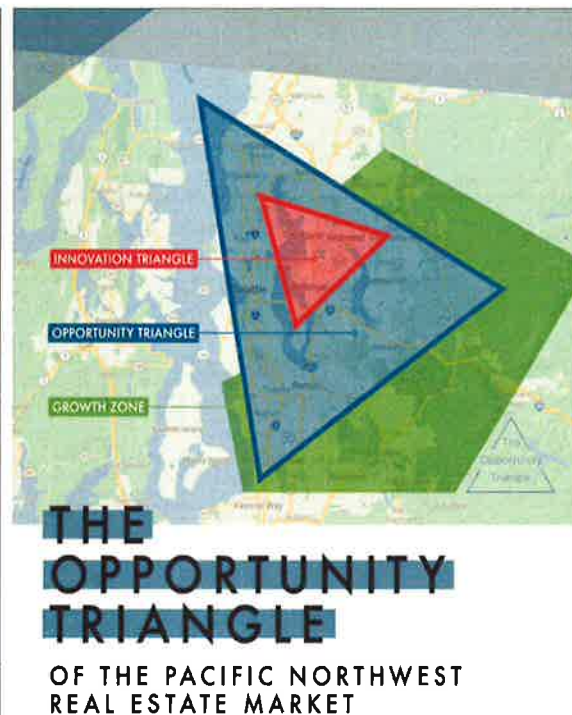
If an opportunity has any question on if it is a great deal, we simply don't do it. We have our strict core fundamentals we follow and our previously mentioned investment criteria. We acquire no brainer deals. These are opportunities that do arise and these are the deals that we at Venture focus on and are committed to finding and executing at a high level.

Our success is derived from the extremely valuable relationships we have created and fostered over the years with our investors, clients, and vendors and is reflected through past testaments and continued results. We have established a foundation of trust that we don't take lightly, as we continue to grow we want to grow and see success with those who we have been in relationship with for years.

Venture Magazine: 2021 State of the Market

Venture Magazine: 2021 State of the Market was launched in Spring of 2021. This 68-page issue delves into the Seattle's area 2021 real estate market and post covid future. Howard Behar, author and former president of Starbucks, is our featured cover story sharing his approach to leadership that is useful to exceed in any industry. Forbes contributor, Micah Solomon also wrote an article about principles of hospitality any business could apply to increase their level of customer service.

Local real estate economists, professors, and high-level professionals all provide their outlook on the real estate market and their opinions on investing. The Future Section returns bringing the latest news on the developments affecting the ever-changing Pacific Northwest. We also introduce the Opportunity Triangle, rating the top cities for real estate ownership around the Puget Sound.



Venture Magazine: 2020 State of the Market

Venture Magazine: 2020 State of the Market was launched in Spring of 2020. The magazine includes insight about the real estate market and upcoming recession for 2020 from economists and professionals in the industry and compiles these results in our market report. Karen Dahners, one of our long-time clients is featured in our cover story explaining her extensive experience in investing in real estate, along with an interview with real estate attorney Greg Russell, who contributes ideas surrounding syndications.

By combining our expertise in the industry with the knowledge and experience of so many other professionals, we believe that this magazine will offer great investment tips. Our futures section touches on some of the large projects coming to the Pacific Northwest in the coming years, which will have an effect on investment decisions.



Venture Magazine: 2019 State of the Market

Venture Magazine: 2019 State of the Market was launched in Spring of 2019. This 16-page publication included a collection of detailed investment information as well as insider opinions and analysis from some of the top performers in the industry. The cover story featured an interview with NBA Champion and Venture Real Estate Group investment partner, Brian Scalabrine.

The magazine also includes a 2019 Market Survey Report from 100 top leading real estate experts in the greater Seattle area with varying backgrounds- from property managers, to architects, to engineers and real estate developers- to give their take on the current real estate market, as well as a few tips on how to navigate what's to come in the future.



Venture Project Examples

Andover Apartments



Capitol Hill Lakeview Apartments



The Wilson-Kirkland rehab



Orchard Apartments



The Adriana Senior Apartments



When this site was located, Andy Langsford, President & Founder of Venture Real Estate Group, had a vision. This vision turned into what would be the ground-up development of a 119-unit apartment project that would help change the skyline of the growing downtown Des Moines, WA. Along with his business partner Brian Scalabrino, former NBA World Champion with the Boston Celtics, they began to bring this vision to life.

After assembling various land parcels in Downtown Des Moines, the project required multiple talks with the City of Des Moines to allow the development to reach its full potential including increasing the building's height limit to reveal sweeping views of the Puget Sound from the Adriana's roof-top deck, as well as reducing parking requirements which eliminated one level of underground parking, saving the project over \$1M.

The building is fully completed, stabilized, and currently running at about 95-97% occupancy

The Adriana 119-Unit Development





Kent Apartments



Retail & Assemblage on Land



Address: 710 S 226th St Des Moines



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*This Document in its entirety is meant for informational purposes only and not an offering for investment or syndication of any kind. The financial information provided has not been independently audited or prepared by a certified public accountant. All terms and returns mentioned are estimates only and may vary from actual results. Past performance is not indicative of any future performance. We recommend that you consult with your independent legal and financial advisors on these matters.

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MARINA REDEVELOPMENT RESPONSE TO RFQ

I SUBMISSION REQUIREMENTS

- [1] KEY TEAM MEMBERS MAXIMUM 120 POINTS
- [2] CONCEPT/VISION OF DEVELOPMENT PARCEL MAXIMUM 180 POINTS
- [3] DESCRIPTION OF RELEVANT PAST EXPERIENCE MAXIMUM 120 POINTS
- [4] REFERENCES MAXIMUM 60 POINTS
- [5] EVIDENCE OF FINANCIAL CAPACITY MAXIMUM 120 POINTS

NOTES

TOTAL 600 Points Possible

- [1] RELEVANT EXPERIENCE Average Score
- [2] DOES CONCEPT PRESENTED ALIGN WITH CITY'S VISION
CITY HAS BEEN CLEAR THAT RESIDENTIAL DEVELOPMENT IS NOT AN OPTION
DOES CONCEPT VISION ADHERE TO SITE SPATIAL AND HEIGHT REQUIREMENTS
Maybe, partially..... 91.67
- [3] EXPERIENCE IN SIMILAR PUBLIC/PRIVATE PROJECTS 43.67
- [4] REFERENCES ARE RELATED TO RELEVANT EXPERIENCE 39.60
- [5] 198

	Embarcadero Hospitality Group	Cascadia Group	Venture Real Estate Group
	117	48	69
	175	72	13
	104	64	54
	56	13	40
	98	65	22
	550	262	198

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