HERON BAY
MIXED-USE DEVELOPMENT

FALCONE GROUP
RFP # 2022-031 | Request for Proposals for Sale & Development of District Owned Property
04/18/2022

FALCONE GROUP

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*In no way does the District endorse these planners. These links are to provide conceptual examples.

APPENDIX B: REQUIRED RESPONSE FORM

RFP#	RFP TITLE:			RELEASE DATE:
2022-031	**Heron Bay Mixed-Use Redevelopment of Golf Course**			**March 3, 2022**
DATE DUE APRIL 19, 2022	TIME DUE-AT OR BEFORE 11:00 A.M. (EST)	ORIGINAL HARD COPY PROPOSALS & APPENDIX REQUIRED FOR ITN: 1	PROPOSAL & APPENDIX ADDITIONAL HARD COPIES REQUIRED FOR ITN: 9	COMPLETE ELECTRONIC COPY OF PROPOSAL *1 Single Adobe PDF file

PROPOSER INFORMATION

PROPOSER'S NAME: Falcone Group, LLC
STREET ADDRESS: One Town Center Road, Suite 600
CITY AND STATE: Boca Raton, Florida
PROPOSER TELEPHONE: 561-338-2519 PROPOSER FAX: 561-520-2629
CONTACT PERSON: Alfonso Costa Jr.
CONTACT PERSON'S ADDRESS: One Town Center Road, Suite 600 Boca Raton, FL 33486
CONTACT TELEPHONE: 561-338-2159 CONTACT FAX: _____
INTERNET E-MAIL ADDRESS: AlfonsoCJr@FalconeGroup.info COMPANY WEBSITE: https://falconegroup.info/
PROPOSER TAXPAYER IDENTIFICATION NUMBER: 20-0976458
How were you informed of this solicitation? (please provide media name(s) in blank space):

- Website:_____ Newspaper:_____ Other: Doug Kirlan

PROPOSAL CERTIFICATION

I hereby certify that I am submitting the following information as my firm's (Proposer) proposal and am authorized by Proposer to do so; Proposer agrees to complete and/or provide all information required by this document inclusive of this request for proposals, and all attachments, exhibits and appendices and the contents of any Addenda released hereto; Proposer agrees to be bound to any and all specifications, terms and conditions contained in this solicitation, and any released Addenda and understand that these are requirements of this solicitation and failure to comply may result in disqualification of proposal submitted; Proposer has not divulged, discussed or compared the proposal with other proposers and has not colluded with any other proposer or party to any other proposal; Proposer acknowledges that all information contained herein is part of the public domain as defined by the State of Florida Sunshine and Public Records Laws; all responses, data and information contained in this proposal are true and accurate.

4 / 14 / 2022

Signature of Proposer's Authorized Principal. Date

Arthur J. Falcone Manager

Name of Proposer's Authorized Principal Title of Proposer's Authorized Principal

NOTE: Entries must be completed in ink or typewritten.

APPENDIX D: AFFIDAVIT

NORTH SPRINGS IMPROVEMENT DISTRICT
REQUEST FOR PROPOSALS (RFP) NO.: 2022 - 031

SINGLE EXECUTION AFFIDAVITS

THIS FORM COMBINES SEVERAL AFFIDAVIT STATEMENTS TO BE SWORN TO BY THE PROPOSER OR BIDDER AND NOTARIZED BELOW. IN THE EVENT THE PROPOSER OR BIDDER CANNOT SWEAR TO ANY OF THESE AFFIDAVIT STATEMENTS, THE PROPOSER OR BIDDER IS DEEMED TO BE NON-RESPONSIVE AND IS NOT ELIGIBLE TO SUBMIT A PROPOSAL/BID.

THESE SINGLE EXECUTION AFFIDAVITS ARE STATEMENTS MADE ON BEHALF OF:

Falcone Group, LLC	Arthur J. Falcone, Manager
NAME OF PROPOSING OR BIDDING ENTITY	INDIVIDUAL'S NAME AND TITLE
20-0976458	
FEIN OF PROPOSING OR BIDDING ENTITY	

AMERICANS WITH DISABILITIES ACT COMPLIANCE AFFIDAVIT

The above-named firm, corporation, or organization is in compliance with and agrees to continue to comply with, and assure that any subcontractor, or third-party contractor under this project complies with all applicable requirements of the laws listed below including, but not limited to, those provisions pertaining to employment, provision of programs and services, transportation, communications, access to facilities, renovations, and new construction.

- The American with Disabilities Act of 1990 (ADA), Pub. L. 101-336, 104 Stat 327, 42 USC 1210112213 and 47 USC Sections 225 and 661 including Title I, Employment; Title II, Public Services; Title III, Public Accommodations and Services Operated by Private entities; Title IV, Telecommunications; and Title V, Miscellaneous Provisions.
- The Florida Americans with Disabilities Accessibility Implementation Act of 1993, Section 553.501-553.513, Florida Statutes:
- The Rehabilitation Act of 1973, 229 USC Section 794;
- The Federal Transit Act, as amended 49 USC Section 1612;
- The Fair Housing Act as amended 42 USC Section 3601-3631.

Proposer Initials

PUBLIC ENTITY CRIMES AFFIDAVIT

I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or of the United States, including but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentations.

I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.

I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means:

1. A predecessor or successor of a person convicted of a public entity crime; or

2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, and partners, shareholders, employees, members, and agents who are active in the management of an entity.

Based on information and belief, the statement, which I have marked below, is true in relation to the entity submitting this sworn statement.

(INDICATE WHICH STATEMENT APPLIES)

☒ Neither the entity submitting this sworn statement, nor any of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with ad convicted of a public entity crime subsequent to July 1, 1989.

☐ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

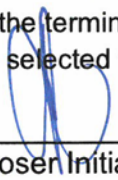
☐ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been a subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings and the final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list (attach a copy of the final order).

I understand that the submission of this form to the contracting officer for any public entity is for that public entity only and that this form is valid through December 31 of the calendar year in which it is filed. I also understand that I am required to inform the public entity prior to entering into a contract in excess of the threshold amount provided in Section 287.017, Florida Statutes for category two of any change in the information contained in this form.

Proposer Initials

NO CONFLICT OF INTEREST OR CONTINGENT FEE AFFIDAVIT

Proposer warrants that neither it nor any principal, employee, agent, representative nor family member has paid or will pay any fee or consideration that is contingent on the award or execution of a contract arising out of this solicitation. Proposer also warrants that neither it nor any principal, employee, agent, representative nor family member has procured or attempted to procure this contract in violation of any of the provisions of any conflict of interest or code of ethics ordinances. Further, Proposer acknowledges that any violation of these warrants will result in the termination of the contract and forfeiture of funds paid or to be paid to the Proposer should the Proposer be selected for the performance of this contract.



Proposer Initials

BUSINESS ENTITY AFFIDAVIT

Proposer hereby recognizes and certifies that no elected official, board member, or employee of the NORTH SPRINGS IMPROVEMENT DISTRICT (the "District") shall have a financial interest directly or indirectly in this transaction or any compensation to be paid under or through this transaction, and further, that no District employee, nor any elected or appointed officer (including District board members) of the District, nor any spouse, parent or child of such employee or elected or appointed officer of the District, may be a partner, officer, director or proprietor of Proposer or Vendor, and further, that no such District employee or elected or appointed officer, or the spouse, parent or child of any of them, alone or in combination, may have a material interest in the Vendor or Proposer. Material interest means direct or indirect ownership of more than 5% of the total assets or capital stock of the Proposer. Any exception to these above-described restrictions must be expressly provided

by applicable law or ordinance and be confirmed in writing by District. Further, Proposer recognizes that with respect to this transaction or bid, if any Proposer violates or is a party to a violation of any applicable ethics ordinances or rules, or the provisions of Chapter 112, part III, Fla. Stat., the Code of Ethics for Public Officers and Employees, such Proposer may be disqualified from furnishing the goods or services for which the bid or proposal is submitted and may be further disqualified from submitting any future bids or proposals for goods or services to District.

Proposer Initials

ANTI-COLLUSION AFFIDAVIT

1. Proposer/Bidder has personal knowledge of the matters set forth in its Proposal/Bid and is fully informed respecting the preparation and contents of the attached Proposal/Bid and all pertinent circumstances respecting the Proposal/Bid;

2. The Proposal/Bid is genuine and is not a collusive or sham Proposal/Bid; and

3. Neither the Proposer/Bidder nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including Affiant, has in any way colluded, conspired, connived, or agreed, directly or indirectly with any other Proposer/Bidder, firm, or person to submit a collusive or sham Proposal/Bid, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Proposer/Bidder, firm, or person to fix the price or prices in the attached Proposal/Bid or of any other Proposer/Bidder, or to fix any overhead, profit, or cost element of the Proposal/Bid price or the Proposal/Bid price of any other Proposer/Bidder, or to secure through any collusion, conspiracy, connivance or unlawful agreement any advantage against NORTH SPRINGS IMPROVEMENT DISTRICT or any person interested in the proposed Contract.

Proposer Initials

Sworn Signature of Proposing Entity Representative and Notarization for all above Affidavits.

In the presence of:

Cora DiFiore
WITNESS #1 – PRINT NAME

Alfonso Costa Jr.
WITNESS #1 – PRINT NAME

Signed, sealed and delivered by:

Arthur J. Falcone, Manager
INDIVIDUAL'S NAME AND TITLE

ACKNOWLEDGMENT

State of Florida
County of Palm Beach

On this 14th day of April, 2022, before me the undersigned, personally appeared, whose name(s) is/are Arthur J. Falcone subscribed to the within instrument, and he/she/they acknowledge that he/she/they executed it.
Witness my hand and official seal:

Notary Public (Print, Stamp, or Type as Commissioned)

☒ Personally, known to me; or
☐ Produced identification (Type of Identification:___)
☐ Did take an oath; or
☐ Did not take an oath

CORA DIFIORE
MY COMMISSION # GG 191150
EXPIRES: May 7, 2022
Bonded Thru Notary Public Underwriters

Falcone Group, LLC
One Town Center Rd, Ste 600
Boca Raton, FL 33486

FALCONE GROUP

April 19, 2022

North Springs Improvement District
ATTN: District Clerk (RFP #2022-031)
9700 NW 52nd Street
Coral Springs, FL 33076

Re: RFP # 2022 – 031

Dear Evaluation Committee:

The Falcone Group is humbled to submit this commitment letter to the North Springs Improvement District for RFP #2022-031. Our firm is a highly-experienced and reputable development organization that is multi-faceted and a financially capable master developer partner well-versed in working with municipalities and public agencies to develop mixed-use projects. The Falcone Group includes a diverse group of experts with decades of experience and a track record of successful master-planned communities, strategically comprised of best-in-class design, construction, and management professionals. This is best exemplified by the recently-completed mixed-use project known as Plantation Walk where we worked collaboratively with the City of Plantation in their ongoing urban renewal efforts to deliver more than 700 residential units and nearly 300,000 square feet of commercial space between retail and office uses. Moreover, it is worth noting that we were recently selected by the City of Oakland Park to develop the mixed-use "Downtown Properties Redevelopment Project" at the current site of City Hall.

As a former longtime resident of Parkland where my wife Marcy and I raised our three sons, we have stayed committed to serving South Florida as a vertically-integrated real estate firm since 1989. The North Springs Improvement District area will always be home to us, and we will always remain proud that one of my Falcone Group's first companies known as Transeastern Homes built more than 1,000 homes across Coral Springs and Parkland before selling Transeastern in 2005. The communities we developed within include Heron Bay (Parkland), Cypress Head (Parkland), Cypress Cay (Parkland), Mariner's Cove (Coral Springs), Eagle Trace (Coral Springs), and Eagle Point (Coral Springs) to name a few. Having the opportunity to continue building a sense of place and community here would truly be an honor.

The Falcone Group has continued to develop top-quality single-family homes, master-planned communities, apartments, urban/mixed-use properties with retail and office, as well as entertainment and vacation venues. The company (which currently includes multiple investment vehicles valued at more than $2 billion in capital and $10 billion in portfolio development value) has developed more than 30,000 apartments and 30,000 single-family homes since 2005. This includes one of the largest master-planned urban developments in the United States—the Miami Worldcenter in Downtown Miami. Under the leadership of the Falcone Group, the Miami Worldcenter project has transformed Downtown Miami into

a walkable and organic space, tactfully integrating various residential & commercial buildings and corresponding infrastructure with the surrounding nodes of transportation.

Our team is intimately familiar with public-private developments, and the Falcone Group track record shows a deep commitment to providing opportunities for MWBE contracting and local workforce hiring. Should we be selected as the developer of choice during this Request for Proposal ("RFP") phase, our team will be prepared to moved forward and complete this development expeditiously, successfully, and with a commitment to having an inclusive and diverse approach to the development. We fully understand the scope of work required for this project and its importance to the North Springs Improvement District, and we are committed to the terms and conditions of the RFP and all subsequent addenda. Please do not hesitate to contact me at any time, and thank you.

Sincerely,

Arthur J. Falcone

Chief Executive Officer and Founder
1 Town Center Road, Suite 600
Boca Raton, FL 33486

Firm Name:
Falcone Group, LLC

Address:
1 Town Center Road, Suite 600,
Boca Raton, FL 33486

Telephone Number:
561.338.2519

Primary Email Address:
AlfonsoCJr@FalconeGroup.info

Date of Establishment:
1989

Size of Organization:
150+ employees across the Falcone Group (parent company)

STANDARD STATEMENTS

The Falcone Group acknowledges that this RFP shall be incorporated in its entirety as a part of the Falcone Group proposal.

This RFP and the Falcone Group's proposal will jointly become part of the "Exclusive Right to Negotiate" ("ERN") Agreement for this project when the ERN is fully executed by the Falcone Group and the District.

The Falcone Group will not discriminate against any employee or applicant for employment because of race, color, religion, sex, or national origin.

ARTHUR "ART" FALCONE
Chairman, Chief Executive Officer, Founder
The Falcone Group

Arthur Falcone is Chairman, CEO, and Founder of the Falcone Group. The Falcone Group entered the homebuilding business in 1988 and by the 1990's Transeastern grew into the largest private homebuilder in the State of Florida and one of the top 25 homebuilders in the United States. In 2005, as the homebuilding market peaked, Mr. Falcone sold Transeastern and its affiliated land company for $1.6 billion in total consideration, resulting in one of the largest private transactions in the history of homebuilding and land sales. The Falcone Group is well-known for its ability to transform underutilized properties into high-demand destinations that bring new life to urban centers and drive economic innovation for the surrounding community.

The Falcone Group has gone on to be involved in some of the country's largest projects, including Miami Worldcenter — one of the largest master-planned urban developments in the United States — with Arthur as its Founder and Managing Principal. Spanning more than 30 acres across nine blocks in the heart of Downtown Miami, the entitled project allows for more than 15 million square feet of mixed-use development, including residential, retail, restaurant and entertainment, hotel, and office. Mr. Falcone is also the Co-Founder and Managing Principal of Encore Capital Management, which encompasses three private equity funds, a private multifamily REIT, and numerous other investments valued at more than $2 billion in capital and $10 billion in portfolio development value.

Under Mr. Falcone's leadership, the Falcone Group has always been truly committed to supporting the local community. Mr. Falcone and his wife Mrs. Marcy Falcone (who raised their three children in Parkland) are major philanthropists in the areas of healthcare and education throughout Broward County. Examples include when they joined Wayne Huizenga in bringing Junior Achievement to South Florida. Today, the Junior Achievement World Huizenga Center includes the Falcone Family Biz Town, which serves more than 56,000 students from Broward County. Every fifth-grade student participates in a series of 16 classroom lessons, where they learn about applying for jobs, voting, career opportunities, customer service, paychecks, savings, and more. Then they put their knowledge to work at JA Biz Town, where they operated a simulated economy and run businesses, thereby getting hands-on experience at being citizens, consumers, employees, and business owners.

Mr. Falcone has received numerous awards for both his professional and philanthropic accomplishments, including recent induction into the Horatio Alger Association of Distinguished Americans through its 2020 Member Class. Horatio Alger members are a part of a select group of people who have experienced a wide range of what life can offer, as the nonprofit educational organization honors the achievements of outstanding individuals and encourages youth to pursue their dreams through higher education. Per the Executive Director of the Horatio Alger Association (Terrence J. Giroux): "For decades, Art Falcone has been living out the Horatio Alger mission in his own life. He embodies the values of hard work and integrity. His corporate achievements are to be admired and his charitable giving has impacted the lives of thousands. We are honored to present Art with the Horatio Alger Award in 2020."

Falcone Group Development Team

ALFONSO COSTA JR.
Executive Vice President, Workforce Housing & Public-Private Partnerships
The Falcone Group
Alfonso Costa Jr. serves as Executive Vice President of the Falcone Group where he is responsible for leading the firm's affordable and workforce housing division, as well as private-public partnership (P3) development opportunities. Prior to his current role, Mr. Costa most recently served as Deputy Chief of Staff at the United States Department of Housing and Urban Development (HUD). In his position, he was responsible for overseeing policy for all of the agency's program offices. Mr. Costa is very active in the Broward Community, including serving as the Advisory Board Chair for the Nova Southeastern University Master's in Real Estate Development Program (MSRED), as well as a CDFI Task Force member for Habitat for Humanity of Broward. In 2020, Mr. Costa was appointed to and sworn into the City of West Palm Beach Affordable Housing Advisory Committee, whereby he is serving a 3-year term on the 10-member advisory board for the purposes of evaluating and identifying affordable & workforce housing incentive strategies. The Bipartisan Policy Center recently selected Mr. Costa to serve on its 20-member Housing Advisory Council, which is chaired by former HUD Secretary Henry Cisneros (1993-1997, President Clinton Administration). Mr. Costa is currently a Fitwell® Ambassador, Public Sector Fellow of the Harvard Alumni Real Estate Board, Full Member of the Urban Land Institute (ULI), and Program Chair of ULI Florida's Affordable & Workforce Housing Council. Mr. Costa is a second-generation American who earned his JD from Harvard Law School, Master's Degree (MSc) from the University of Oxford (United Kingdom), and BA from Yale University.

JOE DICRISTINA
President
The Falcone Group
Joe DiCristina heads The Falcone Group's multifamily development and operations team, with over 35 years of experience in the real estate industry including acquisition, entitlement, development and redevelopment of multifamily and infill projects throughout the major investment markets in the United States. Mr. DiCristina has worked with both publicly-traded and privately-held firms along with governmental agencies in public/private partnerships. Throughout his career, he has developed over 20,000 units at a cost basis of over $3 billion. Throughout the current cycle, under his leadership, the firm and its affiliate (Encore Capital Management) have invested in and/or developed over 7,500 multifamily units with a cost basis of over $1.5 billion.

ANTHONY JULIANO
Chief Investment Officer
The Falcone Group
Anthony Juliano is an accomplished and highly-trusted global investment management professional who specializes in complex real estate private equity and capital markets transactions across global markets. In 2006, Mr. Juliano led the formation of a global real estate equity investment management platform for a Gulf-based investor group. This investment portfolio has totaled nearly $4 billion in market value in the U.S. and Europe and stretches across multifamily, office, hospitality, retail, student housing and R&D asset classes. Mr. Juliano implemented investment management infrastructure and operational activities for both U.S. and foreign offices. These responsibilities included the institution of financial modeling, standardization of underwriting and research, tax structuring, accounting and finance procedures and regulatory compliance.

JOHN CHISTE
Chief Financial Officer and Chief Compliance Officer
The Falcone Group
John Chiste oversees all financial aspects of the fund, including maintaining compliance procedures. Prior to joining The Falcone Group, Mr. Chiste was the Treasurer and Chief Financial Officer of Bluegreen Corporation, a publicly-held timeshare and residential land developer. Mr. Chiste was also named Senior Vice President at Bluegreen Corporation. Earlier in his career, Mr. Chiste was the Chief Financial Officer of Comscript, Inc., a pharmaceutical services company. Before that Mr. Chiste served as Chief Financial Officer, Secretary and Treasurer of Computer Integration Corporation, a publicly held distribution company. Mr. Chiste also held various positions at Ernst and Young LLP. Mr. Chiste holds a BBA in Accounting and is a Certified Public Accountant.

Falcone Group Development Team

JIMMY HANCOCK
Executive Vice President, Development and Project Manager
The Falcone Group
Mr. Hancock is responsible for oversight and execution of daily business affairs for The Falcone Group's multifamily development portfolio, including contracts, budgets, and project management/oversight. Prior to The Falcone Group, Mr. Hancock served as Vice President of Acquisitions and Development for Eastview Development, where he was involved in acquisitions, overseeing the investment due diligence process, asset financial reporting and structuring equity and debt investments. Prior to that, Mr. Hancock worked for Jack Nicklaus Companies and Guggenheim Capital and oversaw acquisition, asset management and business development. Mr. Hancock holds a BSM in Finance and Marketing from Tulane University.

MARCYLENE "MARCY" ANN ESFORMES
Executive Vice President, Property Operations
The Falcone Group
Marcy Esformes has over 25 years of property management industry experience with an emphasis on the planning of new developments, execution of lease up strategies, and repositioning of value-add properties through the implementation of creative marketing tactics. Mrs. Esformes has developed a reputation for building strong, talented, and professional operations teams dedicated to the highest levels of customer care, client service, and company growth. Prior to joining The Falcone Group, Mrs. Esformes served as Regional Vice President for ZRS Management. She was responsible for the operational oversight and business development of the company's South Florida property management portfolio which more than doubled under her leadership to include 32 assets and over 10,000 units.

RYAN WILLIAMS
Director, Acquisitions
The Falcone Group
Ryan Williams is a Director of development and acquisition opportunities with a predominant focus on the multifamily sector in the State of Florida. Prior to joining Encore Capital Management and The Falcone Group in 2013, Mr. Williams worked in the capital markets group at Jones Lang LaSalle in Miami, FL. Mr. Williams received his bachelor's degree from Washington and Lee University.

Steve Dougherty
Vice President
The Falcone Group
Based in South Florida, Steve will support the multifamily development team in all aspects of the project. Prior to joining the development team, Mr. Dougherty spent 4 years with the Encore accounting team where he was a Senior Accountant, overseeing the multifamily portfolio. Prior to joining Encore in 2014, Mr. Dougherty received his bachelor's degree in business from Florida Atlantic University.

Falcone Group Development Team Roles & Responsibilities

Arthur "Art" Falcone (Chairman & CEO) - Principal-in-Charge
As the principal of the Falcone Group with headquarters in South Florida, Art (former longtime resident of the City of Parkland where he and his wife Marcy raised their three children) actively oversees all potential and ongoing projects at the firm.

Alfonso Costa Jr. (Executive Vice President)
Alfonso will oversee the strategy of the project, with a concerted effort on coordinating between the Falcone Group, NSID and the community so that the public-private partners can execute seamlessly. Alfonso has unparalleled governmental experience having previously served as the Deputy Chief of Staff at the U.S. Department of Housing and Urban Development (HUD).

Joe DiCristina (President)
Joe will lead the Falcone Group on all aspects of the project to ensure successful execution.

John Chiste (Chief Financial Officer)
John is responsible for overseeing all financial aspects and capital compliance procedures of the project.

Anthony Juliano (Chief Investment Officer)
Anthony will lead the capitalization of the project.

Jimmy Hancock (Executive Vice President & Lead Project Manager)
Jimmy will oversee the day-to-day execution of the project, closely involved from the design process through construction and stabilization.

Marcy Esformes (Executive Vice President of Asset Operations)
Marcy will oversee the multifamily property operations to ensure that management and financial performance are within expectations and guidelines.

Ryan Williams (Director of Acquisitions)
Ryan will be initially involved in the conceptual planning and entitlement of the project. He will also manage the capitalization of the project.

Steve Dougherty (Vice President)
Steve will support the multifamily development team in all aspects of the project.

Edwin Ecclestone (Analyst)
Edwin will support the entire development team in the diligence and capitalization aspects of the project.

PROJECT TEAM

The Falcone Group team's experience is further enhanced by the collective project team that has been assembled for this RFP. Please see below for the various team members:

Falcone Group
Developer & Proposer
One Town Center Road, Suite 600
Boca Raton, FL 33486
Contact: Alfonso Costa Jr.

BC Architects
Architect
75 Valencia Avenue, Suite 1000
Coral Gables, FL 33134
Contact: Barbara Rivero, NCARB, R.A.

Valerin Group
Community Outreach Partner
2101 Vista Parkway, Suite 301
West Palm Beach, FL 33411
Contact: Cynthia McGrail

Urban Design Studio
Land Planner
610 Clematis Street, Suite CU02
West Palm Beach, FL 33401
Contact: Ken Tuma

Kaufman Lynn
General Contractor
3185 South Congress Avenue
Delray Beach, FL 33445
Contact: Jeff Zalkin

Thomas Engineering
Civil Engineer
6300 NW 31st Ave
Fort Lauderdale, FL 33309
Contact: Ryan Thomas, P.E.

Rhett Roy
Landscape Architect
412 North Andrews Avenue
Fort Lauderdale, FL 33301
Contact: Jaime Calabrese

GENERAL CONTRACTOR'S EXPERIENCE

Kaufman Lynn

Serving as the general contractor to the Falcone Group team, Kaufman Lynn is a full-service commercial development and construction company with extensive experience in a number of market sectors. Since 1989, Kaufman Lynn has built exceptional high-quality buildings and long-lasting relationships. Headquartered in Delray Beach, Florida, the company has more than 200 employees. Kaufman Lynn specializes in primarily private multifamily projects and public municipal projects, both focusing on urban renewal. KL has spearheaded a number of urban renewal projects through public agencies that have spurred rapid economic private investment later on.

KL Working with Local Public Agencies

In addition to KL's vast experience with similar mixed-use urban renewal projects, they also have a keen focus on public sector projects. They work with many municipalities throughout South Florida with a specialty in creating spaces that enhance the community and reflect the unique aspects of each area. Below is a list of South Florida public entities they are currently working with:

RELEVANT EXPERIENCE – Similar Projects and New Urbanism

The Falcone team has deep policy expertise and extensive experience collaborating with local bodies of government to execute public/private development projects. Many properties delivered by our team have involved working closely with City or County offices/departments of housing & community development—as well as planning & land use—in order to build inclusive communities that align with local stakeholders' goals and desires. **The projects below are prime examples of our ability to implement the characteristics of new urbanism into our development, with the first development ("The Rise Plantation Walk") exemplifying the collaborative success of the Falcone team.**

Plantation Walk

Address: 261 N University Dr, Plantation, FL 33324
Project Type: Mixed-Use
Residential Units: 700+
Retail Space: 130,000 Square Feet
Office Space: 160,000 Square Feet
Year Completed: 2021
Total Development Cost: $350 million

Developed by the Falcone team, The Plantation Walk master-planned development rests in the heart of Plantation, Florida. This impeccably-designed 31-acre mixed-use development includes more than 700 rental apartments, in excess of 130,000 square feet of retail, 160,000 square feet of Class A office, and a full-service hotel, all infused with resort-level hospitality in a walkable, seamlessly connected community for shopping, dining, living, playing and working. Plantation Walk is a 21st Century neighborhood where guests can take advantage of the community's strolling paths that encourage both residents and visitors to park their car and explore the community's shops, restaurants and green spaces on foot.

Paramount Fort Lauderdale

Address: 701 N Fort Lauderdale Beach Blvd, Fort Lauderdale, FL 33304
Residential condominiums: 95
Year Completed: 2017
Website: www.paramountresidences.com

Beachwalk Club

Address: 100 Beachwalk Club Dr, St Johns, FL 32259
Development Program: 800 homes, 600 multi-family units, 1 million square feet of retail
Year Completed: 2019
Website: www.clubbeachwalk.com

Miami Worldcenter (PUBLIC / PRIVATE DEVELOPMENT)

Address: 851 NE 1st Ave, Miami, FL 33132
Website: https://miamiworldcenter.com

At nearly 30 acres, the $4 billion Miami Worldcenter development achieves the heights of a world-class destination with 1,875 residential units, 300,000 square feet of retail, 600,000 square feet of office, 1,700 hotel rooms, and 500,000 square feet of event & expo space. As one of the largest private development in the United States, the Miami Worldcenter entails an Economic Incentive Agreement ("Agreement") between the Falcone Group and the Southeast Overtown / Park West Community Redevelopment Agency ("CRA")—the CRA is governed by a Board whose members are City of Miami Commissioners. The Agreement holds the development accountable for complying with specific requirements regarding local hiring of employees, wage rates to be paid, and use of local subcontractors and small business enterprises (SBEs) for both construction and goods & services. Monthly and quarterly reports are issued to a compliance monitor to track the development's progress.

REFERENCE CONTACTS

Tony Martins (Battalion Chief and Fire Marshal, City of Plantation)
Relevant Project: Plantation Walk
Contact information:
Phone: 954.553.9092
Email: TMartins@psd.plantation.org

Mayor Michael Udine (Mayor, Broward County)
Relevant Project: Paramount Fort Lauderdale
Contact Information: Sarah Kowal (Commission Assistant)
Phone: 954-357-7003
Email: SKOWAL@broward.org ; MUDINE@broward.org

County Commissioner Henry Dean (District 5 County Commissioner, St. Johns County)
Relevant Project: Beachwalk Club
Contact Information:
Phone: 904.209.0300
Email: bcc5hdean@sjcfl.us

Mayor Francis Suarez (Mayor, City of Miami)
Relevant Project: Miami Worldcenter
Contact information: Jeremy Schwarz (Senior Advisor and Counsel to the Mayor)
Phone: 305.250.5302
Email: JSchwarz@miamigov.com

PROJECT NARRATIVE AND CONNECTIVITY

The goal of this project is to create a active mixed-use community with a diverse mix of residential and commercial uses. Situated within the Heron Bay Golf Course, the development introduces four distinct areas: 1) A single-family neighborhood to the north, 2) A centrally located townhouse community, 3) An eclectic commercial center, located with prominent visibility to Nob Hill Road, and 4) A mid-rise multifamily community just west of the existing Marriott hotel.

When conceptualizing the site plan, we made sure to consider the needs and comfort of not only the proposed development, but also those of the existing neighborhood. We kept low density development towards the north and west sides of the of the site and clustered higher density buildings to the south and east, near to the adjacent Marriott hotel and Regus offices. Also, all along the edges of the development we have made purposeful connections to the existing Preserve Trail System.

The central passageway through is the development is the Main Promenade, which runs from the bridge at Nob Hill Road, and connects to the existing traffic circle near the hotel. This promenade will have wide pedestrian-friendly sidewalks along the retail shopfronts to the south and a lush landscaping buffer to the north. A similar pedestrian-friendly roadway intersects the Main Promenade and provides access to boutique office spaces and terminates at a waterside neighborhood plaza.

Single-Family Neighborhood

This residential enclave is nestled between two canals and features 48 homes on lots averaging 1/3 of an acre. The central linear road connects the neighborhood to the bridge at Nob Hill Road and to the commercial center further south. Taking advantage of the natural bend at the center of the site, we have located a clubhouse that will host social events and serve as the as an the community's living room.

Townhouse Community

Just south of the single-family neighborhood and west of the commercial center is an area devoted to townhouse development. We are proposing two different block configurations:

- A section of larger units with abundant outdoor space and views of the canal and golf course. These will serve as a transition from the lower density homes to the north.
- A section of more close-knit townhouses with smaller yards. These will also have golf course views as well as close proximity to the community clubhouse, pool and courts.

Commercial Center

Located to the south of the Main Promenade is the active core of the development. This center will feature a variety of commercial uses from big box anchors and mid-size retailers to specialty shops and restaurants. It will also include 30,000 SF of boutique office space. All will be easily accessible either by the generous sidewalks or conveniently located parking lots.

Multifamily Community

The westernmost parcel of the site will be dedicated to a vibrant 5-story multifamily community housing 300+ apartment units. The dwelling units will be divided among five separate structures rather than one large residential building. This was done to soften the transition between this site and the existing homes nearby and to create more opportunities for landscaping and views. Other features include a landscaped entry drive and drop-off, amenity building, and a pool deck with views of the canal and golf course. This community will have direct access from Heron Bay Blvd as well as connecting roads to the existing Marriott and Commercial Center.

PROPOSED SITE PLAN

AERIAL VIEW OF PROPOSED DEVELOPMENT

PROPOSED MIX OF USES

Residential

Single-Family

- 48 Single-Family Homes (lot areas averaging 1/3 acre)
- Community clubhouse

Townhomes

- 120 two- and three-Story Townhomes
- Community amenities including clubhouse, courts and pool

Multifamily

- 302 Multifamily apartment units (mix of one-, two-, and three-bedroom layouts)
- Community amenities including clubhouse, gym and pool

Commercial

- Two big box tenants (30,000 SF each)
- Three in-line tenants (12,000 SF each)
- Four out parcel tenants (5,000 SF each)
- 30,000 SF of flex office space.

Public Open Space

- Retail Promenade
- Neighborhood Green Open Plaza (79,000 SF)

PROJECT COMPONENTS

Residential

A South Florida community unlike any that has come before it: a vibrant residential and recreational preserve enriched by wilderness and wildlife, and the sounds and smells of nature. This extraordinary land is the platform for a higher purpose: to allow people to experience the magic of South Florida in its ultimate form.

Representative Images

Commercial / Office

A unique culture of innovation. It channels the creative energy of the past while providing the environment, attitude and tools of the future. Welcome to Parkland's next generation of innovators.

Representative Images

Retail

The outdoor market district in Heron Bay, featuring local food, wine, beer, spirits and crafts made on site by South Florida artisans. Stroll our contemporary designed, dog-friendly campus and savor the organic edible landscaping — a nod to the rich agricultural history of the area. Our community will soon be open and ready to greet you.

Representative Images

DEVELOPMENT SCHEDULE

PRE-CONSTRUCTION

	DURATION	START	STOP
CONTRACT		JUNE 2022	JULY 2022
DESIGN	6 MONTHS	JUNE 2022	DECEMBER 2022
APPROVALS	12 MONTHS	JUNE 2022	JUNE 2023
PERMITS	6 MONTHS	JUNE 2023	DECEMBER 2023
LAND CLOSING	SITE DEVELOPMENT PERMIT	DECEMBER 2023	

CONSTRUCTION

	DURATION	START	STOP
RESIDENTIAL			
SINGLE FAMILY HOMES	12 MONTHS	DECEMBER 2023	DECEMBER 2024
MULTIFAMILY, TOWNHOMES	18 MONTHS	DECEMBER 2023	JUNE 2025
COMMERCIAL RETAIL	18 MONTHS	DECEMBER 2023	JUNE 2025
COMMERCIAL OFFICE	18 MONTHS	DECEMBER 2023	JUNE 2025

PURCHASE TERMS

PROPERTY:	Parcel # 2, 4, 5, & 7 as depicted in RFP #2022-31.
INTENDED USE:	Single family residential, multifamily residential, and commercial retail and office.
PURCHASE PRICE:	Total: $38,500,000. Parcel 7 Allocation: $12,000,000.
SOURCE OF FUNDS:	Kaufman Lynn and Falcone & Associates will fund purchase proceeds from its own discretionary capital.
CONTRACT DELIVERY:	5 business days from agreement on terms.
DEPOSIT:	Buyer will deposit $300,000 in escrow within 3 business days after full execution of the Contract, $35,000 of which is to be treated as Deposit Funds as defined in the RFP. The Deposit shall become non-refundable to Buyer after expiration of the Inspection Period subject to non-appealable site plan approval.
INSPECTION PERIOD:	Buyer will have 120 days from Contract execution to: •Investigate the feasibility that the Property can be designed and constructed to accommodate Buyer's Intended Use. •Conduct various studies of the Property to determine, in Buyer's sole discretion, if the Property is suitable for its Intended Use.
CLOSING:	Subject to the below Conditions Precedent to Closing, the Closing on this Property will be 280 days following the 120-day Inspection Period.
CONDITIONS PRECEDENT TO CLOSING:	Closing will be subject to and conditioned upon the following: • Buyer's receipt of a final Land Use Plan Amendment, Rezoning, and non-appealable site plan approval allowing the Intended Use. • Buyer's receipt of Site Development Permit for the Intended Use. • Seller will deliver clear and marketable title at closing.
SELLER'S RESPONSIBILITIES:	• Seller to provide historical data and available due diligence materials as it relates to the Property. • Seller will cooperate and sign all reasonably required permits and development documents. • Seller will vacate the Property. • Seller will deliver clear and marketable title at closing.
CLOSING COSTS:	Seller shall be responsible for all state, county and local transfer taxes. Buyer will be responsible for its own title charges, survey expenses, deed recording fees and other investigation costs. Buyer and Seller shall each pay the fees and expenses of their respective legal counsel incurred in connection with the transaction.
APPROVALS:	Purchase is fully approved via our Investment Committee which governs our capital allocations.
CAPITALIZATION:	We will self-capitalize the equity portion via our own discretionary capital and managed investment funds. We intend to partner with one commercial construction lender on all uses for the project; loan to cost ratio will equate to a conservative level between 55 – 65%. Please note below for lender references.
PROJECTED PROPERTY TAX REVENUE:	$3,700,000 per annum.
PROJECTED SALES TAX:	$7,280,000 per annum.
PROJECTED NUMBER OF JOBS CREATED:	Permanent Job Creation: 750 Development & Construction Jobs: 1,100+

FINANCIAL ABILITY OF PROPOSER

The Falcone team has developed long-term, enduring, trust-driven financing relationships with many different firms. Below are several references which reflect such relationships (*please note that this list is not exhaustive):

Financing References:

Reference (1)

Name:	Florida Community Bank
Address:	2500 Weston Rd Ste 300, Weston, FL, 33331
Phone Number:	954.980.3798 / 954.984.3307
Contact Person:	Douglas E. Roberts
Title:	SVP, Middle Market Relationship Manager
Email Address:	droberts@fcb1923.com

Reference (2)

Name:	Truist Financial Corporation / BB&T
Address:	2 S Biscayne Blvd, Suite 140, Miami, FL 33131
Phone Number:	305.505.3580 / 954.233.0399
Contact Person:	Donny Duarte
Title:	Senior Vice President
Email Address:	dduarte@BBandT.com

Reference (3)

Name:	Synovus Financial Corporation
Address:	450 S. Orange Ave, Suite 600, Orlando, FL 32801
Phone Number:	407.616.6424
Contact Person:	Rich McCarey
Title:	Executive Director
Email Address:	richmccarey@synovus.com

Reference (4)

Name:	Citizens Financial Group
Address:	3475 Piedmont Road, NE, Suite 1260, Atlanta GA 30305
Phone Number:	678.665.4172
Contact Person:	Michael Beam
Title:	Senior Vice President
Email Address:	michael.beam@citizensbank.com

Reference (5)

Name:	Bank OZK
Address:	12615 Chenal Pkwy, Little Rock, AR 72211
Phone Number:	770.335.7800 / 404.870.6053
Contact Person:	C. Gregory Newman
Title:	Managing Director
Email Address:	gnewman@bankozarks.com