



Luxury Hotel, Retail Experience Proposal

**For the Purchase and Development of City Owned Properties Located at
290 Conference Center Drive**

DUE: August 20, 2020

City of Roseville
Attn: City Clerk Department
311 Vernon Street
Roseville, CA 95678

Electronic Copy sent to:

CityClerkroseville@roseville.ca.us

wwiley@roseville.ca.us



August 20, 2020

Rohit Ranchhod
rohit@hospitalitymgnt.com
American Hospitality Services, Inc.
9500 Aquafina Court,
Elk Grove, CA 95624
www.Americanhsi.com

Akki Patel
akki@letapgroup.com
Letap Group Inc,
950 Reserve Drive, Suite 110
Roseville 95678

Wayne Wiley
Economic Development Department
City of Roseville
311 Vernon Street
Roseville, CA 95678

Re: RFP – For the Purchase and Development of City Owned Properties Located at 290 Conference Center Drive

Dear Mr. Wiley:

We are pleased to present to the City of Roseville our proposal for acquisition and development for the subject property. American Hospitality Services (AHSI) has teamed up with the Letap Group Inc. (LGI) for the acquisition and development of the City owned property to bring an iconic and uniquely sought-after mixed-use commercial project. AHSI and LGI are prepared to enter negotiations to purchase the property with cash for \$10.05 a square foot for a total purchase price of \$4,815,558. The purchase price proposed is above the City's stated minimum valuation. The valuation is based on the maximum purchase price that the proposed project will support. The purchase price is within the price range noted by the appraisal; however, the ongoing revenues to the City associated with this proposal are very compelling. Direct revenues to the City for the first ten years are projected at nearly \$18 million. The proposed project will generate, significantly increased property tax, transient occupancy tax, sales tax and an estimated 455 permanent jobs with an annual payroll of more than \$22 million. We believe the ongoing revenues from our proposed project will demonstrate a superior financial return to the City as well as create a project of regional significance. AHSI and LGI will develop the property and adhere to the requirements described in the RFP. As a local company being the developer, and end user of the property, we can demonstrate a successful history developing similar sites that include multiple operational sites as well as five development projects underway in the region. While AHSI and LGI will

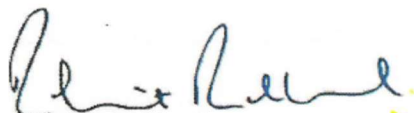
purchase the property with cash they enjoy the support of a partnership with Stonehill Capital for financial backing of the project development. Stonehill Capital is based out of Atlanta, GA. And they have completed over 78 Hotels, while investing \$1.5 Billion since 2012 and have financial resources of \$3 Billion.

AHSI AND LGI's development of the site will clearly meet the City's stated goals of their preferred development as follows:

- i. Development of the site will allow private capital investment thereby substantially increasing property tax generation. AHSI and LGI meet the City's stated goals for economic vitality by creating new jobs through new businesses and construction related jobs, immediate capital investment with the construction of multiple buildings including two hotels generating transient occupancy tax. The estimate capital investment of the project is \$95 million. The project includes retail, food service and entertainment providing for significant sales tax generation. The project will further enhance City finances by the payment of applicable development fees and converting the property from a tax-exempt condition to a taxable property. The project will generate revenues among the primary commercial revenue opportunities available to the City as follows:
 - a. Enhanced property tax
 - b. Sales Tax (retail, dining, and entertainment)
 - c. Transient Occupancy Tax (Two Hotels)
 - d. Development impact fee revenue on a large-scale project
- ii. The project will include multiple complementary uses including a luxury hotel, extended stay hospitality option along with unique and first of its kind in the region, dining, entertainment, and retail opportunities.
- iii. The retail experience will be like no other in the region being patterned after the Oxbow Public Market in Napa and Eataly of Chicago, NYC, and LA.
- iv. AHSI and LGI development will utilize the entire site available creating a cohesive, vibrant, and aesthetically pleasing project. The AHSI and LGI proposal considers the unique property configuration, highway visibility and surrounding uses including the Galleria and Fountains to create a one of a kind destination unique to the region.
- v. The project seeks to take the success of the Galleria and Fountains and raise it to a new level. The luxury hotel will provide an iconic architecture. The project will have a strong interface with the surrounding properties showcasing its unique architecture and corresponding experiences.
- vi. The project is projected to generate nearly \$18 million in direct revenues to the City over the first ten years of development and operation.

AHSI and LGI are local experienced developers, seasoned hospitality operators and retail and food service operators. They have the experience and financial capability necessary to acquire and develop the property. Time is of the essence and AHSI and LGI desires to acquire and develop the property with construction commencing in 2022 with business opening in 2023.

Sincerely,



Rohit Ranchhod
President and CEO
American Hospitality Services Inc.



Akki Patel
CEO and Owner
Letap Group Inc.

TAB A:

Firms Qualifications –

This proposal is a Joint Venture of American Hospitality Inc. (AHSI) and the Letap Group Inc. (LGI) which have partnered on multiple development projects and real estate transactions. Mr. Rohit Ranchhod will lead the team for AHSI and Akki Patel will lead the team for LGI. An overview of AHSI and LGI is provided below:

AHSI Team and Company Overview

American Hospitality Services Inc. (AHSI) is a full spectrum Development Company acting as sponsor, operating partner, and asset manager of commercial real estate. As a company based in Sacramento AHSI focuses its operations on Northern California. AHSI success comes from relationship-based development coupled with world class operational standards.

Mr. Rohit Ranchhod is the President and CEO of American Hospitality Services, Inc. and has extensive experience with hotel and retail development. Mr. Ranchhod's career consists of the development, operations and management in the hospitality and food industry for over 35 years. Mr. Ranchhod has been responsible for the planning, design, franchise acquisition, loan approval, FF&E procurement, budget analysis, pre-opening logistics and post opening management and operations for multiple developments throughout California. He currently manages and supervises 8 hotel properties under the banners -- Marriott, Hilton, IHG and G6.

Mr. Ranchhod is an expert in the Immigrant Investor Program (EB-5) as a Principal in California State Regional Center that specializes in EB-5 investment across Northern California. Prior to building his current hotel portfolio, Mr. Ranchhod sat on the California Restaurant Association Board for over 20 years and is a member of the Owner's Council of the California Hotel & Lodging Association.

He is also active in the community and serves as a co-founder and proud board member of the Jags Solanki Memorial Fund for Ovarian Cancer, a 501(c)3 that raises money for cancer research. He is a member of the famed Sutter Club in Sacramento, and previously served as a board member for the California Restaurant Association.

Mr. Ranchhod and his Hospitality Management team facilitate operations, marketing, training, data tracking, inventory review, and provide constant customer service enhancements to their guests.

Additional members of the AHSI executive team consists of:

Mr. Vinod Patel – COO & Part Owner

Mr. Nitin Mohan – CFO,

Mr. Rajen Ranchhod – VP of Operations and Maintenance

Mrs. Paola Stump – Head of Quality Assurance

Ms. Bali Sangha – Director of Guest Relations.

AHSI has maintained stable staffing levels over the past five years with an average annual employee base of 320 employees.

AHSI is value added in any development proposal it participates in by:

- ✓ Being approved to operate by all major hotel brands
- ✓ Providing a full turnkey management solution for a wide range of properties throughout Northern California
- ✓ Having access to EB-5 financing
- ✓ Owning and operating eight (8) hotel properties, with an additional four in development

Letap Group, Inc. Team and Company Overview

The Letap Group Inc. is a family organization that has been in real estate development, construction and the food and beverage business since 1999 in major markets throughout northern California and Reno, Nevada.

The Letap Group team consists of Mr. Akki Patel - CEO and Owner, Mr. Kevin Hansen – COO, Ms. Susan Berry VP of Operations, Mr. Victor Chiang – VP of Development & Leasing, Mr. Al Hibbard VP of Leasing, Ms. Devangi Karsaliya CFO. The Letap Group represents close to 900 restaurants as a local franchisor for Subway®. Mr. Akki Patel, CEO of Letap Group, was awarded the Subway Franchisee of the Year award in 2017. Mr. Patel holds a B.S. in Accountancy and an MBA in Finance from the University of San Diego. He also leads all new strategic partnerships for Letap Group.

The holdings of Letap Group are comprised of Franchise Restaurants, Development Agent Territories for Subway®, and Commercial Real Estate. Mr. Patel's has grown his business from one restaurant in 1998 to over 68 restaurants today, currently overseeing 900 Subway locations. The portfolio includes restaurants in universities, military bases, hospitals, mall and outlet food courts, office parks, and other traditional retail settings.

The Letap Group has a portfolio of office buildings and retail centers, some of which are owner occupied while the rest is rented space. Mr. Patel's family has been in the construction business for over 50 years. With his dedicated team, they have developed several high-end to mid-level commercial and residential projects in India. They are currently developing an eco-friendly, luxurious 50-unit high-end apartment building.

Letap Group currently employs over 1000+ employees within California and Northern Nevada. Letap has an employee base that has grown more than 500 employees over the past five years

LGI is a customer- and employee-centric company that continuously strives for excellence in all aspects of business:

- ✓ Mr. Patel is highly active in the business and plays key roles in its daily operations.
- ✓ The Letap Group takes great pride in representing some of the finest employees, businesses, and communities.

Development Team and Consultants:

- AHSI and LGI– Mr. Ranchhod and Mr. Patel.
- MWT Architects and the design team will be led by Mark Teidemann
- TRI Commercial led by Abdul Ejaz, will provide property acquisition assistance.
- Land development consultant, Chris Robles Consulting LLC will provide due diligence services, development strategy and compliance assistance.
- Civil Engineering, will be led by Greg Bardini, Principal at Morton and Pitalo Engineering
- Land Use Counsel, will be provided by Marcus J. Lo Duca
- Marketing and leasing will be provided by David Scanlon of Cushman Wakefield
- Contractor, and Sub Contractors have not been selected at this time. The AHSI and LGI development team has relationships with a number of contractors and vendors. The AHSI and LGI team will conduct a selection process for qualified General Contractor, and Sub Contractors and vendors pending award of the proposal.

TAB B:

Experience and References -

AHSI and LGI have direct development experience with ground up development in Sacramento, Modesto, Elk Grove, Lathrop, Lincoln, Lodi, Woodland and Winters.

Project Portfolio

AHSI Projects - AHSI has been an active developer of hospitality projects. Listed below are several projects either under development or completed within the past five years.

AC Hotels by Marriott- Sacramento CA



Rooms: 179
Open Date: Fall 2021

AHSI - Developer & Management

Courtyard by Marriott - Modesto CA



Rooms: 85
Open Date: Fall 2021

AHSI - Developer & Management

Courtyard by Marriott- Elk Grove CA



Rooms: 85
Open Date: Fall 2021

AHSI - Developer & Management

Fairfield Inn & Suites – Lathrop CA



Rooms: 72
Open Date: Fall 2021

AHSI - Developer & Management

Fairfield Inn & Suites – Winters CA



Rooms: 72
Open Date: June 2021

AHSI - Developer & Management

Hilton Curio “The Exchange”– Sacramento CA



Rooms: 100
Open Date: October 2020

AHSI - Developer & Management

Fairfield Inn and Suites– Lodi CA



Rooms: 72
Open Date: May 2020

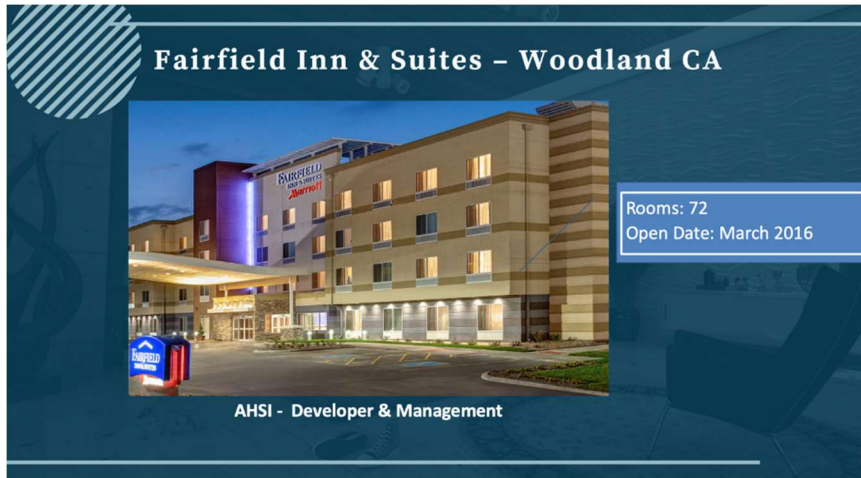
AHSI - Developer

Residence Inn by Marriott– Modesto CA



Rooms: 95
Open Date: August 2018

AHSI - Developer & Management



Letap Projects



Statement of Qualification - The AHSI and LGI team is an experienced developer of hospitality, food service and retail. The team is an existing successful working team and it has not been generated solely for the purpose of this request for proposal.

The AHSI and LGI management team is outlined in the organization chart below. The team has deep hospitality and food service, as well as active development experience.

Financial Capabilities – AHSI and LGI would purchase the property with cash at \$10.05 per square foot for a purchase price of \$4,815,558. In addition to the land cost the project proposes a significant capital investment of approximately \$95 million. A breakdown of the estimated project costs is provided below:

TENTATIVE PROJECT COST

Project Name:	ROSEVILLE PROJECT		
Site Address:	CONFERENCE CENTER DRIVE		
Contact Name:	Rohit	Acres	11
		Land sq. Feet	479,160.00

	Rooms	% of Sq.Ft	Sq. Foot	Cost	Cost Per Sq. Foot
Construction Cost 132 ROOM Hotel	132	29.37%	64,000	\$ 14,848,000	\$ 232
Construction Cost 123 ROOM Hotel	123	33.96%	74,000	\$ 15,984,000	\$ 216
Construction Cost 2-Story Office		18.36%	40,000	\$ 10,000,000	\$ 250
Construction Cost Artisan Retail Suite 1	12.50%	2.29%	5,000	\$ 1,125,000	\$ 225
Construction Cost Artisan Retail Suite 2	12.50%	2.29%	5,000	\$ 1,125,000	\$ 225
Construction Cost Artisan Retail Suite 3	5.00%	0.92%	2,000	\$ 450,000	\$ 225
Construction Cost Artisan Retail Suite 4	12.50%	2.29%	5,000	\$ 1,125,000	\$ 225
Construction Cost Artisan Retail Suite 5	12.50%	2.29%	5,000	\$ 1,125,000	\$ 225
Construction Cost Artisan Retail Suite 6	12.50%	2.29%	5,000	\$ 1,125,000	\$ 225
Construction Cost Artisan Retail Suite 7	12.50%	2.29%	5,000	\$ 1,125,000	\$ 225
Construction Cost Artisan Retail Suite 8	3.50%	0.64%	1,400	\$ 315,000	\$ 225
Construction Cost Artisan Retail Suite 9	3.75%	0.69%	1,500	\$ 337,500	\$ 225
Construction Cost Artisan Retail Suite 10	12.50%	2.29%	5,000	\$ 1,125,000	\$ 225
Contingency.....		100.00%	217,900	\$ 3,000,000	\$ 14
Architect & Plans.....				\$ 1,250,000	\$ 5.74
Permits and Impact Fees.....				\$ 3,700,000	\$ 17
Construction Loan Fee.....				\$ 600,000	\$ 2.75
Land.....				\$ 4,815,558	\$ 10.05
Furniture, Fixtures and Equipment-Hotels				\$ 5,610,000	\$ 26
Furniture, Fixtures and Equipment-Retail				\$ 6,400,000	
Furniture, Fixtures and Equipment-Office TI's				\$ 5,200,000	
Signage.....				\$ 276,000	\$ 1.27
Site Work				\$ 5,749,920	\$ 26
Grading & Paving				\$ 800,000	\$ 4
Landscaping				\$ 800,000	\$ 3.67
Water & Sewer Installation				\$ 650,000	\$ 2.98
Off-Site Parking Mitigation Fees				\$ -	\$ -
State Water Acquisition				\$ -	\$ -
Franchise Fee Hotel.....				\$ 180,000	\$ 1
Appraisal.....				\$ 12,500	\$ 0
Working Capital.....				\$ 250,000	\$ 1.15
Interest Reserves.....				\$ 3,650,000	\$ 17
Feasibility Study.....				\$ 12,500	\$ 0
Environmental.....				\$ 3,600	\$ 0
Title & Escrow.....				\$ 36,000	\$ 0
Property Taxes.....				\$ 37,600	\$ 0.17
Insurance.....				\$ 260,000	\$ 1
Development Fees				\$ 960,000	\$ 4
Processing Fee.....				\$ 30,000	\$ 0
Underwriting.....				\$ -	\$ -
SBA Fee.....				\$ -	\$ -
Permanent Loan Fee.....				\$ 600,000	\$ 2.75
Telephone System.....				\$ -	\$ -
Other_City Contribution.....				\$ -	\$ -
TOTAL PROJECT COST				\$ 94,693,178	\$ 434.57

The project is a privately financed venture and the project proponents will provide all financing necessary, and there is no funding request of the City. With the City's generous action to make the land available, AHSI and LGI will take on the financing necessary to develop -both hotels and retail/office. AHSI and LGI currently maintains credit with multiple financial institutions both local and national with relationships with private investment as well as access to EB 5 financing. Notable financial relationships include Wells Fargo & Stonehill Capital. Those commitments are in the high seven (7) figures. We have the necessary access to capital and financing to complete the project.

For the land purchase AHSI & LGI will be paying cash via a Wells Fargo account. Development will be financed through Stonehill Capital.

Stonehill is a direct hospitality lender that is actively providing permanent loans, bridge loans, mezzanine loans and preferred equity investments secured by hotel assets. Founded in 2013, Stonehill provides creative finance solutions for acquisitions, recapitalizations, refinancing, and renovations. The principals of Stonehill have combined to originate and structure over \$3.0 billion of hospitality debt, and since closing their first fund in 2014, Stonehill has completed more than 100 transactions totaling over \$1.5 billion. Stonehill Capital.com

References -

AHSI and LGI have long standing business relationships in the hospitality industry with all major brands represented. Letters of reference are provided from Marriott, Hilton, and Hyatt along with financial partner Stonehill. Not only do AHSI and LGI have relationships with the top three hospitality brands, each has provided a letter of support along with a letter from financial partner Stonehill. The reference letters are provided below:



Marriott International, Inc.
Lodging Development

915 Highland Pointe Drive
Suite 250
Roseville, CA 95678

Robert A. Sanger
Area Vice President
916-724-5234
714-464-5496 Fax

July 22, 2020

To Whom It May Concern:

I have known Rohit Ranchhod and Akki Patel of American Hospitality Services (AHS) for over 14 years and have had the opportunity and pleasure to work with them on several Marriott-branded development projects in the greater Sacramento area. As a highly-valued Marriott franchisee, AHS develops and operates outstanding hotels in Northern California.

I'm very familiar with the City-owned site that is located adjacent to the Westfield Galleria Mall. I would be interested in working with AHS to develop a Marriott-branded hotel on your site.

As always, I look forward to working with the AHS team on Marriott-branded development projects. I am confident that you, too, will find AHS to be a valued partner.

Please feel free to contact me at (916) 724-5234 should you have any questions about AHS' development qualifications.

Sincerely,

Robert A. Sanger
Area Vice President Lodging Development



Corey Mitchell
 Senior Director Development
 Southwest Region
 Based In Phoenix
 5694 Mission Center Rd, Suite 602 #895
 San Diego, CA 92108
 PH: 310-462-1320
 corey.mitchell@hilton.com

April 9, 2020

Rohit Ranchhod
 American Hospitality Services Inc.
 Akki Patel
 Letap Group

RE: Hilton development interest for Convention Center Drive in Roseville, CA

Dear Rohit, Akki,

This letter is to serve as confirmation of Hilton's interest in exploring a hospitality development opportunity with you in Roseville, CA located on Convention Center Drive. We are very familiar with the site and the immediate neighborhood. We believe it is a great match for one of our Hilton family brands.

We understand our discussions with you are preliminary in nature, but based on the information you have shared we have a strong interest in continuing to explore this opportunity. To gain a better understanding about all the brands of Hilton, please visit <https://www.hilton.com/en/corporate/>.

Should you have any questions or comments please feel free to contact me at corey.mitchell@hilton.com or at 310-462-1320. I look forward to working with you again.

Sincerely,

Corey Mitchell
 Senior Director Development
 Southwest Region
 Hilton

**WE ARE HILTON
 WE ARE HOSPITALITY**





Nirav A. Shah
Regional Vice President
Development

Hyatt Hotels Corporation
150 North Riverside Plaza
Chicago, IL 60606
T: +1 312.700.5689
nirav.shah@hyatt.com

VIA EMAIL

August 6, 2020

Akki Patel – Letap Group
Rohit Ranchod – American Hospitality Services
rohit@hospitalitymgmt.com
akki@letapgroup.com

Re: Proposed hotel development in Roseville, CA

Dear Akki & Rohit,

This letter is to serve as confirmation of Hyatt’s interest in exploring a hospitality development opportunity with you for a site in Roseville, CA located on Convention Center Drive. We have had a long standing professional relationship with The Letap Group & American Hospitality Services and would welcome the opportunity to work with you on the proposed site. Through our the lens of our existing presence in Roseville (Hyatt Place Roseville), we are familiar with the proposed site, the lodging market as well as its potential. We believe the city of Roseville continues to be a good strategic fit for our family of brands. To better understand all the Hyatt brands, please visit www.hyattdevelopment.com.

Although I strongly support this project, formal approval would be subject to your partnership’s submittal of a complete franchise application and our subsequent internal review and approval process. This letter is not intended to be binding upon the parties or construed as a contract or contain contractual obligations, but serves as a statement of our mutual understanding to enhance our brands together.

We look forward to exploring this exciting opportunity further with you.

Sincerely,

Nirav Shah

Nirav Shah
Regional Vice President, Development
Hyatt Hotels Corporation

A Member of Hyatt Hotels Corporation





3500 Lenox Road
Suite 625
Atlanta, GA 30326

Stonehill
One Alliance Center
3500 Lenox Road, Suite 625
Atlanta, GA 30326

Re: Letter of Support

To: City of Roseville,

Since meeting both Mr. Rohit Ranchhod and Mr. Akki Patel, they have been working diligently together on various development projects. With Rohit being the principal of Hospitality Management, Inc. & American Hospitality Services, Inc., and Akki as the principal of the Letap Group, Inc; their extensive experience with hotel and commercial development makes them strong partners to work alongside. We are financing various projects for Rohit and Akki and partnered on the downtown Sacramento 179 Room Marriott AC project that is in final architectural and being submitted to the City of Sacramento soon.

Best Regards,

Mathew Crosswy
Stonehill President

TAB C:

Project Team Organization Chart –



Qualifications of Team –

AHSI AND LGI as the Owner, Operator and Developer will have its project team operating under the direction of owner Rohit Ranchhod and Akki Patel. All aspects of the project including acquisition, development, and operations will be led by Mr. Ranchhod and Mr. Patel.

Rohit Ranchhod
rohit@hospitalitymgnt.com
American Hospitality Services, Inc.
9500 Aquafina Court,
Elk Grove, CA 95624
www.Americanhsi.com

Akki Patel
akki@letapgroup.com
Letap Group Inc,
950 Reserve Drive, Suite 110
Roseville 95678

MWT Architects – Mark W. Tiedemann, AIA and MWT provide specialized hotel, resort, and high-end mixed-use architectural design, planning and construction consultation services. MWT is a full-service development firm providing services from design to construction completion with all services in between. MWT provides services worldwide and is a single source for innovative design solutions. Since 1994 MWT has worked on hundreds of projects ranging in valuation from \$5 million to \$600 million. MWT projects span from North America, Central America to the Middle East. A detail of MWT’s qualifications and services is included in the appendix.

Mark W. Tiedemann, AIA
Mark@hotelplans.com
Tele: 702.275.7852
Las Vegas, NV

TRI Commercial with representation by Abdul Ejaz will assist in crafting the property acquisition documents. Mr. Ejaz specializes in hospitality, commercial and investment property transactions. He has represented AHSI AND LGI for multiple commercial and hospitality properties, implementing strategies for new acquisition, development, and various entrepreneurial endeavors. Mr. Ejaz’s resume is included in the appendix.

TRI Commercial
532 Gibson Drive Suite 200
Roseville CA 95648
Tele: 916-696-0013
abdul.ejaz@tricommercial.com

Chris Robles Consulting LLC. - Chris Robles has 30 years of Municipal Planning and Development experience. Mr. Robles will aid in property due diligence and project compliance. Mr. Robles retired from municipal service in 2018, and in the same year Mr. Robles established Chris Robles Consulting LLC. He now provides services to the private development industry on property due diligence and land development strategies. Mr. Robles qualifications are included in the appendix.

Chris Robles Consulting LLC
532 Gibson Drive Suite 200
Roseville CA 95648
Tele: (916) 759-5940
chrisroblesconsulting@gmail.com

Morton & Pitalo Engineering (M&P)– Led by Principal Greg Bardini, M&P is uniquely qualified as the project Civil Engineer as they have provided engineering services for the subject site for the past proposals and they have had a long standing business relationship with the City of Roseville as well deep industry experience in hospitality developments.

Gregory J. Bardini, P.E.

MORTON & PITALO, INC.

75 Iron Point Circle, Suite 120

Folsom, CA 95630

Direct: (916) 496-8763

Tele: (916) 984-7621 ext. 142

Fax: (916) 984-9617

gbardini@mpengr.com

Law Offices of Marcus J. Lo Duca – Mr. Lo Duca will be lead land use Counsel on the project. Mr. Lo Duca has practiced solely in the areas of land use and environmental law, representing residential, commercial and industrial builders, developers and property owners throughout the greater Sacramento region and in selected cities and counties throughout California, including handling development projects throughout the land use entitlement process, drafting of development agreements (nearly 40 stand-alone development agreements and two dozen major development agreement amendments) and other development documents, and all aspects of the administrative process.

Law Office of Marcus J. Lo Duca, P.C.

3200 Douglas Blvd. Suite 300

Roseville, CA 95661

Tele: 916-774-1636 Ext. 300

Fax: 916-774-1646

www.loducalaw.com

Cushman and Wakefield – David Scanlon will head up the marketing and leasing team for the office and retail component. Mr. Scanlon and his team at Cushman Wakefield establish the marketing, branding, and leasing format for the project to create a retail and dining experience unique to the region. Mr. Scanlon has provided the marketing and leasing for such notable projects as China Live, San Francisco; Ice Blocks, Sacramento, and Downtown Commons Sacramento

David Scanlon

Cushman and Wakefield

David.scanlon@cushwake.com

Tele: 707-628-4446

TAB D:

Project Understanding –

As presented, the City of Roseville is seeking development proposals and disposal of one parcel totaling 11 acres located at 290 Conference Center Drive. AHSI AND LGI is prepared to enter negotiations to purchase the property above the City's stated minimum price per square foot and is proposing a cash purchase at \$10.05 per square foot.

The property is zoned Regional Commercial with a Regional Commercial land use and the City is seeking development proposals consistent with the existing zoning and land use designation. The proposed project includes two hotels retail including food and beverage and office all of which are principally permitted within the Regional Commercial zoning. The project is consistent with the zoning and land use.

As stated, the request for proposal the City is seeking "development proposal that consists of retail, dining, office and /or other employment opportunities." The proposed project provides the sought-after retail, dining, office, and other employment opportunity in the form of two hospitality options.

The request for proposal further states that "Projects will be assessed based upon:

- Their positive economic impact to the City of Roseville through the generation of sales tax and/or transient occupancy tax, job creation and capital investment.
- The incorporation of multiple uses that are integrated with strong design elements.
- The project's regional significance and ability to add an "iconic" addition to the Roseville landscape.
- The project's connectivity and interface with surrounding properties.

The proposed project exceeds the City's expectation of a positive fiscal impact as the project will generate sales tax, TOT, and property tax from a \$95M capital investment and creation of nearly 455 jobs. The project incorporates four primary uses: hospitality, retail, food and beverage and office. The design of the project will provide a dynamic signature architecture that is vibrant and encourages interaction of uses. With Roseville's first luxury hotel project and a retail and dining experience typically found in larger markets such as LA, NYC and Chicago the City's goal of an iconic project will most certainly be met. The project will leverage the success of the Galleria and Fountains and raise it to a new level by having a strong interface with the surrounding properties showcasing its unique architecture and corresponding experiences. The project development team believes that the proposed project delivers on every goal stated by the City.

While the architectural theme and detail along with the product mix are still being developed, we are excited to share the vision of what could be on the City's 11-acre site.

TAB E:

Development Plan – The project is a dynamic mix of uses including a luxury hotel, extended stay option and a retail food and beverage concept not seen in the region along with an office job center. The property is zoned Regional Commercial with a Regional Commercial land use the proposed project includes two hotels retail including food and beverage and office all of which are principally permitted within the Regional Commercial zoning. The project is consistent with the zoning and land use. The overall project square footage will be between 220,000 to 240,000 yielding a floor area ratio of approximately 50 percent. The general mix of tenants and square footage is noted in the table below.

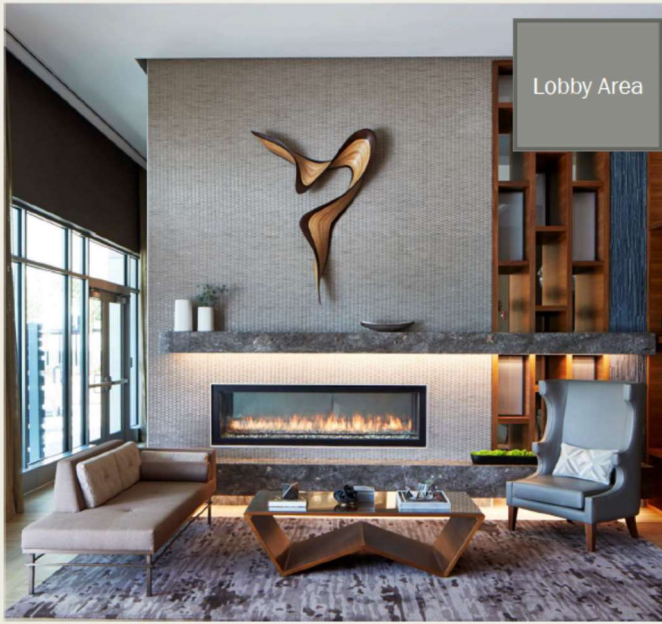
<u>Structure ID</u>	<u>Proposed Use</u>	<u>Ground Floor Area (sf.) +/-</u>	<u>Highest Floor</u>
A	Hotel 1	64,000	5
B	Hotel 2	74,000	4
C	Restaurant 1	5,000	1
D	Restaurant 2	5,000	1
E	Craft Brewery 1	5,000	1
F	Craft Brewery 2	5,000	1
G	Artisan Retail Suite	600	1
H	Artisan Retail Suite	600	1
I	Winery + Painting Studio	1,500	1
J	Gelateria	5,000	1
K	Fresh Fruit Stand	5,000	1
L	Champagne Bar	5,000	1
M	2-Story Office Space	40,000	2
	Total	224,200	

Luxury Hotel

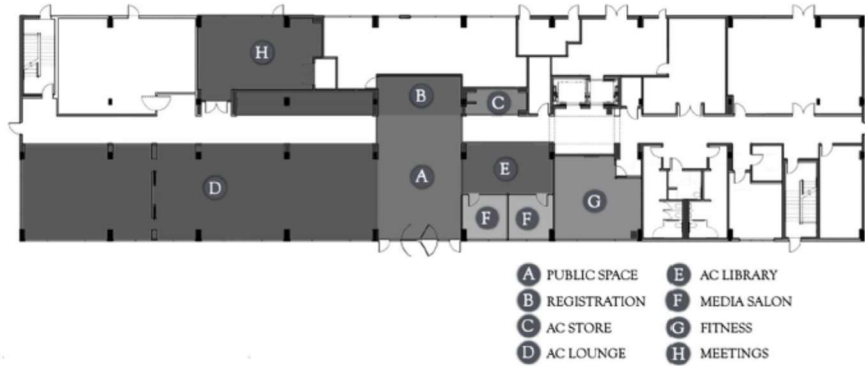
A five-story luxury hotel of 132 rooms of which will be the first of its kind in Roseville is planned as the signature iconic element within the project. We believe the subject property is the only property within the City capable of supporting a luxury hotel. The planned design details are illustrated in the following graphics.



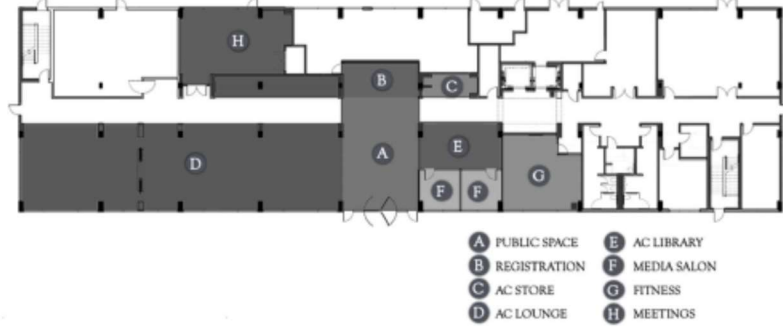
Hotel Prototype 1



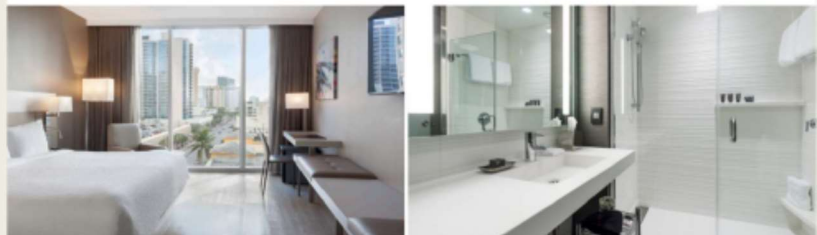
PROTOTYPICAL GROUND LEVEL LOBBY ADJACENCIES + ZONING PLAN



PROTOTYPICAL GROUND LEVEL LOBBY ADJACENCIES + ZONING PLAN



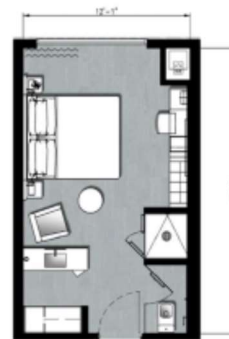
GUEST ROOM LAYOUT



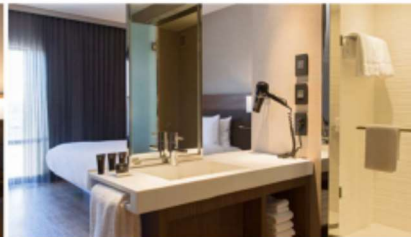
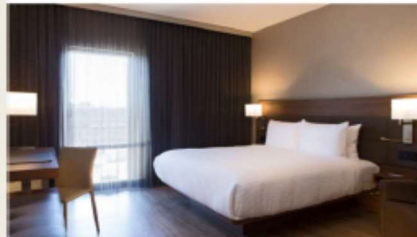
SUMMARY	QUANTITY	TOTAL (SF)
Total Number of Guestroom Room Floors	4	
Total Number of Floors	5	
Guest Spaces		56,280
Back-of-House		6,200
Total Net Building Area		62,480
Walls and Shafts (Estimated)		4,374
Total Gross Building Area		66,854
Total Square Feet per Room		506

Alternate/Metro King Program		
SUMMARY	QUANTITY	TOTAL (SF)
Total Number of Guestroom Room Floors	4	
Total Number of Floors	5	
Guest Spaces		52,676
Back-of-House		6,200
Total Net Building Area		58,876
Walls and Shafts (Estimated)		4,121
Total Gross Building Area		62,997
Total Square Feet per Room		477

GUEST ROOM LAYOUT



Alternate King



GUEST SPACES	QUANTITY	PERCENTAGE	UNIT AREA	TOTAL NET (SF)
Lobby Areas				
Lobby				
Front Desk				
Library				
Media Salon				
Public Circulation				
Public Restrooms				
Lobby Areas Total				4,050
Food & Beverage Front-of-House				
Lounge + Bar				2,600
Kitchen				350
Food & Beverage Front-of-House Total				2,950
Recreation Facilities				
Fitness Center				1,000
Swimming Pool - Optional (Not Included)				
Retail				
Market				100
Meeting Spaces				
Media Salon (2)				300
Meeting Room				650
Meeting Room Storage				50
Meeting Spaces Total				1,000
Guestrooms				
Standard King	53		316	16,748
Metro King	26	60-65%	248	6,448
Accessible King*	5		378	1,890
Standard Double/Double	45		316	14,220
Accessible Double/Double*	3	35-40%	378	1,134
Guestroom Total	132			40,440
Guestroom Corridors & Support				
Corridors/Elevator Lobby				
Stairs				
Hydration Station				
Guestroom Corridors & Support Total				6,740
TOTAL GUEST SPACES				56,280

BACK-OF-HOUSE	TOTAL NET (SF)
Administration	
General Manager Office	
Sales Office	
Work Room	
Luggage	
Employee Areas	
Break Room	
Employee Restrooms	
Engineering & Maintenance	
Engineer Maintenance Office	
Food & Beverage Back-of-House	
Food Preparation	
Food Preparation Storage	
Laundry	
Laundry Room	
Housekeeping	
Linen and Linen Chute Rooms	
Storage	
Elevators	
Elevators	
Elevator Equipment Room	
Property Technology	
Computer/Telecom	
Mechanical, Plumbing & Electrical	
Mechanical	
Electrical	
Back-of-House Circulation	
TOTAL BACK-OF-HOUSE	6,200

Extended Stay Hotel

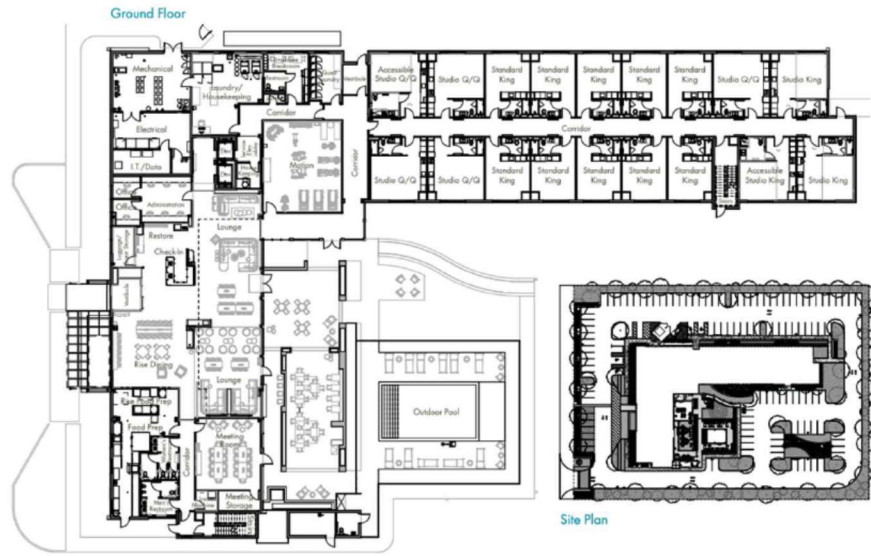
The second hospitality offering is an extended stay product type which has stayed in good demand even through Covid 19. Extended stay options are business focused and the proposal will include many of the features of the future that are focused on guest safety.





Front Elevation

SITE SUMMARY	
Building Length	254 feet
Building Depth	166 feet
Land	2.58 acres
Parking	123 spaces
Data is based on a Gen 2.5, 123-room prototype hotel.	

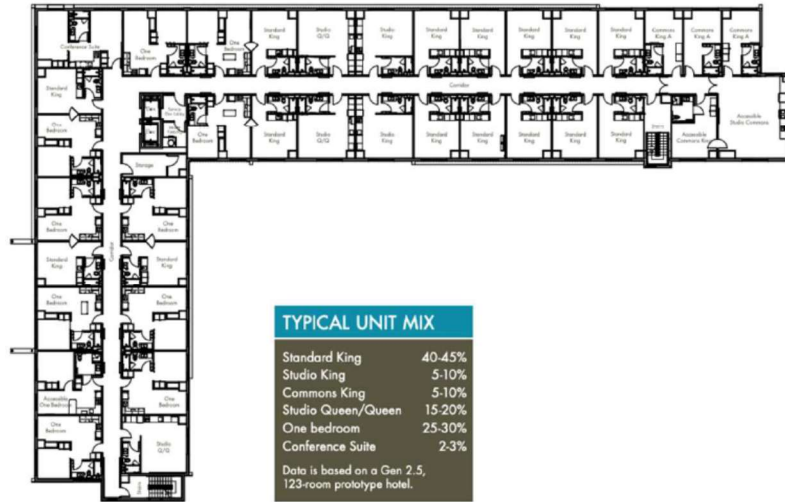


Ground Floor

Site Plan



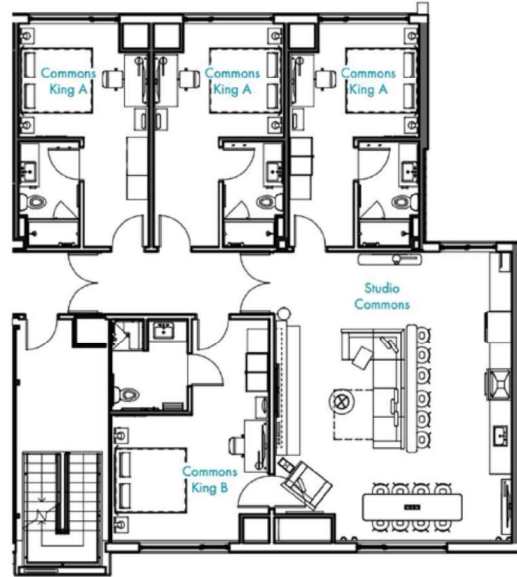
Typical Floor





An Innovative Approach to Group Travel

The Studio Commons communal room design offers a variety of seating, dining, working and media options for group travel. Each communal room can service 3 keys in close proximity and 1 key with direct walk off access.



GUEST SPACES					BACK-OF-HOUSE	
	QUANTITY	PERCENTAGE	UNIT AREA	TOTAL NET (SF)		TOTAL NET (SF)
Lobby Areas					Administration	
Entrance Vestibule, Reception,					Administration	
Lounge, Rise Dining, Public Circulation,					Office	
Public Restrooms					Luggage	
Total Lobby Areas				3,464	Employee Areas	
Food & Beverage Front-of-House					Break Room	
Rise Food Prep				79	Employee Restrooms	
Recreation Facilities					Food & Beverage Back-of-House	
Fitness Center				824	Food Preparation	
Swimming Pool (Outdoor - Not Included)					Food Preparation Storage	
Pool Restroom				56	Laundry	
Pool Equipment / Storage				122	Laundry Room	
Recreation Facilities Total				1,002	Housekeeping	
Retail					Linen and Linen Chute Rooms	
Market				129	Storage	
Meeting Spaces					Janitor	
Meeting Room				525	Elevators	
Meeting Room Storage				95	Elevators	
Meeting Spaces Total				620	Elevator Equipment Room	
Guestrooms					Property Technology	
Standard King	47	35-40%	323	15,181	Computer/Telecom	
*Accessible Standard King	1		323	323	Mechanical, Plumbing & Electrical	
Commons King A	6	5-10%	270	1,620	Mechanical	
Commons King B	1		326	326	Electrical	
*Accessible Commons King	1		324	324	Back-of-House Circulation	
Studio King	11	10-15%	387	4,257		
*Accessible Studio King	1		387	387		
Studio Queen / Queen	25	22-27%	408	10,200		
*Accessible Studio Queen / Queen	2		408	816		
One Bedroom	24	20-25%	451	10,824		
*Accessible One Bedroom	1		452	452		
Conference Suite	2	2-3%	542	1,084		
*Accessible Conference Suite	1		542	542		
Studio Commons			639	639		
Accessible Studio Commons			639	639		
Guestroom Total	123			47,614		
Guestroom Corridors & Support						
Corridors/Elevator Lobby,						
Stairs, Ice, Guest Laundry						
Guestroom Corridors & Support Total				10,115		
TOTAL GUEST SPACES				63,023		
					TOTAL BACK-OF-HOUSE SPACES	4,528
					SUMMARY	QUANTITY
						TOTAL (SF)
					Total Number of Guestroom Room Floors	4
					Total Number of Floors	4
					Guest Spaces	63,023
					Back-of-House	4,528
					Total Net Building Area	67,551
					Walls and Shafts (Estimated)	6,434
					Total Gross Building Area	73,985
					Total Square Feet per Room	602

Food Beverage/Retail

The retail experience will be like no other in the region being patterned after the Oxbow Public Market in Napa and Eataly of Chicago, NYC, and LA. The tenant mix will consist of local brands of preference with key regional and national tenants that promote the values of artisan food, wine, and brews. The market space will be an indoor-outdoor event taking advantage of the many warm sunny days in Roseville. The outdoor spaces will be a public gathering area with space to accommodate the occasional music or entertainment event. The following graphics illustrate some of the design intent of the market.

2- Story Office Prototype 25,000+/- sq.ft

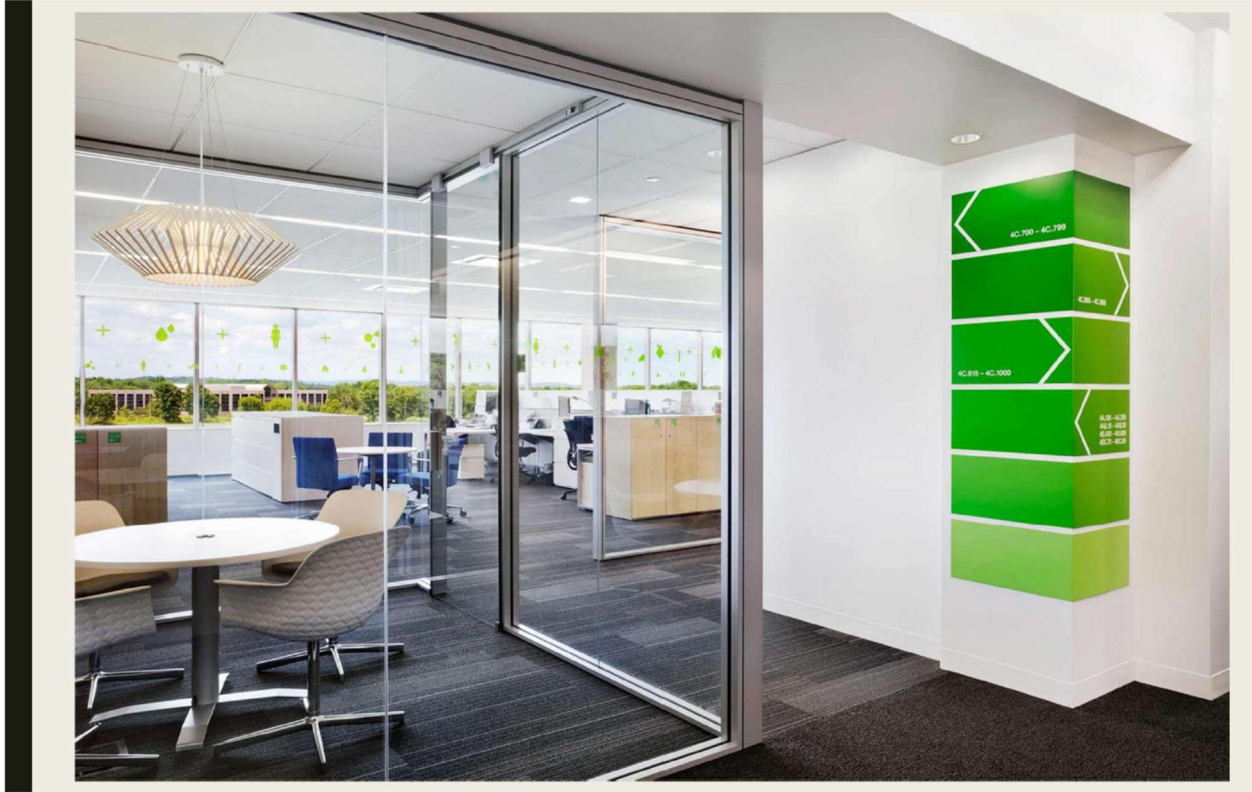




Office

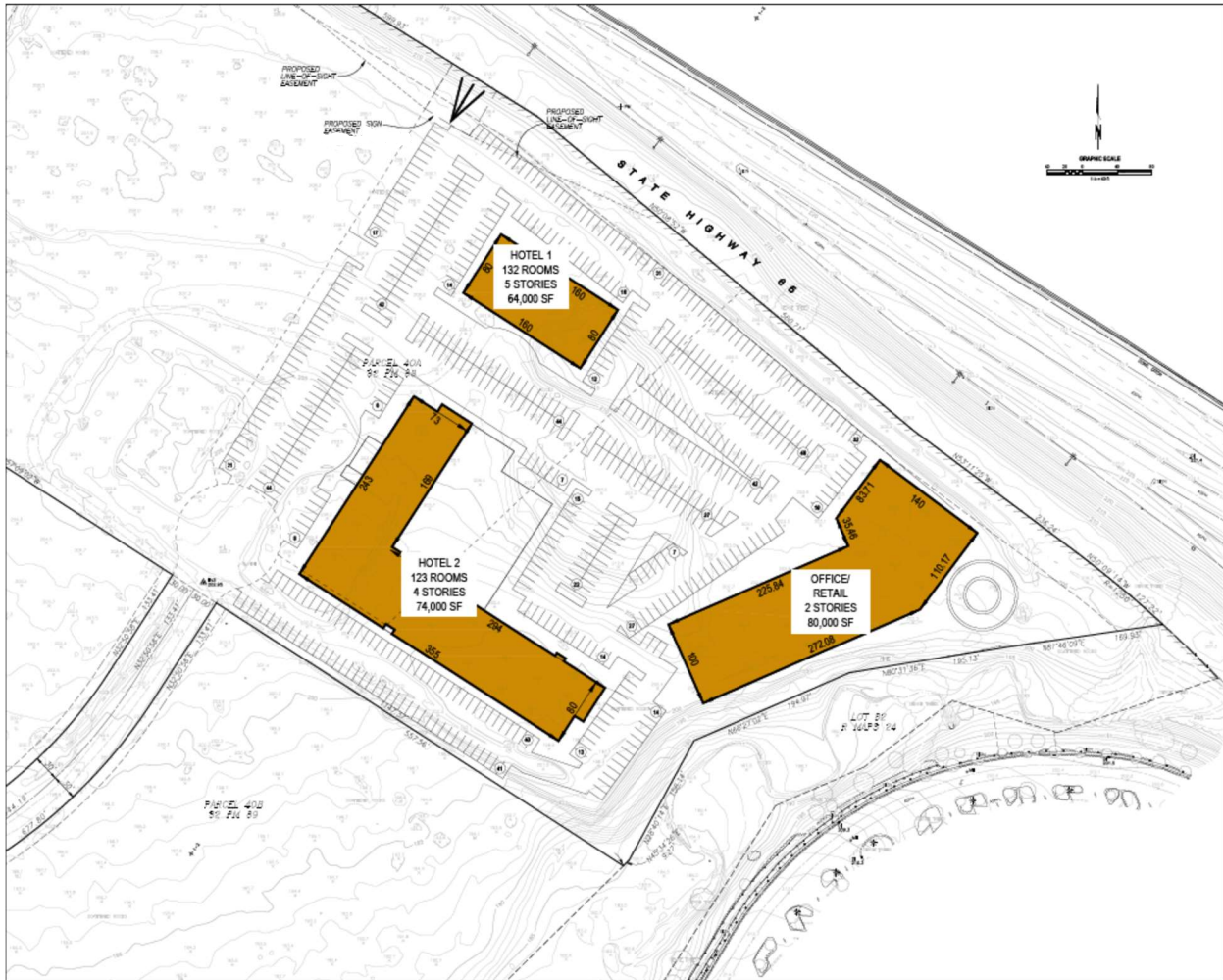
The office space will be located on the second floor above the market. Total square footage of the office will be approximately 40,000 square feet accommodating a workspace for 160 persons.





SITE PLAN

The overall site plan is still evolving and subject to change pending final selection of the hotel brands and their requirements along finalizing the footprint of the retail office component. However, the overall capacities and volumes are generally established, and the site plan below depicts one possible scenario on how the site and improvements may be arranged. The total project square footage will be between 220,000 and 240,000 square feet with approximately 625 parking spaces.



Timeline

AHSI AND LGI has developed an aggressive schedule to acquire, entitle and complete the project construction, providing for store business openings in 2023/2024.

An outline of major milestones is listed below:

August 2020 - AHSI and LGI is currently developing site plans, budgets, and construction financing with its lenders.

August 2020 – Submission of RFP to City of Roseville

October 2020 – City of Roseville awards the RFP to AHSI and LGI

November 2020 - Upon award of the RFP to AHSI and LGI, initiate design drawings and exhibits for development application to the City.

December 2020 – AHSI and LGI and City of Roseville finalize all terms and conditions of the purchase as soon as practicable and reach a mutually agreed closing date in 2021.

January 2021 - AHSI and LGI develops and completes, with its design team, the submittal package for Major Project Permit, and submits to the Planning Department.

June 2021 – AHSI and LGI receives project approval from the City of Roseville.

July 2021 – AHSI and LGI begins preparation of complete construction plans for the preparation of the site and construction of the building.

September 2021 – AHSI and LGI will finalize construction team via the bid process and secure contracts for construction.

December 2021 – Building permits, improvement plans, SWPP and State clearances obtained, and encroachment permits approved, fees paid, and all permits issued.

January 2022 – Mobilization and construction begins

June 2023 – Site work and building complete with certificate of occupancy issued.

July 2023 – Fixture, stocking, staff hiring, and training.

September 2023 – AHSI and LGI grand opening.

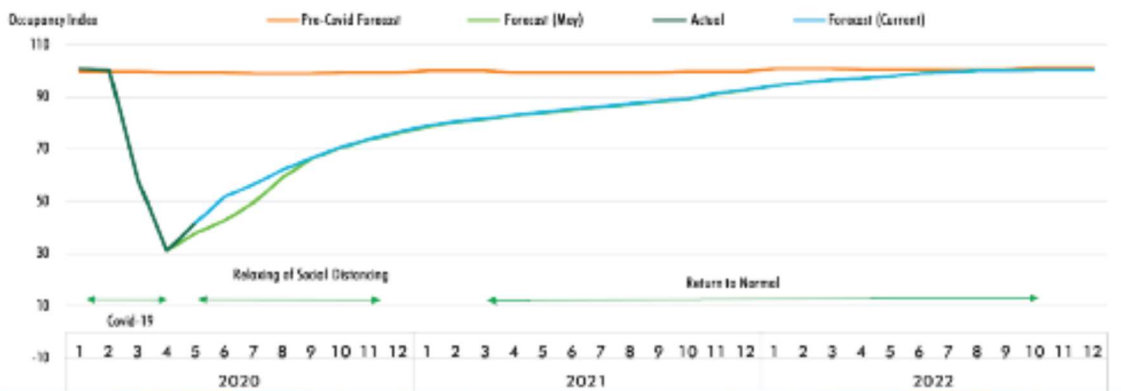
The City may question the viability of a hospitality use considering the impacts to the hospitality industry because of the pandemic. While the pandemic has had a significant impact on the hospitality industry it is not eliminating this business sector and some hospitality types such as extended stay options have maintained good occupancy rates. Furthermore, the pandemic's impacts are temporary and forecasts for future travel are strong.

CBRE conducted an analysis of the hospitality industry and forecasted a quick rebound. CBRE projects a strong hotel revenue recovery in 2021 and 2022 with a full recovery by 2023. We believe the project is well positioned and well timed. We further believe that the project will develop sooner than other potential development schemes. For example, an office development may take several years to secure a tenant and financing before it initiates construction. Office development is particularly prone to a delayed development start given the significant office entitlements that currently exist along the highway 65 corridor. The proposed project has an aggressive development schedule timed to the forecasted market recovery. This aggressive development schedule will likely generate City revenues

before other proposals that are market or tenant dependent. The Hospitality recovery is further demonstrated in the excerpt below from the CBRE report.

Figure 1 shows our current expectations for U.S. hotel occupancy, indexed to 2019 levels. We anticipate strong gains to demand in May and June 2020. The speed of recovery is expected to slow in July and August as demand returns to states that open back up for travel and pause or pull back in areas where case numbers begin increasing again.

FIGURE 1: U.S. Hotel Occupancy Outlook



Source: CBRE Hotels Research, Oxford, STR, June 2020.

Key Economic and Community Impacts – Some key economic advantages of AHSI and LGI development of the subject site are:

- The project is 100% privately funded and does not require public subsidies or incentives.
- AHSI and LGI propose a cash purchase at market value pricing. Terms such as the due diligence period and closing will be consistent with current market practices and no special considerations are required.
- Development of the site is a private venture and there are no subsidies, discounts or deferrals requested of the project.
- The project will pay all applicable development impact fees estimated at \$3.7 M.
- The project will be an expansion of city hospitality, food service and retail opportunities and will result in the creation of 455 new jobs in the City of Roseville with an annual payroll in excess of \$22 million.
 - New construction employment
 - Management employment
 - Service employment
- Net new sales tax revenue generating a revenue stream for the City
- AHSI and LGI will immediately move to develop the site converting a City owned tax-exempt parcel to a property tax generating parcel with enhanced value.

- Capital investment on this site is expected to exceed \$95 M based on land and construction costs. Site development and building valuation will contribute to a significantly enhanced property tax assessment over its current un-taxed base.
- Project will generate new Transient Occupancy Tax generation.

City Revenues

According to the analysis prepared by the Greater Sacramento Economic Council dated August 9, 2019, a hotel project will generate 2.4 times the direct revenue to the City than an office project on the same site. With the addition of 40,000 square feet of office and 40,000 square feet of retail we believe the project will be more sustainable and ultimately generate more direct revenues to the City than the project modeled by the Greater Sacramento Economic Council in 2019. The proposed project is a no cost to the City proposal with significant upside through multiple revenue streams as follows:

- ✓ Land purchase - \$4,815,558
- ✓ Generate highest per room rate TOT for City
- ✓ Increase property tax base from \$0 to an estimated \$95 million
- ✓ Sales tax generation from hotel, retail and food and beverage
- ✓ Development impact fee generation
- ✓ Create construction and 455 permanent operation jobs

Each of the above revenue streams will be analyzed for their direct contribution to the City and a summation of revenues received over a ten-year period is calculated below.

Land Purchase

The initial land purchase is proposed at \$10.05 a square foot and will generate \$4,815,558 million in revenues to the City which providing an enhanced return over the City’s initial purchase price of \$2,525,880.

Transient Occupancy Tax – TOT

A seven- year TOT generation is calculated as the first three years of the project will be devoted to project approvals and construction. As estimated in the table below the two hotels will generate over \$5.6 million in TOT revenue to the City in the first seven years of operation

Conference Center Drive Roseville, CA.		2024	2024	year							Total	
	Rooms	Avg. Occupancy	Avg. ADR	1	2	3	4	5	6	7		
Hotel 1	132	76.60%	179	\$ 6,606,153	\$6,738,275.57	\$6,873,041.08	\$7,010,501.90	\$7,150,711.94	\$7,293,726.18	\$7,439,600.70	\$49,112,009.90	
Hotel 2	123	79.00%	169	\$ 5,993,931	\$6,113,810.08	\$6,236,086.28	\$6,360,808.01	\$6,488,024.17	\$6,617,784.65	\$6,750,140.34	\$44,560,584.97	
room revenue	*based on 132 rooms			\$6,606,153	\$6,738,276	\$6,873,041	\$7,010,502	\$7,150,712	\$7,293,726	\$7,439,601	\$49,112,009.90	
room revenue	*based on 123 rooms			\$5,993,931	\$6,113,810	\$6,236,086	\$6,360,808	\$6,488,024	\$6,617,785	\$6,750,140	\$44,560,584.97	
TOT % to city	*based on 132 rooms			100%	100%	100%	100%	100%	100%	100%		
TOT % to city	*based on 123 rooms			100%	100%	100%	100%	100%	100%	100%		
TOT generated	*based on 132 rooms			6%	\$396,369	\$404,297	\$412,382	\$420,630	\$429,043	\$437,624	\$446,376	\$ 2,946,720.59
TOT generated	*based on 123 rooms			6%	\$359,636	\$366,829	\$374,165	\$381,648	\$389,281	\$397,067	\$405,008	\$ 2,673,635.10
Total 7 Year Revenue to City											\$ 5,620,355.69	

Property tax

With an estimated property valuation of \$4.8 M for the first three years and \$95 M for the next seven years with a 2% inflationary rate the estimated property tax generation is \$4,469,193.23. Assuming the City captures 18% of the property tax the total revenue to the City over ten years is \$804,454.78.

Sales Tax

The project includes 40,000 square feet of high-end retail with extensive food and beverage offerings. Sales generation for the retail is expected to capture \$700 per square foot on an annual basis. Total annual sales are for the retail is estimated at \$28,000,000 annually. We believe this is conservative estimate for sales as it does not account for taxable food and beverage sales within the two hotels.

Annual sales of \$28,000,000 will generate \$420,000 in sales tax revenue to the City annually. Revenues over the first ten years which includes seven years of operation will generate a projected total of \$2,940,000 in revenues to the City.

As a destination location and hub for tourism the project will generate or contribute an unquantifiable but significant amount of offsite sales tax.

Development Impact Fee Generation

The project proposes a total of 220,000 square feet of building area and it is assumed that building permit fee costs will average \$17.00 per square foot. The project will generate \$3,740,000 in development impact fees to the City.

Ten-year revenue totals to the City of Roseville:

Land purchase -	\$4,815,558
TOT revenues -	\$5,620,355
Property tax -	\$ 804,454
Sales tax -	\$2,940,000
Development impact fee generation	\$3,740,000
Projected Ten-year City revenue total	\$17,920,367

Job generation

The project will initially generate a large number of construction jobs that will span an 18 to 24-month period. Once in full operation the project will generate 455 jobs that span service, retail, management, and office. The distribution of jobs is provided in the tables below

Structure ID	Proposed Use	Ground Floor Area (sf.) +/-	Est. Jobs
A	Hotel 1	64,000	36
B	Hotel 2	74,000	26
C	Artisan Retail Suite	5,000	38
D	Artisan Retail Suite	5,000	38
E	Artisan Retail Suite	5,000	38
F	Artisan Retail Suite	5,000	38
G	Artisan Retail Suite	2,000	12
H	Artisan Retail Suite	1,400	8
I	Artisan Retail Suite	1,500	9
J	Artisan Retail Suite	5,000	16
K	Artisan Retail Suite	5,000	18
L	Artisan Retail Suite	5,000	18
M	2-Story Office Space	40,000	160
Total		217,900	455

According to the Greater Sacramento Economic Council, the 2019 average annual office wage is \$73,739 and the average annual accommodation wage is \$35,881. Net result the project will generate an estimated \$22,383,135 in annual payroll at full operation. Assuming a full operation at year three and with no inflation of wages the project has the potential to generate \$156,681,945 in payroll in the first ten years of operation.

Community Contributions - AHSI and LGI is a proud community partner and supports numerous non-profits and clubs throughout the Sacramento region.

TAB F:

AHSI and LGI has strong relationships with Wells Fargo and Stonehill Capital.

We have attached a letter of support from Stonehill Capital and they are positioned to quickly support a winning bid. AHSI and LGI will acquire the property with cash from an existing Wells Fargo account. AHSI and LGI expects total project capital investment to be over \$95M. Its financial partners are supportive of the capital project.

AHSI and LGI plans on using a traditional real estate acquisition process/structure for the project.

- AHSI and LGI would acquire the property with an all cash purchase.
- As soon as entitlements are completed AHSI and LGI plans on being prepared to move to construction.
- AHSI and LGI would plan to use a traditional real estate construction loan or private equity financing.

With regards to assumptions or limiting assumptions, there are no significant contingencies in the financing plan, such as.

- AHSI and LGI needing to raise or generate additional cash or equity prior to final loan approval.
- There are no specific requirements relating to some form of enhanced business financial performance.
- There is no need for AHSI and LGI to sell a building or land to receive final approval for financing or complete the terms and conditions of the RFP.
- AHSI and LGI is not aware of any other material contingent items that are inconsistent with general financing terms and conditions.

TAB G:
Required Statements/Documents –

Attachment A
PROPOSER'S CERTIFICATION

I hereby propose to purchase and develop the property as specified in the Request for Proposals ("RFP"). I agree that my proposal will remain firm for a period of ninety (90) days in order to allow the City of Roseville ("City") adequate time to evaluate the qualifications submitted.

I have carefully examined the Request for Proposals and any other documents accompanying or made a part of this RFP. The information contained in this proposal is true and correct to the best of my knowledge and is signed under penalty of perjury under the laws of the State of California. I further certify that I am duly authorized to submit this proposal on behalf of the firm as its authorized agent and that the firm is ready, willing, and able to perform if awarded the contract.

I further certify that this proposal is made without prior understanding, agreement, connection, discussion, or conspiracy with any other person, firm or corporation submitting a proposal for the same parcels; that this proposal is fair and made without outside control, collusion, fraud or illegal action; that no officer, employee or agent of the City or any other proposer is financially interested in said proposal; that no undue influence or pressure was used against or in concert with any officer, employee or agent of the City in connection with the award or terms of the contract that will be executed as a result of this RFP; and that the undersigned executed this Proposer's Certification with full knowledge and understanding of the matters therein contained and was duly authorized to do so.


In addition to "Attachment A" noted above, the Prosper also assures/certifies the following:

Per section 5.0 of the RFP - The designated project team will not be substituted without approval by City staff.

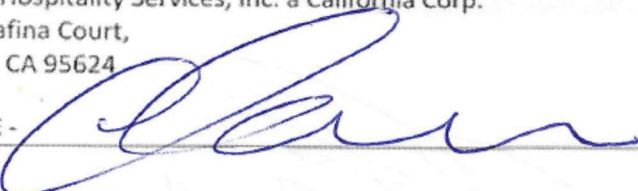
Per section 10.3 of the RFP – The proposer/developer/AHSI and LGI warrants that no official or employee of the City has an interest, has been employed or retained to solicit or aid in the procuring of the resulting contract, nor that any such person will be employed in the performance of such contract without immediate divulgence of such fact to the City.

The prosper/developer/AHSI and LGI is not aware of any conflicts of interest related to the RFP or project.

Per Section 10.19 of the RFP – Prosper/developer/AHSI and LGI acknowledges that nothing contained in the response shall be proprietary.

SIGNATURE - 

Rohit Ranchhod
rohit@hospitalitymgmt.com
American Hospitality Services, Inc. a California Corp.
9500 Aquafina Court,
Elk Grove, CA 95624

SIGNATURE - 

Akki Patel
akki@letapgroup.com
Letap Group Inc, a California Corp.
950 Reserve Drive, Suite 110
Roseville 95678

TAB H:

Exceptions –

AHSI and LGI does not have any exceptions, alterations, or amendments to the requirements of this RFP.

TAB I:

Competency of Proposers –

Based on the RFP response above AHSI and LGI believes it has the necessary facilities, ability, experience, and financial resources to purchase and develop the property as specified herein in a satisfactory and timely manner.

AHSI and LGI does not have any of the following: any pending bankruptcies, liens, stop payment notices, judgments, arbitrations, mediations, foreclosures, and any similar actions filed or resolved in the past seven (7) years.

Additionally, no party has ever terminated a material contract with AHSI and LGI for breach.

Statement of Financial Resources: AHSI and LGI currently maintains, in aggregate, cash and credit facilities. In addition, AHSI and LGI business is consistently profitable, and is not financially burdened with lending commitments. AHSI and LGI can maintain a staff of regular employees, sub-consultants, or sub-contractors that are adequate to ensure performance of the development proposal. AHSI and LGI resources for the development contemplated are sufficient, adequate, and suitable.

Appendix

Team Qualifications/Resumes -

1. MWT Architects
2. TRI Commercial
3. Morton & Pitalo Engineers
4. Chris Robles Consulting
5. Lo Duca Law
6. Cushman Wakefield

South America



Middle East



Europe



Africa



Mark W. Tiedemann, AIA, CEO



Firm Profile

MWT provides specialized Hotel, Resort and high-end Mixed Use architectural design, planning and construction consulting services. We provide worldwide services and a single source of responsibility from innovative design solutions that will save you money to the delivery of your project on time and within budget. We have the experience, commitment and proven results to see your project through to a successful completion.

Since 1994, MWT has worked on hundreds of projects ranging from 5 million to 600 million USD. We have the expertise and hands-on experience to design and guide your project at every turn. Our field and knowledge base is very specialized and our expert team is dedicated to building strong relationships that foster 100% commitment to your project goals. If you are looking for a firm that is passionate about their work, you found it. We look forward to hearing from you soon!

Services

Master Planning

Feasibility Studies: land usage, project viability, conceptual design, cost studies, architectural programming and master planning

Visualization Studies, Graphics & Marketing Materials

IdeaCreation/ "Theming" Visualization of Projects Marketing materials
3D Photorealistic Rendering Graphic and Logo Design

Schematic Design, Design Development, Construction Documents

& Construction Administration

- Architecture
- Mechanical Engineering
- Value Engineering
- Construction Administration
- Civil Engineering
- Electrical Engineering
- Project Management
- Landscape Architecture
- Structural Engineering
- Interior Design
- Sustainable Design
- Cost Estimating

Specialty Roll-Out Services

- Custom Prototype hospitality designs
- Design, create or adapt your ideas and/or drawings for local conditions
- Tender your project to a local market
- Provide support and construction administration services to complete your project.

Communication

Projects in North America, Central America and the Middle East require well thought out planning and communication. We offer all design services in English, Arabic and Spanish in an effort to assist local authorities with approvals, as well as to ensure clear communication with project owners and contractors.

References

Mr. Sanket Patel
Developer
Baltimore, MD
(443) 255.2252

Mr. Jake Pallio
Developer
Charlotte, NC
(704) 363.7902

Mr. Chet Patel
Developer
Texas
(832) 228.7630

Mr. Tony Fraoq
Hotel Developer
Southern California
(916) 343.3042

Mr. Alkesh Patel
Developer
Portland, OR
(503) 939.6300

Mr. Patrick Campbell
Hotel Builder
West Coast
(503) 932.1152

Mr. Jay Patel
Developer
Memphis, TN
(901) 830.4243

Mr. Martin Nowak
Developer
Middletown, NY
(845) 283.6024

Board

Mark Tiedemann, Architect
Donald Edward, Architect
Maria Febryani, Architect

Partners

Darrin Williams, Architect
Taif Kingsley, PhD Architect
Paul Hendereen, Architect
Maqsood Ahmed, Engineer
Dung Vu, Engineer

Project Architects

Ann Salerno
Anita Bansal
Apoorva Wallabh
Erwin Handayani
Edo Pramuji
Harry Sultriso
Jobst Raven
Keith Kuenzli
Melissa Vogler
Maria Rangel
Rahardini Widyasari

Office Locations

Staffed Offices

Buffalo, NY - **Headquarter**
MWT Architect, P.C.
5820 Main St., Suite 501
Williamsville, New York
(212) 235-7277

Charlotte, NC
10624 Metromont Pkwy
Suite 400
Charlotte, NC 28269
(704) 947-9772

Jakarta, Indonesia
Grand Slipi Tower
9th Floor, Unit G
+1(800) 630-3750

Meeting Offices

New York City
(212) 235-7277

Las Vegas
(702) 275-7852

Dallas
(412) 307-4000

Corporate
(800) 630-3750
www.HotelPlans.com





ABDUL EJAZ

Land Investments/ Hospitality Services



SPECIALIZATION

- Hospitality Development
- Hotel Sale and Lease
- Residential Development
- Buyer Representation on Investment Properties

PROFESSIONAL BACKGROUND

Prior to joining TRI Commercial, Abdul owned and operated AMEjaz Transport a trucking company based out of West Sacramento that had contracts with: Fry's Electronics, USPS, and Wal-Mart Utah. Before the trucking business he worked as a Business Investigator with the Franchise Tax Board. He was on the board of the state-wide Enterprise Data Renewal project that was responsible for converting millions of paper tax returns and correspondences into electronic Images online. This included creating a program that would help California filers to view all their information regarding state taxes online. Abdul was a part owner of Esper Solutions LLC a software development company that has processed multiple software deals with a variety of companies; his core responsibilities with Esper Solutions LLC were contract negotiations. Abdul studied Economics with minor in Business Administration at Sacramento State University, during this time he worked with US Financial as a marketing associate for three years which flared his interest for real estate. He is deeply passionate about client investments and looks to use his entrepreneurship skills to ensure maximum profit for his clients. With his IT and Business background he brings an innovative mindset for his personal network of investors. Abdul builds exclusive relationships with his clients and has a profundity of knowledge about the hospitality market.

PROFESSIONAL AFFILIATIONS / EXPERIENCE

- Business Development Manager | Esper Solutions LLC- 2013 to 2018
- President | AM Ejaz Transport LLC- 2013 to 2018
- Business Investigations | State of CA Franchise Tax Board- 2010 to 2015

EDUCATION

- Bachelor of Arts in Economics - California State University Sacramento
- Personal Income Tax Certificate - State of CA Franchise Tax Board
- Business Tax Certificate - State of CA Franchise Tax Board

Tel: (916) 677.8130

Cell: (916) 696.0013

532 Gibson Drive, Suite 200

Roseville, CA95678

www.tricommercial.com

GREGORY J. BARDINI, P.E.
Principal Civil Engineer



EDUCATION:

Bachelor of Science, Civil Engineering
California Polytechnic State University - 1990

REGISTRATION:

Registered Civil Engineer, CA No. 50725, 1993
Registered Civil Engineer, NV No. 10767
Registered Civil Engineer, MD No. 38625, 2010

YEARS OF EXPERIENCE: 29

YEARS WITH FIRM: 25

QUALIFICATIONS:

Mr. Bardini has more than 26 years of experience in the field of civil engineering. He has designed and managed numerous public and private sector land development projects that have included numerous master plan communities and specific plans. He has been responsible for the land use entitlement, design, construction, and supervision of large specific plans comprising of several thousand acres, master plans, as well as residential, commercial, and industrial developments.

PROFESSIONAL AFFILIATIONS:

American Council of Engineering Companies of California (ACEC-CA)
American Society of Civil Engineers (ASCE)
Building Industry Association – Fresno/Madera Counties – Director
North State Building Industry Association (NSBIA)
International Council of Shopping Centers (ICSC)

PROJECT EXPERIENCE:

- Hewlett-Packard Campus Oaks Master Plan (BBC Roseville LLC) in support of the preparation of park programming, trail system and finance plan – Roseville, California
- Tesoro Viejo (The McCaffrey Group / Lyles United) a 1,600-acre master planned community with approximately 5,000 residential units, 400 acres of open space and recreational areas including 15 miles of nature trails, and neighborhood parks plus an additional 60 acres designated for schools. - Madera County, California
- West Roseville Specific Plan (Westpark Associates) a 1,400-acre specific plan, including 5,280 residential units, open space and trail system, detention basins, schools, and parks – Roseville, California
- Panhandle Master Plan - Sacramento, California
- Gold Rush Specific Plan, Sutter Creek, California
- Placer Gold Industrial Park, Placer County, CA
- Greyhawk II Subdivision, Granite Bay, CA
- Palladio Mall, Folsom, California
- Gibson Drive Commercial Center, Roseville, CA
- Numerous Single-Family Subdivisions and Multi-Family Residential Communities

FIRM PROFILE

MORTON & PITALO, INC.

For more than four decades, Morton & Pitalo, Inc. has been a leader in providing high-quality civil engineering, land planning and land surveying services. The firm has perfected a style of operation that emphasizes a team approach and close involvement by our principals and project managers. Clients deal with the same principal and select team of in-house experts throughout the project.

Morton & Pitalo, Inc. specializes in providing professional civil engineering, land planning, and land surveying services throughout the Northern California region. Our firm has completed thousands of projects around the Sacramento, Placer and El Dorado area. Our multi-discipline services have been provided to the private sector for commercial, office, industrial, institutional, and residential developments, and to the public sector for roads, public works, schools, parks, and assessment districts. We have a hugely diversified project base in the City and County of Sacramento because of our extensive knowledge and experience of land development requirements in the Greater Sacramento Area.

Our firm philosophy and principles have made Morton & Pitalo a progressive company for nearly four decades. The civil engineering department is able to work in teams with our land surveyors and land planners, further enabling Morton & Pitalo, Inc. to handle even large scale, multi-discipline projects with our *in-house* staff, thus saving our clients both time and money.

Morton & Pitalo, Inc. has five (5) licensed Professional Land Surveyors, one (1) who is a sUAS Registered Pilot and twelve (12) licensed Professional Civil Engineers, five (5) of whom are also LEED Accredited Professionals. With four decades of experience in the building industry, Morton & Pitalo, Inc. is qualified to help private clients and public agencies with the renovation, restoration, and redevelopment of existing facilities to achieve LEED certification. Additionally, Morton & Pitalo, Inc. has four (3) certified QSD/QSP engineers on staff to assist with compliance of NPDES requirements and the Construction General Permit issued to the City of Sacramento.

Certifications:

- Small Business Enterprise State of California (DGS), No. 1790922;
- Sacramento Municipal Utility District (SMUD) SEED Certified.



HOTEL PROJECTS

The following is a list of Greater Sacramento Area Hotel Projects for which Morton & Pitalo, Inc., has provided civil engineering and land surveying services:

- Comfort Inn & Suites 12249 Folsom Blvd, Rancho Cordova, CA. (122 Rooms)
- Courtyard 4422 Y Street, Sacramento, CA (152 Rooms)
- Extended Stay America 2201 Longport Court, Elk Grove, CA
- Hampton Inn & Suites 155 Placerville Road, Folsom, CA. (LEED Certified 147 Rooms)
- Hampton Inn & Suites 2305 Longport Court, Elk Grove, CA (110 Rooms)
- Hilton Sacramento 2200 Harvard Street, Sacramento, CA. (331 Rooms)
- Hotel Berry 729 L Street, Sacramento, CA (104 Rooms)
- Hyatt Place (AmeriSuites) 10744 Gold Center Drive, Rancho Cordova, CA (151 Rooms)
- Hyatt Place Roseville 220 Conference Center Drive, Roseville, CA (151 Rooms)
- Marriott Hotel Complex at Cal Expo (344 Total Rooms)
 - Fairfield Inn 1780 Tribute Road, Sacramento, CA. (75 Rooms)
 - Courtyard 1782 Tribute Road, Sacramento, CA. (152 Rooms)
 - Town Place Suites 1784 Tribute Road, Sacramento, CA. (117 Suites)
- Orchard Suites 130 North Sunrise Avenue, Roseville, CA (125 Rooms)
- Radisson Hotel 500 Leisure Lane, Sacramento, CA. (306 Rooms)
- Senator Hotel 1121 L Street, Sacramento, CA (ALTA Surveys in 1991 & 2005)
- Sheraton Grand 1230 J Street, Downtown, Sacramento, CA. (504 Rooms)
- Spring Hill Suites 10593 Fairway Drive, Roseville, CA (124 Suites)
- Town Place Suites 10569 Fairway Drive, Roseville, CA (115 Suites)

Sheraton Grand, Sacramento

Morton & Pitalo was a part of the consultant team lead by David S. Taylor Interests that brought the Sheraton Grand Hotel to Sacramento. The Sheraton Grand Sacramento is a 26-storey 503-guest room hotel with a lap pool, large ballrooms/conference facilities, and an on-site restaurant and bar.

This hotel was an infill project with a twist because it also involved the historic preservation of the Public Market Building and a complex financial structure that involved participation by the City of Sacramento. In addition to the hotel, Morton & Pitalo provided land surveying and civil engineering design services for the reconstruction of 13th Street between J and L Streets, as well as the infrastructure design for the 22-storey Esquire Plaza Tower building.



Services provided include: ALTA and Topographic Surveys • On-Site and Off-Site Engineering Improvement Plans • Utility Design • Traffic Improvements • On-Site grading • Jurisdictional Agency Coordination with the City of Sacramento

*Chris Robles Consulting LLC
(916) 759-5940
chrisroblesconsulting@gmail.com*



Qualifications Narrative

Chris Robles, has 30 years of Municipal Planning and Development experience. Mr. Robles retired from his position as Economic Development Director for the City of Roseville and Executive Director of the Roseville Housing Authority in 2018. Concurrent with retirement from the City of Roseville Mr. Robles resigned his position as Chief Executive Officer of the Roseville Community Development Corporation. Mr. Robles established Chris Robles Consulting LLC in 2018 and now provides services to the private development industry on land development, development agreements, and economic development.

Prior to his retirement, he had been with the City of Roseville for 28 years and most recently served as Economic Development Director for 5 years and served as Community Development Manager for 7 years with the balance of his career within the Planning Department. Mr. Robles has a bachelor's degree in Land Use Planning.

The City of Roseville is known for its innovative planning, development and redevelopment, effective economic development programs and exceptional community services. Mr. Robles was responsible for mapping over 5,000 lots and overseeing the subdivision of an additional 10,000 lots, processing entitlements for 13 million square feet of commercial development, planning of multiple specific plans and associated entitlements, coordination and development of specific plan backbone infrastructure. Mr. Robles developed the programing and implemented Advantage Roseville the City of Roseville's business attraction program which has attracted more than \$1,000,000,000 in investment.

Affiliations Past and Current

Vice Chair, Greater Sacramento Economic Development Council's, Directors Taskforce
Board of Directors Downtown Roseville Partnership, Property Business Improvement District
Treasurer and Board of Directors Placer Society for the Prevention of Cruelty to Animals
Member Roseville Area Chamber of Commerce
Member International Council of Shopping Centers
Member International Economic Development Council
Member of California Association for Local Economic Development

MARCUS J. LO DUCA

BIOGRAPHICAL INFORMATION

Since 1986, the last 25 years in his own law firm, Marcus J. Lo Duca has practiced solely in the areas of land use and environmental law, representing residential, commercial and industrial builders, developers and property owners throughout the greater Sacramento region and in selected cities and counties throughout California, including handling development projects throughout the land use entitlement process, drafting of development agreements (nearly 40 stand-alone development agreements and two dozen major development agreement amendments) and other development documents, and all aspects of the administrative process before various public bodies. His expertise includes all aspects of State Planning Law and State Housing Law, as well as the California Subdivision Map Act and the various aspects of environmental law related to development projects, including CEQA, wetlands and endangered species. His clients have ranged from the nation's largest homebuilders and retailers to some of California's leading land developers, as well as major apartment, office, recreational, hotel, and industrial builders and developers. Among the over 400 projects that he has entitled in his career, he has successfully represented projects ranging from major specific plans to regional shopping centers, and from individual subdivisions to apartment projects, office complexes, hotels, recreational venues, and industrial parks. He has also served as special counsel to several cities and counties on land use planning matters. He previously developed expertise in redevelopment law, formerly representing various redevelopment agencies in California.

A graduate of U.C. Berkeley's Boalt Hall School of Law, Mr. Lo Duca received a B.S. in Business Administration, Economics and Government (triple major, Phi Kappa Phi, with highest honors) and a M.A. in Government from California State University, Sacramento. He has served on the boards of directors of over 30 non-profit organizations, holding positions as an officer in 16 of these organizations, including terms as president of the Roseville Chamber of Commerce, the Lincoln Area Chamber of Commerce, the Placer SPCA, the Associates Council of the Building Industry Association, the Roseville Police Activities League, Inc. (12 terms), Roseville Community Crime Stoppers Foundation (twice), the alumni associations of California State University, Sacramento, and of Jesuit High School (3 terms), and three business association political action committees (including 11 one-year terms as chairman of the North State BIA PAC, including the last 7 years). He has served on several local government task forces and committees, with appointments from the cities of Roseville, Rocklin (administrative appeals hearing officer), and Citrus Heights, and the County of Placer. For four years, he was an adjunct member of the faculty of the Government Department at California State University, Sacramento. Mr. Lo Duca currently serves on the board of directors of the Roseville Police Activities League, Inc. and the Placer SPCA, and is chairman of the North State Building Industry Association PAC, as well as serving as a member of the Roseville Chamber of Commerce PAC.

Mr. Lo Duca has represented a number of non-profit entities on a pro bono basis during his career, including the Boys & Girls Club of Sacramento, Cristo Rey High School, Citrus Heights Pony Baseball, EXCEL Roseville, Holy Family Parish, Jesuit High School (for over 25 years), the Lazarus Project, Inc., Mount St. Joseph's Seminary, North Roseville R.E.C. Center, Inc., Placer County Sheriff's Council, Inc., the Placer SPCA, Rocklin Public Safety Volunteers, Inc., Roseville Aquatic Teams Boosters Club, Inc., Roseville Arts Center, Roseville Community Crime Stoppers, Inc., Roseville Police Activities League, Inc., Sacramento Valley Teen Challenge, and St. Francis High School.

Mr. Lo Duca's professional honors include the Chairman's Award and Achievement Award (twice) from the North State Building Industry Association; the President's Award from the Roseville Chamber of Commerce and the Roseville Community Crime Stoppers Foundation; Volunteer of the Year of the Sacramento Metropolitan Chamber of Commerce; Director of the Year for the CSUS Alumni Association; Outstanding Alumnus from the CSUS Department of Government and the School of Business Department of Organizational Behavior; Man of the Year from the Jesuit Alumni Association; and the 1996 Distinguished Graduate Award from the National Catholic Education Association Department of Elementary Schools. He is also a member of the Jesuit High School Hall of Fame, and is a recipient of Jesuit High School's highest honor, the Insignis Award.



david.scanlon@cushwake.com

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COMMERCIAL REAL ESTATE EXECUTIVE

644 BROADWAY & CHINA LIVE – SAN FRANCISCO, CA

- Negotiated the lease of the 30,000 square foot food emporium on behalf of both the tenant and the landlord
- Named in the SF Business Times' 2017 Real Estate Deals of the Year
- Worked with the value-add investors to merchandise the remaining portion of the building with Boxcar Theatre and the SF Film Society

ICE BLOCKS – SACRAMENTO, CA

- Successfully developed a targeted brand designed to attract sought-after and first-to-market retailers like Warby Parker & Bonobos
- Key role in the merchandising, look & vibe of the project everything from social media to the look and feel of the physical building to attract the exact tenant lineup desired at project onset

DOWNTOWN COMMONS – SACRAMENTO, CA

- Spearheaded retail leasing efforts for the \$1B mixed-use redevelopment including the Golden 1 Center arena and 200,000 square feet of retail
- Programmed the project with a groundbreaking mix of modern, experience-oriented tenants to complement unconventional mix of anchor tenants

RESTAURANT OPERATOR & ADVISOR

RESULTS-ORIENTED OPERATION EXPERIENCE

- Strategically lowered overhead for significantly better-than market profitability over a 5 year term
- Y-O-Y investor return has steadily increased since 2010

CONSULTING & INVESTMENTS

- Advisory board member & investor in a popular local restaurant group that consists of 5 concepts in the Sacramento market

SEALED PROPOSAL



**IMPORTANT
NOTICE TO
PROPOSER**

- The envelope containing your proposal **MUST** have:
1. Your name and address in the **UPPER** left corner.
 2. This label on the **LOWER** left corner.

RFP NAME _____
PROPOSAL DUE DATE _____
PROPOSAL DUE TIME _____
_____ A.M. _____ P.M.
PROPOSAL FOR _____

**TIME SENSITIVE. DELIVER TO
CITY CLERK IMMEDIATELY.**