PROPOSED

CIVIC PLAZA HOTEL

LENOX HILL

FINE FURNISHINGS & DESIGN

September 26, 2018

City of Roseville
Attn: City Clerk department
311 Vernon Street
Roseville, Ca. 95678

Downtown Post Office Committee,

We are excited about the opportunity to create a project that will bring synergy to the downtown area of Roseville. This site is ideally located across the street from the City Hall and the Town Square Plaza. We believe this Mixed Use Development will provide a much needed element and will encourage local people to enjoy the many benefits and services available in the downtown area while offering travelers an upscale full service Lifestyle Hotel with all the amenities and services they desire. The commercial uses on the ground floor are designed with convenient access from both Vernon Street and S. Grant Street to encourage the public to utilize and enjoy the Restaurants, Coffee-Pastry Shop, Day Spa, Fitness Center and Boutique Retail Shops. As the center of the downtown area this project will become a beacon that engages daily with the entire community.

We look forward to a personal interview so we can further demonstrate our extensive background, knowledge and abilities with regards to this Proposed Hotel development.

Creatively Yours,

Al Saroyan, Architect

760 Redwood Ave, Sand City, Ca. 93955 Ph. 831-393-1800 al@lenoxhilldesign.com

TAB A

FIRM'S QUALIFICATIONS

TAB A

FIRM'S QUALIFICATIONS

The Development team has a combined experience of over 140 years in Design, Construction, Interiors, Real Estate and Property Management for projects with a total value in excess of a Billion dollars. The projects range from Single Family, Multifamily, Shopping Centers, Office Building, Hotels, Retirement Center and Industrial complexes. The team's formula for success is the cutting edge and exceptional design coupled with attention to detail, diligent construction management all guaranteeing an award winning project every time. The team holds Licenses in California in the following areas:

General Contractor
Architect
Real Estate Broker
Lath and Plastering Contractor
Roofing Contractor
Certified General Real Estate Appraiser
Synthetic Products Contractor
Swimming Pool Contractor
Licensed Public Insurance Adjuster
Lead Paint Renovator

The tasks that would be completed by the team members are; Architectural Design and Construction Drawings, Civil Engineering Design and Drawings, Entitlement Processing, Code Compliance, Quality Control and Construction Management. Subcontractors will be used for the major trades.

TAB B

EXPERIENCE & REFERENCES

TAB B

EXPERIENCE AND REFERENCES

The team has a varied but similar experience which encompass all facets of the development process. Their overlapping expertise includes Architectural Design, Construction Services, Engineering, Leasing and Property Management, Real Estate Sales and Management, Interior Design and Financing. The above services are paramount for the proposed Hotel project for the City of Roseville. Both Fred Hintz and Al Saroyan, working as a team have extensive experience Designing, Developing and Constructing Hotels and Commercial project throughout the Western United States.

The following references have firsthand knowledge of the individuals and group's expertise as they have been current or past clients.

Javier Bolante - Residential
1000 Munras Ave, Ste 100 Monterey, Ca. 93940
Ph. 831-647-9861 (Design and Construction)

Mojtaba Massoudi –Residential and Commercial
9701 Blue Larkspur Ln. A Monterey, Ca. 93940
Ph. 831-324-0585 (Design, Entitlements & Construction)

Jim Conrad- Industrial/ Offices
1518 Moffett St. Ste. E, Salinas, Ca. 93905
Ph. 831-422-1722 (Design, Entitlements and Construction)

Robert Blodgett-Commercial
P.O. Box 1697, Capitola, Ca. 95010
Ph. 831-706-0510 (Design Entitlements and Construction)

TAB C

QUALIFICATIONS OF TEAM

TAB C

QUALIFICATION OF THE TEAM

The primary members of the Development Team are Al Saroyan, Architect, William Edward Saroyan , Professional Engineer and Fred Hintz Development and Construction Director and William C. Thomas, Defects Expert. The Director of Development will be Al Saroyan. Each member will serve in their area of expertise as they have on many previous projects in the past 35+ years. The individual Resumes are attached and provide details on their specific expertise and project involvement.

Al Saroyan, a Licensed Architect, General Contractor and Real Estate Broker has been designing and building since 1974. As outlined in the attached resume, he has successfully designed, developed and constructed numerous residential, commercial and hospitality projects throughout the western United States all with the trademark of unique cutting edge Design and Quality.

William Edward Saroyan is a licensed Civil Engineer with extensive experience with major Mixed Use projects like Santa Clara Square, which involved more than a 1,000,000 sf of Office, Retail and Residential.

Fred Hintz has extensive experience in Building major projects including Hotels, Office Building, Residential Condominiums since 1975. Prior to joining the Saroyan Team, he served as VP of Development for a major hotel chain building hotels throughout the Western United States.

William C. Thomas is an expert in Construction, Supervision and Code Compliance and has significant experience in construction defect evaluation and management. He is a valuable asset to any development team and will act as Quality Control Administrator, construction liaison and code compliance between the developer and all governmental agencies.

RESUME

AL SAROYAN, II, AIA

760 Redwood Avenue
Sand City, CA 93955
(831) 393-1800 ♦ Fax (831) 393-2400
E-mail: al@saroyanmasterbuilder.com

EDUCATION, LICENSES AND PROFESSIONAL ASSOCIATIONS

California Polytechnic State University, San Luis Obispo- BA Architecture
California General Contractor – License # 681958
California Architect- License # 8046
California Real Estate Broker – License # 01153138
American Institute of Architecture
National Council of Architectural Registration Board
"Build It Green" Certified

BUSINESS ACTIVITIES

"Master Builder" and President for Saroyan Masterbuilder, a multifaceted firm providing turnkey services in Architecture, Construction and Interiors. Al Saroyan, AIA is chief designer and director of the architectural division, manages the construction & interior design and overseas the real estate property management. Due to his extensive combined experiences, Al Saroyan, AIA serves as an expert witness for projects involving Architecture and Construction Litigation.

Saroyan Masterbuilder 1974-Present
Master Builder, President
Saroyan Masterbuilder is an organization distinguished for their expertise in Architecture, Construction and Interiors, and evolved from its predecessor companies directed by Al E. Saroyan AIA beginning in 1974. Among celebrated works are signature custom homes and major remodels, hotels, apartments, commercial and mixed-use buildings throughout the western United States. Numerous structures of historical significance have been entrusted to the expertise of Saroyan Masterbuilder. Highly regarded for excellence, attention to detail, creativity and integrity, Saroyan Masterbuilder is an organization committed to highest standards in architectural design, construction and interiors. The following is an outline of the "Master Builder" services currently being provided.

Architecture

Architecture division has designed numerous custom single-family residences as well as multi-family projects, large master-planned communities, commercial office complexes, shopping centers, retirement centers and hotel projects ranging from 100 to 300 rooms. Dedicated design professionals strive to make projects uniquely attractive in addition to efficient and economical designs. Strict attention to detail coupled with intimate "hands on" involvement with each project contributes to the trademark of excellence in every project.

Construction

The construction company blends functionality and beauty with its team of specially trained craftsman. Incorporation of natural materials, particularly unusual stone and fine woods give each home a timeless Old-World feel. Numerous single-family residences have been constructed, and remodeled in addition to multi-family and commercial projects throughout California. With a design and architectural background, the construction division provides professional construction services and high sensitivity toward economic design and detail resulting in high quality design-oriented cost driven projects.

Interiors

Interiors division provides all aspects of interior design, furniture and décor to complement, enhance and complete the design process. Spatial ingenuity and vision in the design phase contributes to the outworking of the final product. We offer professional design services to take custom home projects to the next level, ultimately complementing the integrity of the original concept while fully accommodating lifestyle and individuality of the owner.

Real Estate

The Real estate division provides site selection assistance, economic and feasibility analysis, arranging of financing and property management services for residential and commercial projects.

SIGNIFICANT MULTIFAMILY, COMMERCIAL & RESIDENTIAL WORKS

Project Type	Address	Service Performed
93 Units New Construction	Cedar Ave Fresno, CA	Architecture Construction Real Estate
92 Units Condo New Construction	Ashlan Ave Fresno, CA	Architecture Construction Real Estate
Office Condo 45,000 sq.ft New Construction	Clinton Ave Fresno, CA	Architecture Construction Real Estate
Office Condo 30,000 sq.ft New Construction	Shaw Ave Fresno, CA	Architecture Construction Real Estate
53 Lot Subdivision New Construction	Clovis Ave Fresno, CA	Architecture Construction Real Estate
237 Unit Condo	Modesto, CA	Architecture
Several Hotel Projects 100-300 Rooms	Arizona, 300 Rooms Oregon, 150 Rooms Las Vegas, 200 Rooms St. Louis, MI 150 Rooms	Architecture Construction Mgt. " " " "
Major Residential Historic Restoration	Carmel, CA	Architecture Construction
Commercial Building Historic Restoration	Monterey, CA	Architecture Construction

Numerous significant Residential construction and remodeling projects in Carmel, CA since 1990.

FRED HINTZ

21633 N 61 Ave • Glendale, AZ 85308 • fehsins@aol.com • (602) 919-9757

CONSTRUCTION MANAGEMENT PROFESSIONAL

SUMMARY OF QUALIFICATIONS

- More than 20 years of experience in development and construction. Accomplished in consulting with clients in a full range of issues as they relate to function and needs in the construction industry. More than 15 years as Vice President of Continental Hotels, specializing in high end full service all suite hotels.
- Prepare information regarding design, work with civil architectural, mechanical, electrical, structural engineers to interface the planning process.
- Skilled in all aspects of operations management including budget, direct billing and approval of contracts, performance tracking, quality control, oversight and review of banks draws.
- Excel in the ability to put teams together, communicate clearly and produce goals in sync with owners' needs.
- Create and maintain a strong effective working relationship with city staff, building departments, governmental agencies, interest groups, sub-contractors and the general public.
- Experienced in resolving construction and planning issues, which typically occur through the planning and construction process.
- Qualifying party for General Contracting License in Nevada, New Mexico and Arizona.

PROFESSIONAL EXPERIENCE

CONSTRUCTION MANAGER January 2001 – Present
SAROYAN MASTER BUILDER Monterey, CA
Company is both architectural and construction oriented handling residential and commercial jobs of from $1 million to $30 million.

- Reduced workers compensation and general insurance costs. Resolve problems on daily basis; ensure projects stay on track, on time and on budget.
- Cultivate good client and vendor relationships and concentrate on getting things done faster and more efficiently.
- Completed $30 million dollar, mixed use development, four-story design center with condos, office, retail available to view at www.DesignCenter-MP.com.

Projects ranged from 1,200 square feet up to 200,000 square feet and from one story up to six stories. Supervising from 25 people up to 200 on a large job.

OWNER January 1993 – Present
FARMERS INSURANCE Phoenix, AZ
Operate company selling all lines of insurance.

- Top producing career agent every month for 24 consecutive months, a first in the Phoenix district.

As a career agent wrote over 2,000 policies in two years. Current gross receipts for agency around $350,000 per year.

VICE PRESIDENT DEVELOPMENT AND CONSTRUCTION January 1978 – January 1992
CONTINENTAL HOTELS San Diego, CA
Full service hotel Development Company.

- Built hotels in Santa Fe New Mexico and Flagstaff, Arizona in the winter time, beginning in October and opening in June. This was a first for the industry.
- Developed15 full service hotels around the western US ranging from 5 – 45 million.
- Completed full service Radisson Hotel at Phoenix Sky Harbor Southbank and the Holiday Inn at 51st Avenue and I-10. Both projects were completed in six months from beginning of earthwork to "C of O" and both were constructed under budget.
- Reviewed feasibility studies on land acquisition before purchase and all corresponding zoning and infrastructure issues regarding site including water, sewer, gas electric, TV and telephone. Prepare budgets, loan documents, supervised the construction of each hotel, tracked time lines and costs, acquired governmental approvals and resolved issues with building departments.
- Awarded contracts, value engineering construction costs to get within budgets and prepared fast track permits often saving months in construction time including interest on capital.

EDUCATION AND TRAINING

BA, COMMUNICATIONS **GPA 3.1**
NORTHERN ARIZONA UNIVERSITY, FLAGSTAFF ARIZONA
In second year of college, elected to manage the theater facility, a 20,000 square foot, and 200 seat auditorium including all events. Booked performances, met with clients, and managed five people.

AFFILIATIONS

- President Arizona Karting Association, Phoenix, Arizona. As president – turned club around from financial difficulty, to acquiring a 60 K grant from the Arizona Sports and Tourism Association. Increased revenue 25 K per year for three consecutive years. This is a nonprofit club promoting kart racing for kid's age five and up. The bonds that develops between the children and their parents through the fascists of racing construct a bond which is unlike no other sport. Our focus is promoting kart racing to support children and their families toward educating life lessons through racing. Azkarting.com

William Edward Saroyan, P.E.

PO Box 2803 · Carmel, Ca. 93921 · (831)-241-8228 · Eddie@Saroyan.US

OVERVIEW

- Professional Engineer experienced in multiple disciplines of land development (Architecture, Construction, Civil Engineering, Structural Engineering) with excellent problem solving skills and ample management experience
- Real Estate Development experience, strong understanding of contracts, lien laws, entitlement and permit process
- Team oriented, strong leadership skills, ability to motivate project team, learn from peers, and boost productivity
- Extremely ambitious and driven, focused on reaching goals and always setting new ones

EDUCATION

Loyola Marymount University, Los Angeles, California — May 2013

Bachelor of Science in Civil Engineering, Member of ASCE — Civil: G.P.A.: 3.1

NOTABLE PROJECTS: Santa Clara Square, Mission Town Center, Park View Towers, Vendome Towers, San Juan Oaks Retirement Community, East Garrison, The Dunes on Monterey Bay, Residences at Railway, Sisters of Holy Family

REAL ESTATE DEVELOPMENT EXPERIENCE

BuildZig Inc., Oakland, Ca. : Senior Project Manager — August 2017—Present

- Head of Business Development - meet all potential clients and write proposals
- Manage complex developments through site assessment, site acquisition, design, entitlement & permitting phases
- Staff and lead teams of PM's, Asst PM's, and Admin to manage development projects
- Work with clients to determine development or repositioning potential and project budget and schedule
- Meet with planners, plan checkers, council members, planning commissioners etc. as needed for projects
- Conduct neighborhood outreach to garner public support for development
- Engage, hire, and manage all design consultants and experts needed for project design and approvals
- Lead weekly client and design team meetings, conference calls, and video meetings
- Present projects to Planning Commission, City Council, Design Review Committee, Landmarks Committee
- Head of Replicon - Billing and invoicing software (train new hires, run data reports, upload new contracts)

Saroyan Masterbuilder, Sand City, Ca. : Vice President, Project Manager — April 2016—August 2017

- Research and network with Professionals to find Real Estate Development opportunities throughout California
- Study municipal and county code and meet with cities and counties to obtain approvals for development
- Meet with Consultants and Specialists to find solutions to development challenges
- Create Concept Packages with Project Proforma, Floor Plans, Renderings, Project Summary, Concept Photos, etc
- Present projects to investors
- Conduct extensive due diligence on properties under contract including obtaining reports, securing water credits
- Meet with new clients to discuss their project and the benefits of retaining our services
- Manage Foreman and Sub-contractors through construction phase on Commercial and Residential Projects
- Manage CAD production team
- Create exhibits and lease agreements for new tenants
- Create engineering plans and solutions for project approvals and RFI's
- Create Sub-contractor agreements, Architectural agreements, Lien Release Forms, Proposals, Letters of Intent, etc
- Get timecards, receipts, invoices, bills, insurance certificates, etc to book keeper
- Attend conferences in industry to network with professionals and promote our services

Saroyan Masterbuilder, Sand City, Ca. : Project Engineer Intern June 2011—August 2012 (summers only)

- Assisted Project Manager on site of all jobs under construction twice a week to ensure quality, on time field work.
- Negotiated bids with Sub-contractors, and organized project binders
- Created and modified Architectural Plans on AutoCAD for residential and commercial projects
- Put together comment responses for entitlement and permitting process
- Put together total project cost estimates for new projects in design phase
- Worked directly with Graphics and Web Designer to form new company website (SaroyanMasterBuilder.com)

ENGINEERING EXPERIENCE

Engineering Computer Skills: **AutoCAD Civil 3D, AutoTURN, Excel**

Civil Engineering Associates, San jose, Ca. : Junior Project Manager June 2015—April 2016

- Manage production of planning and construction documents to aid clients in obtaining approvals and permits
- Research code of various regulating agencies to ensure design is compliant
- Put together construction cost estimates and bond estimates for land development projects
- Coordinate with clients and design team to ensure consistency throughout project design
- Design grading, utility, erosion control, and stormwater management solutions for clients' projects
- Aid survey crew in all Topo and Construction Staking tasks. Including calc points, prepare/review cutsheets

Whitson Engineers, Monterey, Ca. : Assistant Engineer March 2014—June 2015

- Create civil plansets for land development projects to aid clients in obtaining necessary approvals/permits
- Model surfaces in AutoCAD Civil 3d and calculate project earthwork numbers
- Put together construction cost estimate spreadsheets for municipal and private projects
- Put together exhibit maps, trail maps, and topographic maps using GIS data and surveyed data
- Worked on tentative maps, rough grading plans, final maps, improvement plans, plot plans, plats & legals
- Put together graphics for public hearings using cad line work, kmz files, imagery, and renderings

Howard Carter Associates Inc., Monterey, Ca. : Intern Engineer/ CAD Drafter October 2013—February 2014

- Draft Structural sheets that include foundation and framing plans, details, notes, and schedules
- Transform incoming Architectural dwgs to basic foundation and framing plans in AutoCAD.
- Collect measurements and information on site for detailed and accurate drawings.

WORK EXPERIENCE

Tutor: I Have a Dream Foundation, Inglewood, Ca February 2012—June 2012

- Create and teach lesson plans in Math and Science subjects
- Work with children to overcome their learning disabilities
- Communicate with students', teachers, and parents to promote academic success

SKILLS

- Computer: Microsoft Office (Word, Excel, PowerPoint, Outlook), MATLAB
- Strong interpersonal skills, extremely organized, strong communication skills, great work ethic, fast learner

STUDENT ORGANIZATIONS

American Society of Civil Engineers & Armenian Student Association 2009-Present

COMMUNITY SERVICE

Camp Counselor CSU Monterey Bay Baseball 2008 – 2009

INTEREST: Building and Design, Lifestyle Hotels, Sustainable Land Development, Renewable Energy, Sports, Cooking

RESUME

William C. Thomas
5150 Fair Oaks Boulevard, Suite 101-371
Carmichael, CA 95608
Office: 916-939-8833 Cell: 916-204-9413
e-mail: wct@aps-services.com

EDUCATION, LICENSES AND PROFESSIONAL ASSOCIATIONS

BA Degree: Political Science, Business Administration: California State University -1970
California General Contractor (B) - License No. 754972 - Issued 1998
Nevada General Contractor (B) - License No. 48017 – Issued 2005 (Inactive)
California General Contractor (B) License No. 290428 - Issued 1974 (Inactive)
California Roofing Contractor (C61) – License No. 290428 - Inactive – Issued 1998
California Swimming Pool and Spa Contractor (C53) – License No. 754972 – Issued 1979
California Lathing and Plastering Contractor (C35) – License No. 754972 – Issued 1998
California Synthetic Products Contractor (D12) – License No. 754972 – Issued 1998
California Real Estate Broker – License No. 467494 – Issued 1971
California Certified General Real Estate Appraiser – License No. AG 097908 – Issued 1992
California Licensed Public Insurance Adjuster – License No. 2B88234 – Issued 2011
California Independent Insurance Adjuster – License No. 2B88234 – (Inactive) -issued 2008
Member International Code Council
Member National Association of Realtors
Member California Association of Realtors
Member Sacramento Association of Realtors
Certified Thermal/Infrared Thermography – Snell
Certified Lead Paint Renovator – R-118351-10-11596
Member Association of Pool & Spa Professionals
Member of ASTM Committee C-11 Standards, Specifications for Stucco, Lath and Drywall

BUSINESS ACTIVITIES

Primarily engaged in litigation support for disputes in areas of expertise which includes: Construction inspections, identification of construction defects. Real Estate standard of care for Agents and Sellers. Real Estate Appraisal Reviews and analysis for the effect on market value of damages. Insurance value assessment, Insurance Code 2071 Policy Appraiser and Umpire (over 1,500 cases). Standard of care for insurance adjusters.

PROFESSIONAL ACTIVITIES

(These activities are concurrent with the company affiliations listed under "Business History")
Helped write examinations for General Contractor License for the California State Contractors Board.
Arbitrator for disputes between consumers and contractors for the California State Contractors License Board.
Trainer for beginning and advanced arbitration courses for the American Arbitration Association
Consultant and mediator for the California Department of Insurance.
Lecturer to multiple insurance companies regarding Policy Appraisals and adjusting
Lecturer for Insurance Carriers of Real Estate E&O to offices regarding duties of disclosure and avoiding litigation
Arbitrator in over 1,500 arbitrations, including Insurance Policy Appraisals.
Testified at jury trials over 100 times throughout California
Deposed by attorneys in cases of expertise well over 1,000 times
Assisted in writing insurance policies and adjusting manuals for insurance company adjusters

BUSINESS HISTORY

CREI GROUP, Inc. 2018 – Present (California Contractors License No.1043802)
President
Currently time is divided into areas of expertise as consultant primarily in litigation support. Areas of expertise include construction, construction inspections and identification of defects. Standard of care for real estate agents, including fiduciary duties and seller's duties to disclose. Real Estate Appraisal reviews and analysis of the effect on market value relating to construction damages. Insurance damage estimates. Standard of care for insurance adjusters and carriers.

Affiliated Professional Services, Inc., 1992- Present
President and General Manager of an affiliation of experts providing litigation support

- General Contractors
- Specialty Contractors including Roofing, Lath and Plaster, Swimming Pools.
- Building Code Experts, Including Certified Building Official
- Professional Engineers
- Architect
- Insurance Adjuster
- Real Estate Broker
- Real Estate Appraiser

Insurance Claim Experts 2011-2013
President and General Manager

- Insurance consulting, adjusting and Policy Appraisals
- Operating concurrently with Affiliated Professional Services, Inc.

Diamante Development 2002-2004
Vice President and General Manager

- Concurrent with Affiliated Professional Services developed lots, constructed and marketed custom homes in Fair Oaks California.

Carrera Construction Company, Inc. 1992-2002
Vice President and General Manager

- Concurrent with Affiliated Professional Services.
- General construction specialized in insurance damage repair.
- New homes, remodel and repair of homes in Sacramento, Los Angeles and San Francisco.

Re/Max Realty of Fair Oaks and Roseville 1990-1992
Managing Broker (110 agents and brokers)

- Supervise agents and review all contracts and paperwork required by the Department of Real Estate.
- Held weekly sales meetings. Update agents on current changes in laws and practice.
- Concurrent with home inspections, arbitrations, real estate appraisals, construction.

Coldwell Banker Realty and ReMax Realty 1989-1990
Broker agent listing and selling real estate in the Sacramento area

- Top agent at Re/Max realty for listing and selling residential properties (out of 110 agents).

Zenith Homes, Inc. 1988-1989

- General manager for Construction, Land Development and Marketing;
- Development of two 50-acre parcels, one in Fair Oaks, one in Roseville
- New home construction

Carrera Construction, Inc. 1981-1988
President and General Manager

- California General Contracting Business
- Specialized in insurance damage repair

W. C. Thomas, General Contractor, Inc., Aspen Land Company, Piranha Pools 1976- 1981
President and General Manager

- Land development and construction of award winning custom homes in the Sacramento area
- Construction of award winning custom swimming pools and spas
- General Real Estate brokerage, specializing in purchase and sale of properties for construction division.

Schmitz Development, Inc. 1974-1976
Executive Vice-President of Construction and Marketing

- Completed build out of 50-acre subdivision in Modesto California owned by State Savings and Loan.
- Planned development of mixed use 150-acre development in Stockton, California.
- Planned and built golf course with abutting lots and homes in Stockton Development.
- Design of custom homes, apartments, cadmiums, zero-lot line residential and mixed commercial.

Groupe Development (Formerly LILVAL, Inc.) 1972-1974
Construction Manager

- In charge of planning, designing and building mixed use residential properties residential in 750 acre planned unit development with 60-acre lake.
- Manager of approximately 250 employees in construction division of company.
- Managed architectural and design department.
- Managed in house labor for rough carpentry, finish carpentry and cabinet shop.

State Savings and Loan Association (American Savings and Loan) 1970-1972
Real Estate Appraiser IV

- In house real estate appraiser for multiple types of properties including residential and commercial.
- Only in-house appraiser with education to appraise income producing commercial properties. (completed and passed exam for Member of the Appraisal Institute, MAI.)
- Reviewed other staff appraisals for conformance with accepted appraisal practice.
- Appraised all inventory of Savings and Loans acquired by State Savings and Loan which became American Savings and Loan, the largest S&L in the U.S.

More detailed information provided on request.

TAB D

PROJECT UNDERSTANDING

TAB D

PROJECT UNDERSTANDING

The development team's general approach is to study the local community at length during the design process to ensure the best fit project is erected. It is the goal of the development team to have each project not only benefit its surrounding community but also become a treasured and iconic asset for decades to come.

The biggest challenge in achieving the City's stated goals is financing the construction. It is much easier to finance a project that can show many similar developments in the area that are successful. It is more challenging to finance a project that fills a void in a market or is the first of its kind. The difficulty is to find comparable developments that support the use and needed financing for the project. To help overcome this potential obstacle, we plan to utilize "Private Equity Funds" which generally make it easier to finance developments of this kind.

The development team has the unique strength of over 140 years of combined experience between the four leaders on the team and a track record of success. With over 140 years of combined experience come hundreds of valuable contacts that are vital to deliver this project successfully. The team also holds various pertinent licenses including but not limited to architecture, civil engineering, real estate brokerage, general contracting, real estate appraisals, as noted in the individual resumes.

TAB E

DEVELOPMENT PLAN

Tab E

Roseville
CIVIC PLAZA HOTEL

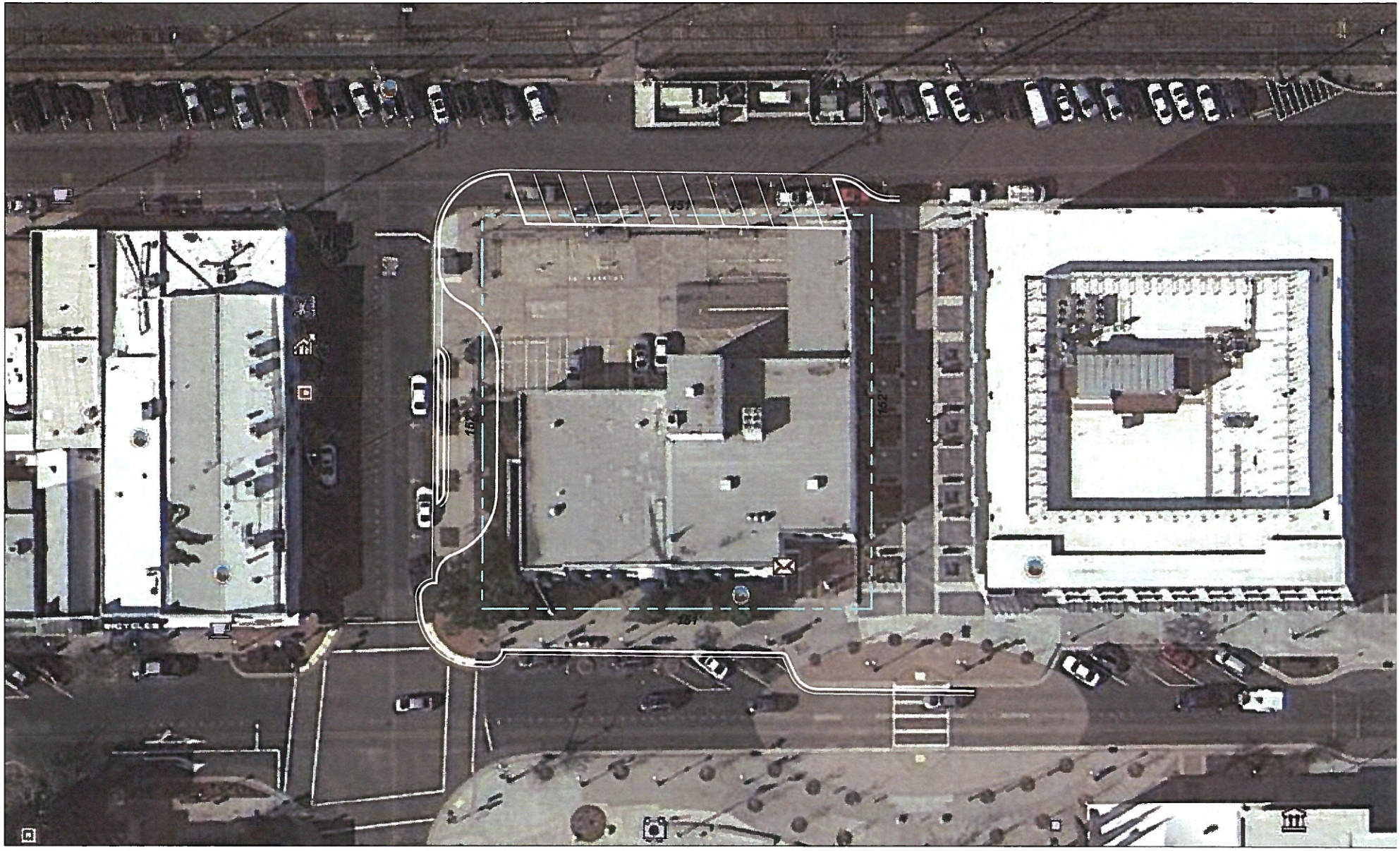
Development Plan

The Hotel Complex will be designed to incorporate elements badly needed in the Downtown District including a Luxury Hotel for Business and Vacationers, Restaurants, Coffee Shop, Day Spa, Roof Top Restaurant and Lounge, Conference Spaces, Fitness Center and Retail Shops. All elements are designed to serve the public and the hotel Guests. Typically, the Restaurant is operated by a Celebrity Chef providing cuisine not currently available in the area and will draw the public within 50 miles to dine at the Hotel. The project's feasibility, planning, permitting, pre-leasing and financing will take approximately 12 months. The Construction Phase will take approximately 12 months. The project should be online in 2021.

Project Summary

The Roseville Civic Plaza Hotel is planned to consist of 72 Luxury Rooms on 3 levels with 9,300 sq.ft. of Retail/Commercial on the first level all integrated with direct access to the Hotel Lobby and the adjacent streets. The Retail /Commercial is designed to be used by the Hotel Guests and the Community at large. It will consist of a Gourmet Restaurant, Cocktail Lounge, Coffee Shop, Retail Boutique Shops, a Day Spa and a Health Club. The two upper floors are planned for 20 upscale Condominiums with views of the City scape. The below grade level is planned for approximately 42 parking spaces in a secured underground parking lot. These amenities currently do not exist in the Downtown District and will serve the community with much needed services for years to come.

CIVIC PLAZA HOTEL
CAFE
RESTAURANT
SHOPS



REVISIONS		
△	DATE	DESCRIPTION
DRAWN BY :	C.M.T.	
CHECKED BY:	A.E.S.	
PURPOSE :	T.I. Permit	

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AL E. SAROYAN II

LICENSED ARCHITECT
AL E. SAROYAN
No. C 8046
REN. 11-30-18
STATE OF CALIFORNIA

$\frac{1}{16}$" = 1'-0"

Existing Post Office Site Plan

Post Office Project

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AL SAROYAN, AIA
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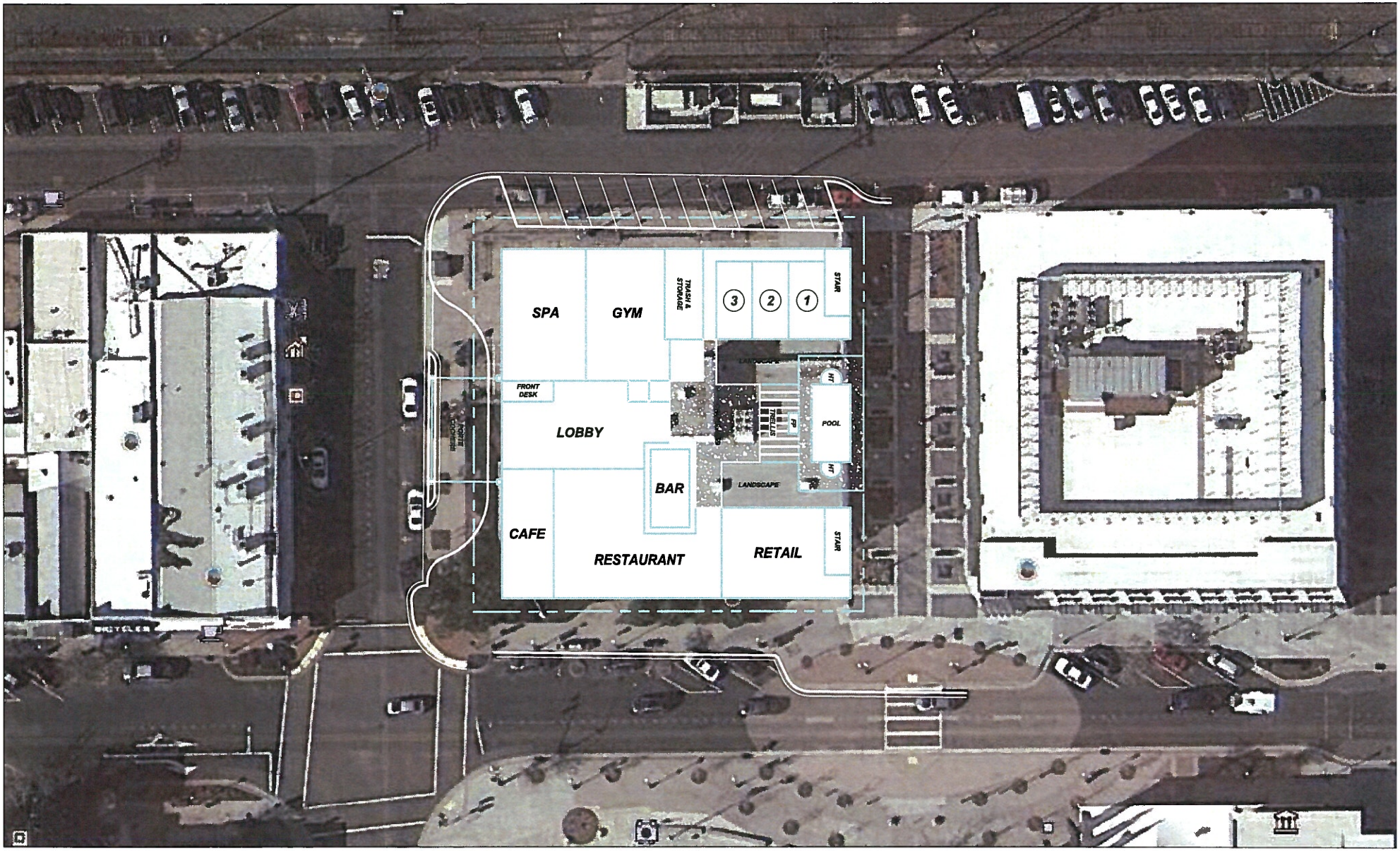
SAROYAN
MASTERBUILDER
ARCHITECTURE CONSTRUCTION INTERIORS
769 Hazelwood Avenue Santa Cruz CA 95062
phone 831.383.1800 fax 831.393.3400
Contractor License 681968

DATE: 17 August 2018
CAD FILE
A-1
PAGE NO.
1
OF 5
PROJECT NO. N-A



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△	DATE	DESCRIPTION
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CHECKED BY:	A.E.S.	
PURPOSE :	T.I. Permit	

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AL E. SAROYAN II

LICENSED ARCHITECT
AL E. SAROYAN
No. C 8046
REN. 11-30-18
STATE OF CALIFORNIA

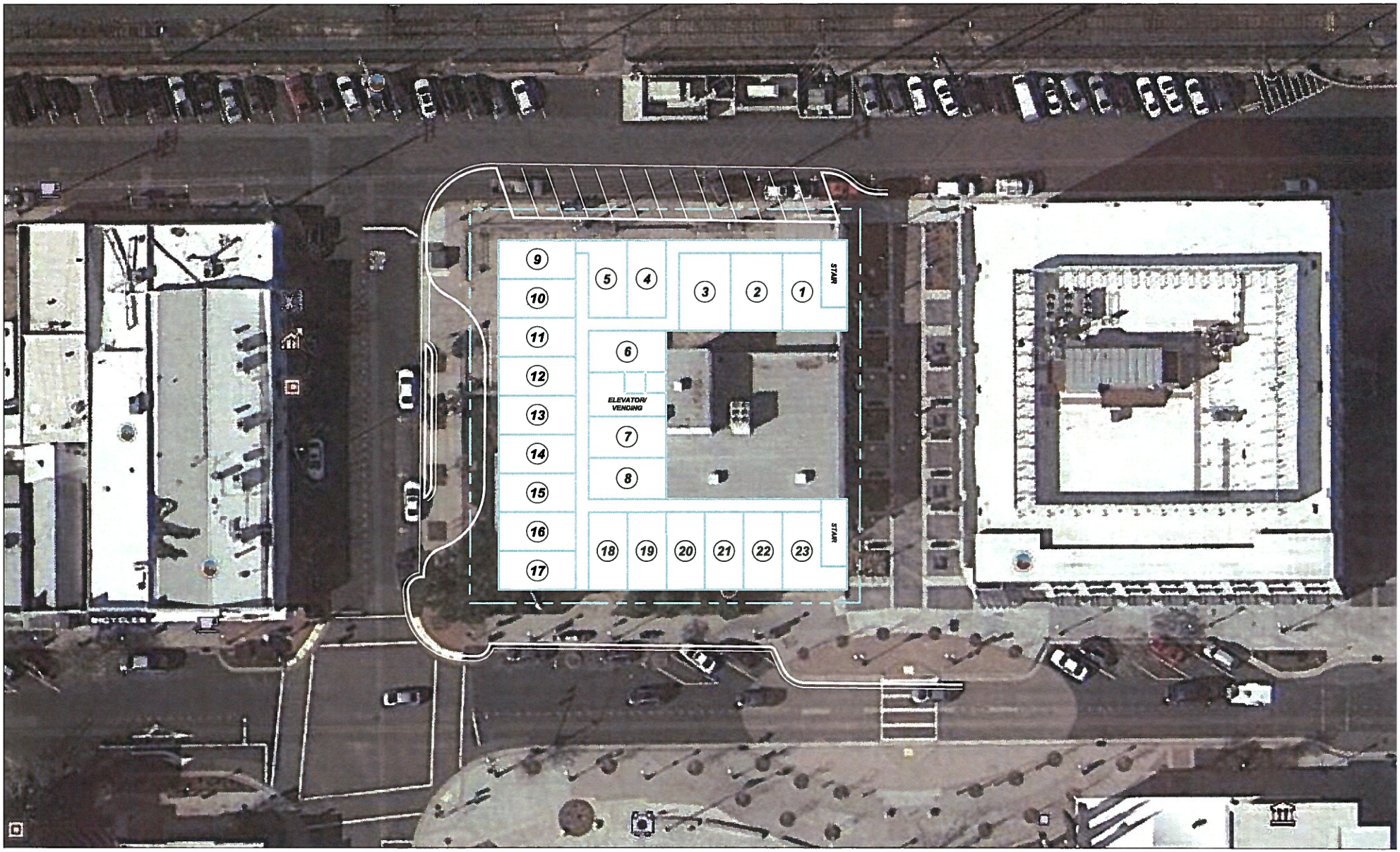
1/16" = 1'-0"

Street Level Commercial Reail & Three Hotel Rooms

Post Office Project

SAROYAN
MASTERBUILDER
ARCHITECTURE CONSTRUCTION INTERIORS
769 Redwood Avenue, Sand City, CA 93954
phone 831.393.1800 fax 831.393.3400
Contractor License 681948

DATE: 17 August 2018
CAD FILE
A-2
PAGE NO.
2
OF 5
PROJECT NO. N-A



REVISIONS		
△	DATE	DESCRIPTION
DRAWN BY :	C.M.T.	
CHECKED BY:	A.E.S.	
PURPOSE :	T.I. Permit	

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AL E. SAROYAN II

LICENSED ARCHITECT
AL E. SAROYAN
No. C 8046
REN. 11-30-18
STATE OF CALIFORNIA

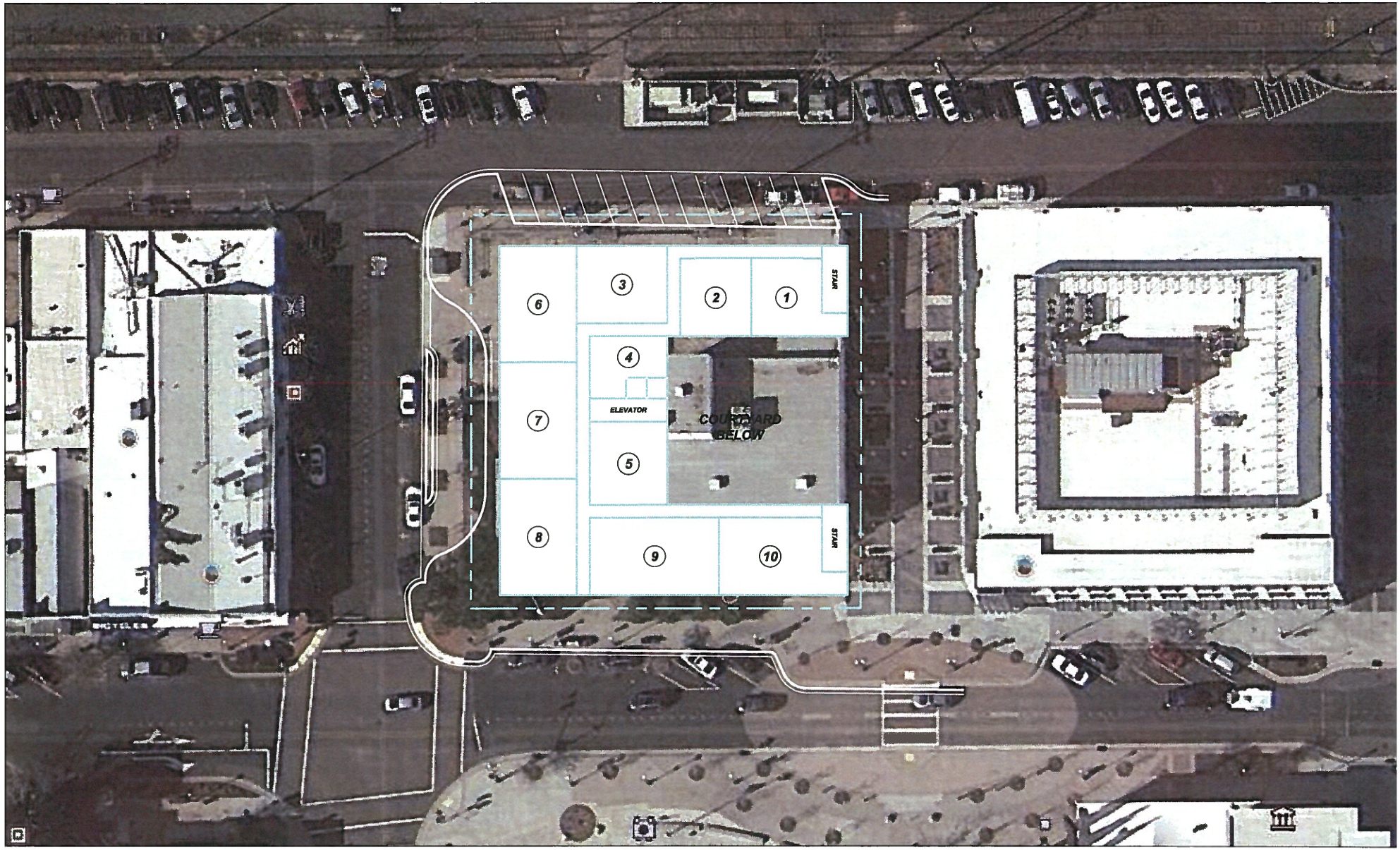
$\frac{1}{16}$" = 1'-0"

Floors Two Three & Four 69 Hotel Rooms

Post Office Project

SAROYAN
MASTERBUILDER
ARCHITECTURE CONSTRUCTION INTERIORS
799 Heatherwood Avenue Seaside City CA 93955
phone 831.393.1800 fax 831.393.3420
Contractor License 681908

DATE: 17 August 2018
CAD FILE
A-3
PAGE NO.
3
OF 5
PROJECT NO. N-A



REVISIONS		
△	DATE	DESCRIPTION
DRAWN BY :	C.M.T.	
CHECKED BY:	A.E.S.	
PURPOSE :	T.I. Permit	

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LICENSED ARCHITECT
AL E. SAROYAN
No. C 8048
REN. 11-30-18
STATE OF CALIFORNIA

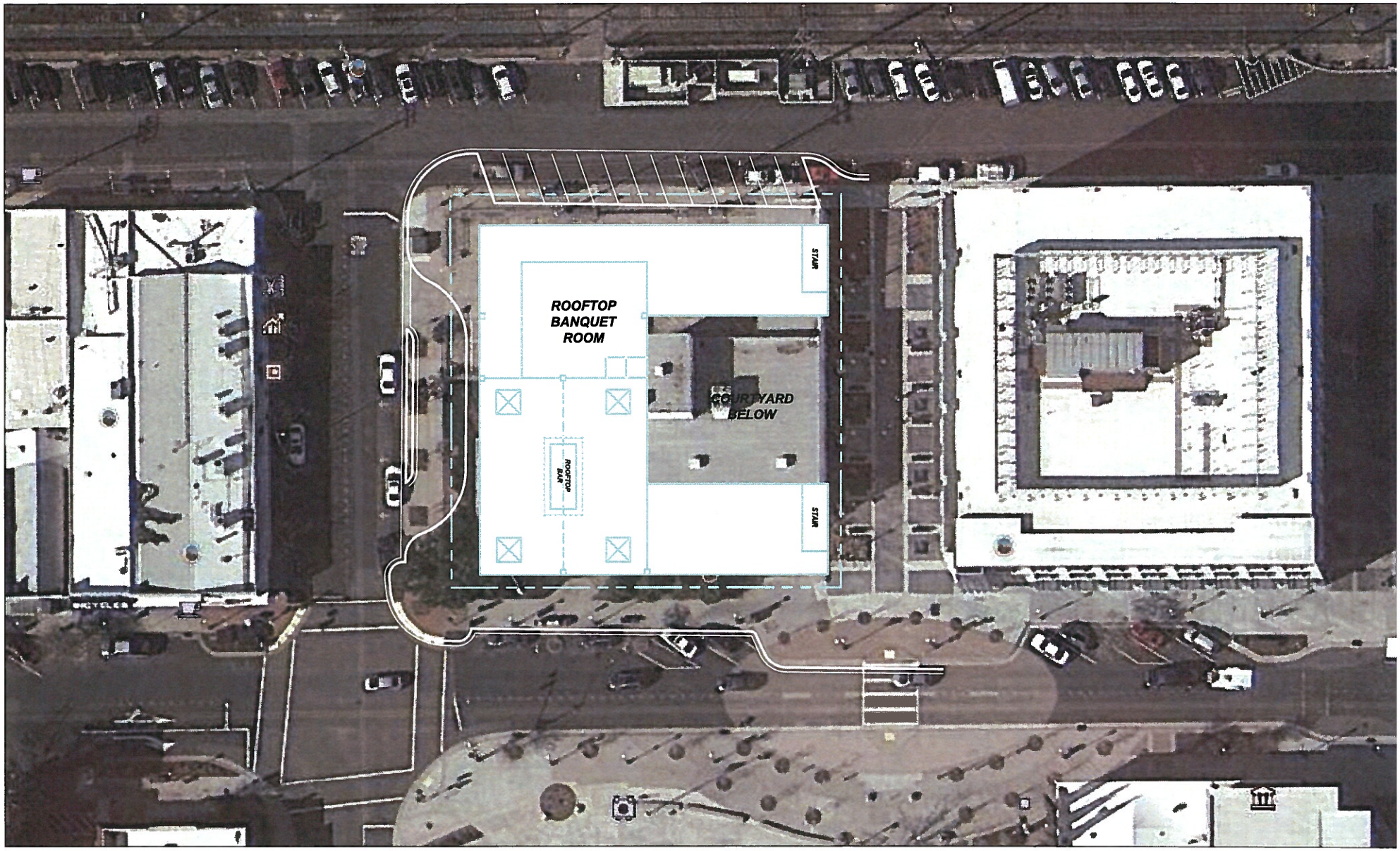
$\frac{1}{16}$" = 1'-0"

Floors 5 & 6 Twenty Condominiums

Post Office Project

SAROYAN
MASTERBUILDER
ARCHITECTURE CONSTRUCTION INTERIORS
769 Redwood Avenue Seal City CA 93954
phone 831.383.1600 fax 831.393.3400
Contractor License 681958

DATE: 17 August 2018
CAD FILE
A-4
PAGE NO.
4
OF 5
PROJECT NO. N-A



REVISIONS		
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LICENSED ARCHITECT
AL E. SAROYAN
No. C 8046
REN. 11-30-18
STATE OF CALIFORNIA

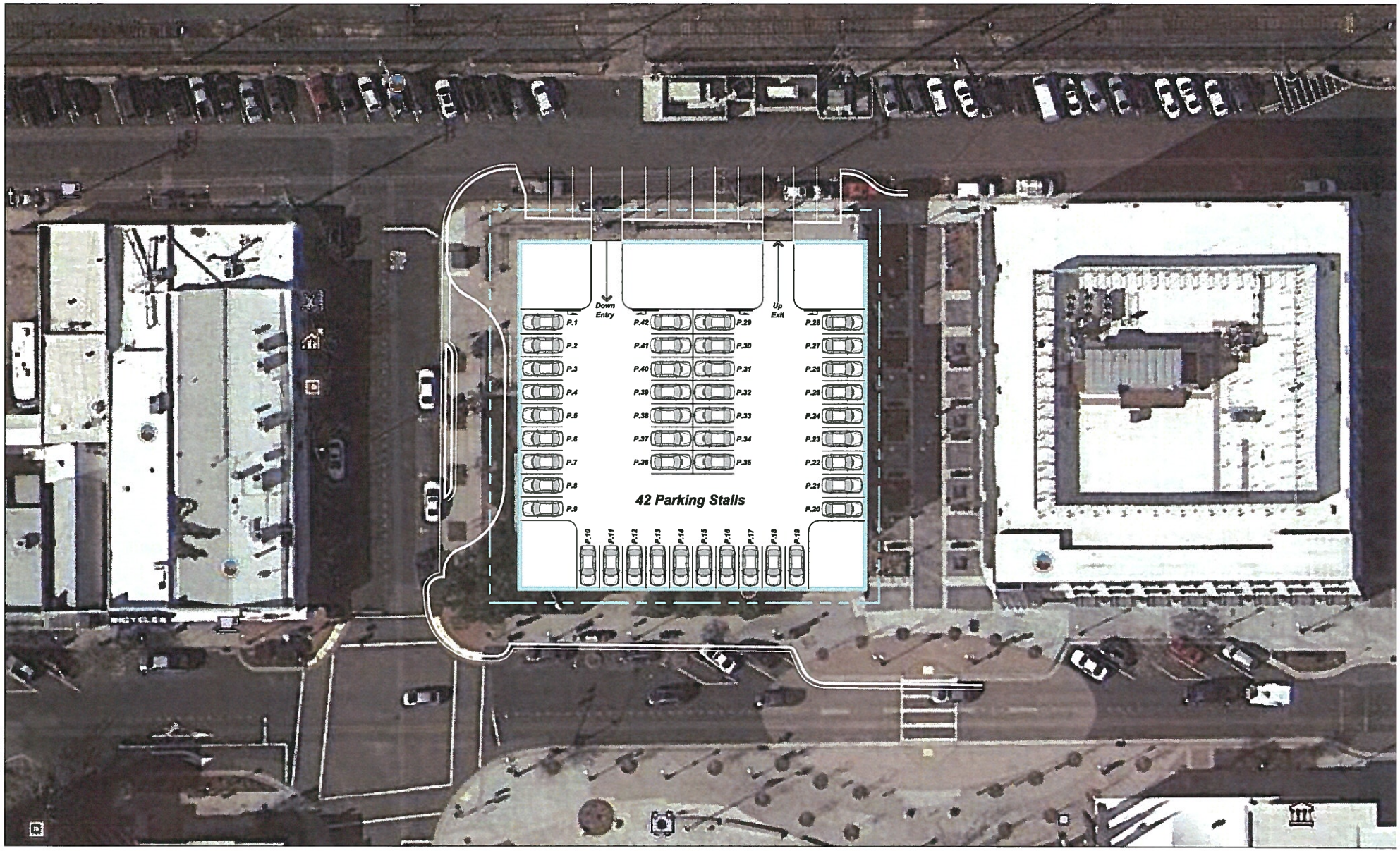
$\frac{1}{16}$" = 1'-0"

Roof Top Bar/Lounge & Banquet

Post Office Project

SAROYAN
MASTERBUILDER
ARCHITECTURE CONSTRUCTION INTERIORS
769 Redwood Avenue Sand City CA 93955
phone 831.393.1800 fax 831.393.3400
Contractor License 681958

DATE: 17 August 2018
CAD FILE
A-5
PAGE NO.
5
OF 5
PROJECT NO. N-A



REVISIONS		
△	DATE	DESCRIPTION
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LICENSED ARCHITECT
AL E. SAROYAN
No. C 8046
REN. 12/31/18
STATE OF CALIFORNIA

$\frac{1}{16}$" = 1'-0"

Basement Parking 42 Cars

Post Office Project

SAROYAN
MASTERBUILDER
ARCHITECTURE CONSTRUCTION INTERIORS
760 Redwood Avenue Sand City, CA 93950
phone 831.393.1800 fax 831.393.3400
Contractor License 681956

DATE: 17 August 2018
CAD FILE
A-6
PAGE NO.
6
OF 5
PROJECT NO. N-A

EXAMPLES OF CONCEPT INTERIORS

RESU

TAB F

FINANCING PLAN

Tab F

FINANCING:

The project land acquisition will be All Cash provided by the Development Entity. Evidence of cash on hand is attached to this section indicating Cash Funds sufficient to conclude the purchase of the property.

The Hotel Development financing will be 30% Cash Equity, 70% from Debt Financing.

The Cash portion will be provided by our Finance Group consisting of:

Private Equity Partners (70%)
Hotel Management Entity (5%)
Development Entity (20%)

The Debt Financing portion will be provided by one of our Hotel lenders. They typically finance up to 75% of the total cost of the development.

Edward Jones

September 14, 2018

RE: Verification of Deposit for:

LENOX HILL INTERIORS, INC
ATTN: ALBERT SAROYAN
760 REDWOOD AVE
SAND CITY, CA 93955-3055

LENOX HILL INTERIORS INC
760 REDWOOD AVENUE
SAND CITY, CA 93955

To Whom It May Concern:

This letter is in response to a request for Verification of Deposit of the above client. The assets in this account are available to the owner at any time for liquidation.

Edward Jones does not provide tax or legal advice including any specifics on tax implications that may apply upon liquidation or withdrawal of assets.

We can confirm the balance in this account was in excess of $770,000 as of the close of business on 09/13/2018. These funds are available to be used at the client's discretion, but may require liquidation if invested in securities.

This information is personal and confidential and shall only be used with the permission of the account holder(s).

Sincerely,

Erin Young

ERIN YOUNG
Edward Jones
201 Progress Parkway
St. Louis, MO 63043
314-515-6090

Although you may have provided a standardized template with your request, because of the high number of requests received, the information you requested is being provided on Edward Jones letterhead or through a copy of our client statement. Please note that securities held at Edward Jones are subject to normal market fluctuations, fees and early redemption penalties that may impact the overall value of the assets held in the account. Additionally, securities may be transferred, sold, or liquidated at the discretion of the account owner(s) without prior notice to any third party. If this is a retirement account it may be subject to IRS rules limiting the withdrawal and use of IRA assets without penalties. The value of any assets reflected on a client statement as "Held Outside Edward Jones" must be confirmed with the issuer directly, not through Edward Jones.

If estimated earnings are included, they are based on the assets currently held in the account and are not guaranteed payments. Edward Jones does not provide detailed historical or projected returns on individual securities. Edward Jones will not accept the assignment of any of the rights of an account owner to anyone other than the account owner. Edward Jones will not, under any circumstance, maintain the account of an account owner for the benefit or protection of any party other than the account owner. Accounts are maintained only for the account owner and cannot be pledged or held as collateral for any third party obligation.

TAB G

REQUIRED STATEMENTS & DOCUMENTS

Attachment A

PROPOSER'S CERTIFICATION

I hereby propose to negotiate 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 up to one hundred and eighty (180) 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 product or service; 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.

LENOX HILL INTERIORS, INC.
NAME OF BUSINESS

SIGNATURE

AL SAROYAN, PRESIDENT
NAME & TITLE, TYPED OR PRINTED

760 REDWOOD AVE, SAND CITY, CA. 93955
MAILING ADDRESS

831-901-6800
TELEPHONE NUMBER

AL@SAROYAN.US
EMAIL

Type of Organization:

____ Sole Proprietorship ✓ Corporation _____ State of Incorporation

____ Partnership ____ Limited Liability Company

TAB H

EXCEPTIONS

TAB H

There are no exceptions in this proposal.

EXCEPTIONS

TAB I

COMPETENCY OF PROPOSERS

TAB I

COMPETENCY OF PROPOSERS

The developer has had zero bankruptcies, liens, stop payment notices, judgments, lawsuits, arbitrations, mediations, foreclosures, or any similar actions filed or resolved in the past seven (7) years. No party has ever terminated a contract with our firm for breach

The Development entity is a group of seasoned developers with experience in major projects similar to the proposed Hotel Project. The firms have developed, constructed and managed projects of this scope with staff's ranging from 10 to 50 employees. Each project stands on it's own and has a component in the equity and debt financing to reimburse the developer for the costs of management staff and supervision labor. The development costs also provides line items for each sub-consultant and sub-contractor adequate for their performance of the scope of work.