



Hines

I-25 Erie Gateway Site

Response to RFQ # ED-21-02

December 30, 2021

Julian M.D. Jacquin
Director of Economic Development
Town of Erie
645 Hollbrook Street
P.O. Box 750
Erie, Colorado 80516

Dear Julian,

Thank you for your consideration in partnering with Hines on the Erie Gateway Site. This one-of-a-kind project provides an exceptional opportunity for the Town to partner with a private developer to create a unique mixed-use, shopping, working, housing and transportation center, that will be a powerful economic driver for the Town for generations to come. Hines would be honored to assist with the Town's vision for the Site.

To aid in discussions with your team, we have provided the requested qualifications for the project, as well as included additional information about our firm via this proposal. At Hines, we take the trust and investments of our partners very seriously. We give thought to the faces and stories behind each transaction and do everything in our power to steward this trust responsibly. In addition to items presented in the enclosed presentation, we believe there are several other key features that distinguish us among our industry peers: Our Conceptual Construction Group, Financing, Sustainable Practices, and Experienced Staff. Our firm has a six-decade history of successfully delivering some of the most complicated real estate projects in the world, many of them right here in our home state of Colorado.

Our goals on every project remain the same: to minimize risk and maximize value for the owner at every possible stage of the development process. We are enthusiastic about—and invested in—the chance to create a world-class nexus of community, entrepreneurship, and residential living across in our own backyard.

We sincerely appreciate the opportunity to partner with you on the Erie Gateway development and look forward to formalizing our shared vision for the project in the very near future.

Sincerely,



Chad Murphy
Managing Director



TABLE OF CONTENTS

Statement of Understanding	5
Team Information	9
Team Resumes	15
Project Examples	27
References	65
Signed Acknowledgment of Developer	69
Appendix	73

Levit Green
Houston, TX

Statement of Understanding

SETTING THE STANDARD FOR SUCCESS

Statement of Understanding

Overview

The Erie Gateway Site is critical to ensuring a sustainable economic future for the Town of Erie. Given that Erie owns a key land parcel in the Site, we understand the significance of this project to the Town is even greater. We agree with Erie’s vision that the Site should be a well-planned, sustainable, and truly unique mixed-use place, and Hines is committed to helping Erie execute this vision.

To date, Erie has lost significant revenue-generating opportunities to adjacent municipalities. The Erie Gateway Site offers a unique opportunity to develop and capture robust, sustainable, and new revenue generators for the Town.

Approach

Erie has made a considerable investment into the planning and visioning for the Erie Gateway Site, and to successfully execute that vision, it is paramount for the various landowners to work together in a cooperative partnership. Therefore, Hines is actively endeavoring to acquire certain privately-owned land parcels within the Erie Gateway Site. Our intent is to not only advise the Town on what to do with its parcel, but also be an active landowner in the Site, which will create a true public-private partnership with interest alignment.

Proposed Structure

Hines proposes a three-pronged approach to Erie for development of the Erie Gateway Site including 1) Development Management Services, 2) Joint Development of Major Infrastructure and 3) Right of First Refusal and Right of First Offer on Town-owned land. The above three items generally include market and feasibility analysis; financial planning and underwriting; public financing structuring, master development scheduling; market financing; planning, engineering, contracting and construction of major public improvements; and the right to buy land from Erie when the time is right. Since this RFQ is limited to qualifications, we are proposing to negotiate these three terms with Erie in further stages of commitment, should the Town choose Hines as a partner for the Erie Gateway Site.

Local Partnerships – Consultants, Landowners, and Developers

Hines’ Colorado team has a deep network of consultants both nationally and in the Denver metropolitan market. If selected, we will collaborate with Erie’s team to hand-select the best team of consultants to ensure that Erie’s vision is executed. Additionally, we have a good relationship with CDG and believe we will be able to work well with them as a co-developer, or potential buyer of their site. Finally, should

Hines not have an interest in developing certain parcels in the Site, we have strong relationships with other developers that may be better suited to develop certain property types, and we can advise the Town on the selection of buyers for those uses.

Public Financing

The correct public financing structure will be critical to successfully bringing the Erie Gateway Site to life. Various tools exist and we will work with Erie to select the best option(s) for the Site, which may include Property Tax Increment, URA, Sales Tax Increment, Add-On Public Improvement Fee (Retail and/or Lodging Sales), Metro District, Special Improvement District, Tap Fee Water Bonds, or a Regional Improvement Authority. We have already begun studying options with our key public financing consultant, Piper Sandler & Co. and will work with Erie to determine the best proper structure for Erie Gateway.

From our local experience of working in Erie to our national perspective on developing properties of all types, we believe that Hines is uniquely positioned to help Erie with the development of the Erie Gateway Site. We look forward to further discussions in helping you meet your goals.

Macanta
Denver, CO

Team Information

THE HINES ADVANTAGE

Team Information

Name:
Hines Interests Limited Partnership

Address:
1144 15th Street
Suite 3675
Denver, CO 80202

Contact Person:
Chad Murphy
chad.murphy@hines.com
(303) 357-6302

Company Organization:
Limited Partnership

Years in Business:
64



1144 Fifteenth
Denver, CO

Hines Profile

Hines is a privately owned global real estate investment, development and management firm, founded in 1957, with a presence in 225 cities in 25 countries and \$144.1 billion of assets under management— including \$75.5 billion in assets for which Hines serves as investment manager and \$68.6 billion for which Hines provides third-party property-level services..

Hines has 165 developments currently underway around the world, and historically, has developed, redeveloped or acquired 1,426 properties, totaling over 472 million square feet. The firm’s current property and asset management portfolio includes 576 properties, representing over 246 million square feet. With extensive experience in investments across the risk spectrum and all property types, and a pioneering commitment to sustainability, Hines is one of the largest and most respected real estate organizations in the world.

\$144.1 billion
in assets under managements

300+ million SF
developments completed or underway

4,800+ employees
worldwide

92.8 million SF
Hines investment management

Legal Status
Private Company

64 years
of operation since 1957

25 countries
in which Hines operates

576 properties
under management

129.3 million SF
managed for third parties

Global Headquarters
2800 Post Oak Blvd., Houston, TX, 77056



The Hines Difference

Why should you hire Hines?
Hines has over half century of successfully delivering the highest quality assets to the built environment to the satisfaction of literally hundreds of owners. Through our development management services, Hines offers clients an unparalleled depth of experience and resources. We have the know-how and network of experience to lead a project of any size and complexity for discerning third-party clients.

By listening to and collaborating closely with its clients, Hines forges genuine partnerships that help corporations, property owners and investors realize their visions, on time and on budget. Moreover, the firm achieves the highest level of quality appropriate for each project, with careful attention to detail, safety and adherence to world-class standards throughout the development process.

Entering its sixth decade, Hines has acquired an unparalleled depth of experience by developing more than 449 million square feet of space spanning the entire spectrum of property categories. Today, the company continues to build on that expertise with projects ranging from corporate headquarters/campuses, office, retail and mixed-use properties to industrial, hotel, resort and residential projects—including major sports complexes, government buildings and a full array of cultural arts, educational, medical, biotechnology and other specialized facilities.

How does Hines add value?
Throughout every phase of a project, Hines strives to lower risk while delivering significant cost savings for its clients. This is achieved with comprehensive project planning, aggressive value engineering and an expedient conceptual construction process that identifies opportunities for program improvements and/or strategic cost savings and eliminates scheduling delays.

As the world’s leading green developer, Hines offers innovative solutions to maximize energy efficiency, reduce future operating costs and lessen environmental impact by utilizing established best practices and proven technologies.

With its owner’s perspective, global experience and some of the best people in the business today, Hines brings a wealth of knowledge to every development it manages. This translates into smoother government and contractor relations, keener insights into local economies, and more sharply focused strategies.

Enclosed are some examples of these engagements.



Lakeside at Tessera
Austin, TX

Team Resumes

KEEPING BUSINESS READY

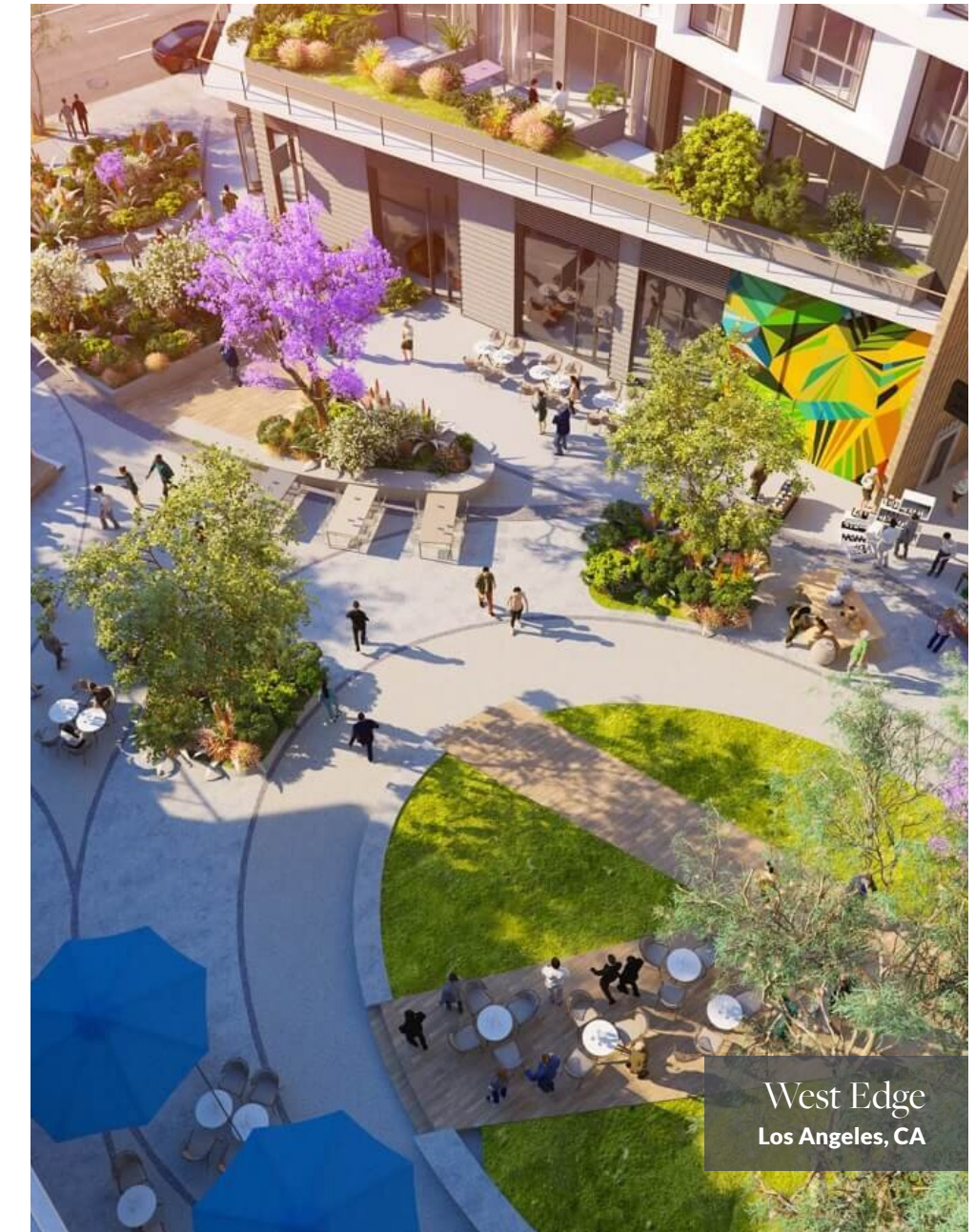
Team Allocations & Location

Hines staffs all development projects, both on our own behalf and on behalf of our clients, with the right people to deliver superior service and results. Time allocations will vary depending on the phase of the development but team members will all be 100% available for all required phases of the project. There is always a single point of responsibility (SPOR) for our clients, and Hines will dedicate the necessary resources to successfully deliver the project, and will add to those resources if necessary.

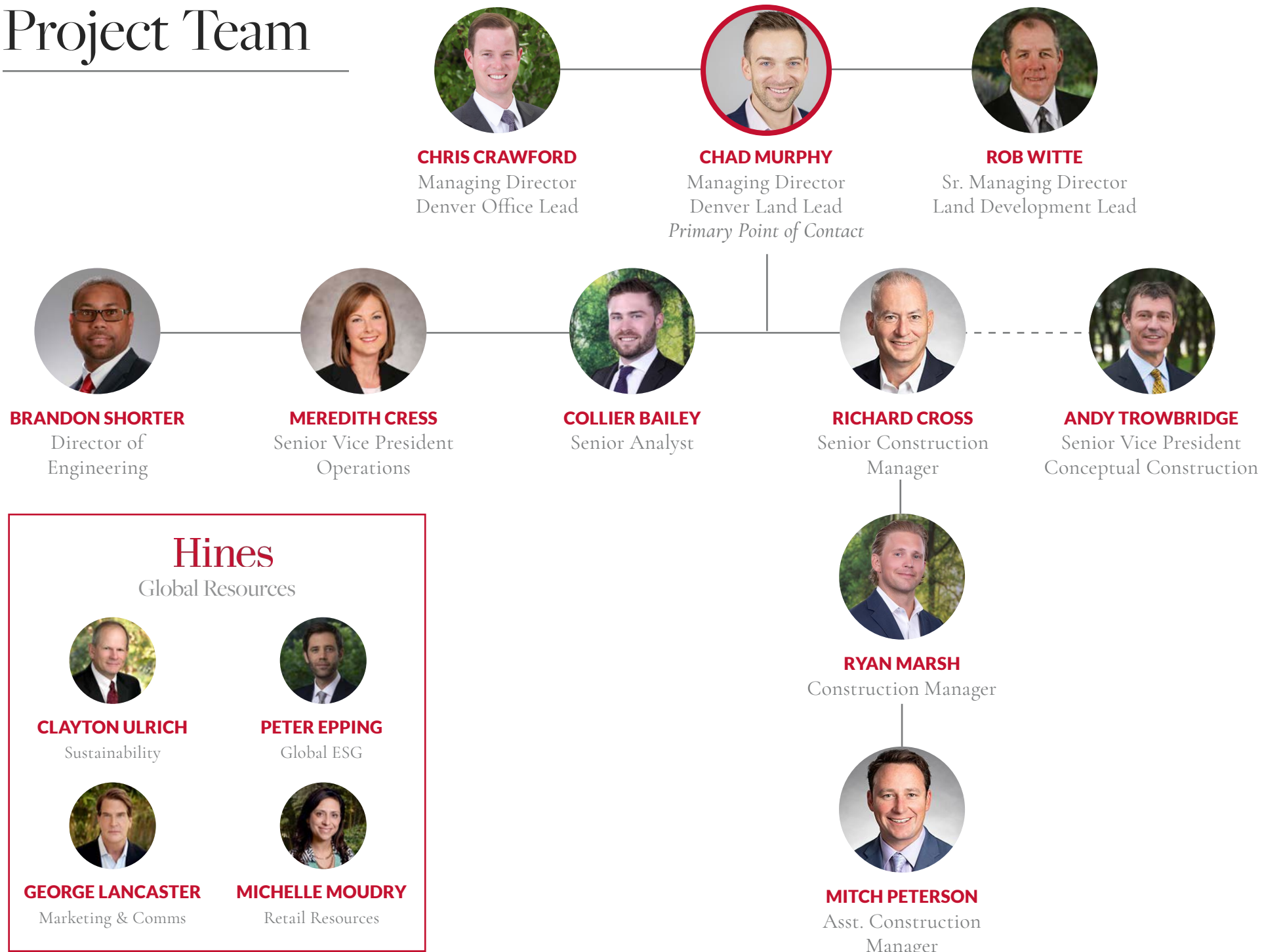
Hines' construction managers have experience in both on-site and off-site staffing and we have found both to be equally effective dependent on the project and location. We are committed to meeting the goal of the partnership and can dedicate on-site construction management should that be deemed appropriate and valuable to Erie Gateway project.

Team Expertise & Specialty

- Hines' Conceptual Construction team is the only group like it
- In-house research, design, and procurement team
- Redefining how buildings and systems are conceived and sourced
- Results are consistently copied and replicated to be industry standard
- Unique process provides reliable information for Client decisions
- Proprietary A&E and Construction Contracts to save Clients time, money, and risk
- Leverages input from more than 150M square feet of past projects
- Measurable advantages in the building design and procurement processes based on our experience on other similar projects.



Project Team



Rob Witte
Senior Managing Director
Land Development Lead

Mr. Witte is a senior managing director responsible for land and residential development, acquisitions and dispositions of projects within the Southwest Region of the U.S. Mr. Witte joined Hines in 1993 and has been involved in the development of approximately 4 million square feet of commercial development and is overseeing approximately 2,300 acres of residential land development.

Witte earned his BBA from the University of Texas at Austin and is a Certified Public Accountant.



Chad Murphy
Managing Director
Point of Contact

Mr. Murphy joined Hines in 2012 and leads the land development platform for Hines in Denver, Colorado. He has successfully helped grow the Southwest Region's land platform into the Denver market. He sourced the acquisition of roughly 2,200 acres in metro Denver, consisting of nearly 5,000 residential lots and 120 acres of mixed-use land representing a total value of nearly \$500 million in revenue.

Murphy received his MBA in Real Estate from the University of Colorado.



Chris Crawford

Managing Director
Denver Office Lead

Mr. Crawford is a managing director and city leader responsible for development, acquisitions, dispositions, asset management and property management for projects throughout Colorado. Since joining the firm in 2014, he has contributed to more than \$2 billion of developments, acquisitions and dispositions.

Crawford graduated with a BA from Dartmouth College.



Richard Cross

Senior Construction
Manager

Mr. Cross joined Hines in 2018 and has extensive experience in the entitlement and development of residential master-planned communities. He most recently managed efforts at Macanta and Parterre, both of which are significant master-planned developments in the Denver area.

Prior to joining Hines, Mr. Cross has spent the past 20 years developing land for national builders within the Colorado and Arizona Markets.



Ryan Marsh

Construction Manager

Mr. Marsh joined Hines in 2019 and serves as the lead construction manager of the land development platform. He is currently managing efforts at Macanta and Parterre, totaling nearly 2,000 acres of land development. His notable work achievements include budgeting and contracting Parterre phase 1 development, as well as Macanta.

Mr. Marsh earned his Bachelor's degree from Colorado State University.



Mitch Peterson

Assistant Construction
Manager

Mr. Peterson joined Hines in 2018 and has extensive experience in the construction and engineering of residential master-planned communities. **He most recently served as construction manager for the Flatiron Meadows and Rex Ranch developments, working closely with staff members of the Town of Erie.**

Prior to joining Hines, Mr. Peterson spent several years managing construction and engineering efforts in the Denver area. He received his Bachelor of Science in Civil Engineering from the University of Kansas.



Collier Bailey
Senior Analyst

Mr. Bailey joined Hines in 2019 as a Senior Analyst covering Colorado's land development platform. He currently works in the underwriting, financing and acquisition of new development projects as well as help manage Hines' current portfolio in the Denver area.

Prior to joining Hines, Mr. Bailey spent several years in land acquisitions in the Texas market. He earned his BA from the University of Texas.



Meredith Cress
Senior Vice President
Operations

Ms. Cress serves as senior vice president – operations and is responsible for overseeing property management and operations in the Southwest Region representing over 27 million square feet of commercial real estate. She serves as a member of the firm's Operations Management Committee. Since joining Hines in 2004, she has directly contributed to the management of over six million square feet of Class A properties valued at more than \$2 billion.

Cress earned a BS from Texas Tech University. She serves the board of directors for Houston BOMA, including the 2016 Presidency.



Brandon Shorter
Director of Engineering

Mr. Shorter currently serves as the Director of Engineering for the for the Southwest Region market, and provides engineering leadership and training support for the engineering team.

Brandon brings 22 years of experience in the commercial real estate industry. Since joining Hines, Brandon has completed several projects, including an Energy Management System upgrade at Chase Tower and Park West in Dallas. He also spearheaded the replacement of the fire alarm system at Park West. Brandon also led the due diligence process for the disposition of Two MacArthur Ridge and One Victory Park.



Andy Trowbridge
Senior Vice President
Conceptual Construction

Mr. Trowbridge is Executive Vice President, Conceptual Construction. He is responsible for all preconstruction activities including budgeting, design, contractor and consultant contract negotiations, and materials purchase for Hines' domestic and international projects. Since joining Hines in 1992, Trowbridge has been responsible for consultant selection and contract negotiations, budgeting, scheduling, management of consultants' designs, and contractor and subcontractor bidding and negotiations for office buildings, retail complexes and hotels. He has successfully managed more than 20 million square feet of base building and tenant improvement construction, representing more than \$4 billion in costs.



Clayton Ulrich

Senior Vice President
Global Sustainability
Officer

Mr. Ulrich is the firm's Senior Vice President, Corporate Operations and Engineering Services and also serves as Global Sustainability Officer. He is Hines' senior engineering officer focused on providing visionary leadership and strategic direction for Hines' 1,500 property management and engineering employees in optimizing performance and minimizing risk for the assets Hines manages. Ulrich is responsible for the firm's industry-leading standards in operations and maintenance, environmental policy, equipment efficiency, energy management and engineering employee development. His experience with building operations, technologies, equipment, components and systems is instrumental in executing his engineering leadership and site support responsibilities.



Peter Epping

Senior Vice President
Global Head of ESG

Mr. Epping is Global Head of ESG where he is responsible for coordinating the firm's sustainability efforts worldwide, developing together with the Executive Committee and the regional and central business units, the firm's ongoing sustainability strategy.

He previously served as Senior Managing Director and Fund Manager for the Hines European Core Fund (HECF) as well as the separate accounts of HV Trophy Mandate HV Mandate, the Hines BVK High Street Retail Mandate and the Hines CNP Mandate.

Epping holds a degree of economics business administration from University of Mannheim as Diplom-Kaufmann and an MBA from Union College in Schenectady.



Michelle Moudry

Senior Vice President
Retail Operations

Ms. Moudry is a Managing Director in the Retail Resources Group/Investment Management and is responsible for identifying and underwriting domestic retail acquisitions, ongoing asset management, and disposition activity for the firm. She has held various roles at Hines since 2000 and worked in public accounting with Deloitte & Touche prior to joining the firm.

Moudry has a BS/MPA in Business/Accounting from The University of Texas and an MBA from The Wharton School of the University of Pennsylvania.



George Lancaster

Senior Vice President
Marketings & Comms

Mr. Lancaster is the firm's Senior Vice President, Corporate Communications. He is responsible for internal and external global corporate communications, including media relations. Lancaster serves as a central resource to Hines' offices worldwide in the areas of corporate and project marketing and public relations. He also has extensive experience in branding, leasing and property management. Previously he worked in the firm's mixed-use division in retail marketing for the Dallas and Houston Gallerias where he was later responsible for the redevelopment and repositioning of Canal Place, a market-dominant, mixed-use center in downtown New Orleans.

T3 RiNo
Denver, CO

Project Examples

GLOBAL EXPERIENCE, LOCAL ROOTS

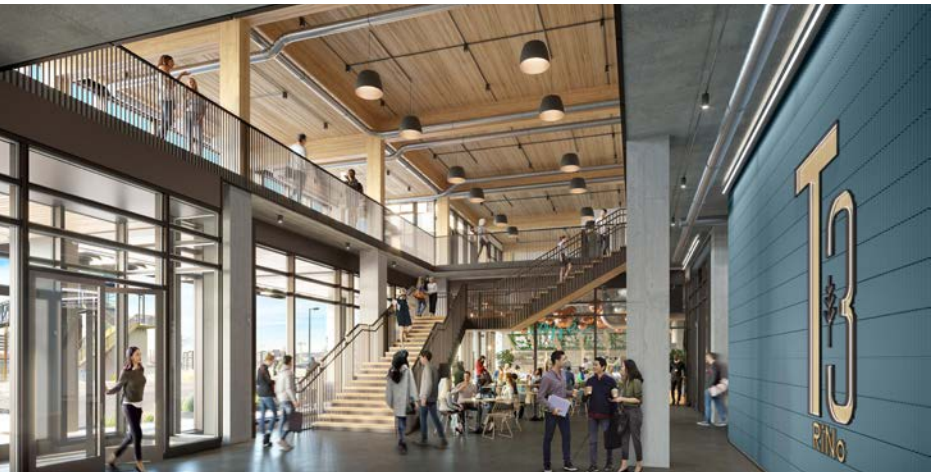
I-25 ERIE GATEWAY SITE

Current Colorado Projects



PARTERRE - PHASE 1

Design: Q1-2022 Completion: Q3-2023



T3 RINO

Design: Q4-2018 Completion: Q4-2023



MICA RINO

Design: Q4-2019 Completion: Q1-2023



MACANTA

Design: Q1-2021 Completion: Q1-2024



Additional Project Experience

Hines is known as a developer of world-class projects, both for its own principal account and for our 3rd-party clients. Hines has decades of experience as a developer and investment builder of multiple product types: research campuses, master-planned mixed use developments, five-star hotels and resorts, mid-rise and high-rise multifamily, arts and cultural centers, educational facilities and sport venues, as well as iconic office buildings.

Underway:

- Macanta | Castle Rock, CO
- Parterre | Thornton, CO
- Mica RiNo | Denver, CO
- T3 RiNo | Denevr, CO
- Levit Green | Houston, TX
- Fenton | Raleigh, NC
- Cherrywood | Dublin, Ireland
- ATC Durham | Durham, NC
- The Parks at Walter Reed | Washington, DC
- Wildflower Ranch | Fort Worth, TX
- Lakeside at Tessera | Austin, TX
- Edgestone at Legacy | Frisco, TX
- West Edge | Los Angeles, CA
- The Lincoln Common | Chicago, IL
- The Mercantile | Omaha, NE
- Edge-On-Hudson | Sleepy Hollow, NY
- T3 Eastside | Austin, TX

Completed:

- Flatiron Meadows | Erie, CO
- Rex Ranch | Erie, CO
- Raleigh at Sloan's Lake | Denver, CO
- 1144 Fifteenth | Denver, CO
- 1601 Wewatta | Denver, CO
- Wells Fargo Center | Denver, CO
- Aspen Highlands Village | Aspen, CO
- River Valley Ranch | Carbondale, CO
- Grayson Woods | Katy, TX
- The RIM | San Antonio, TX
- Retreat at the RIM | San Antonio, TX
- CityCenterDC | Washington, DC
- Alys Crossing | Cypress, TX
- The Stack | Dallas, TX
- Chandler Viridian | Chandler, AZ
- Shell Woodcreek | Houston, TX
- Hilton Americas | Houston, TX
- Westin Riverwalk | San Antonio, TX



Levit Green Houston, TX

Project Type:

- Master Planning
- Life Sciences
- Office
- Multi-Family Residential
- Community Space

Hines and 2ML Real Estate Interests are developing Levit Green, more than 52 acres of prime real estate adjacent to the Texas Medical Center. The thoughtfully designed masterplan will offer a curated mix of uses, including research facilities, office, residential, shopping and dining, outdoor amenities and green space at the epicenter of Houston's biotech, corporate life sciences and medical research hub.

Located inside Houston's I-610 Loop, steps from one of the city's largest parks, myriad arts and cultural institutions and vibrant retail offerings, Levit Green will offer amenities that are increasingly rare today: unparalleled size, versatility and connectivity within the city's urban core. The unique property is less than three miles from Houston's Central Business District and its prominent location enjoys immediate access to State Highway 288, METRORail, METRO bus, bike trails and the planned TMC³ medical research campus.



Fenton

Raleigh, NC

Project Type:

Office

Retail

Multi-Family Residential

Hospitality

Community Space

Hines and Columbia Development Group in partnership with USAA Real Estate are developing Fenton—a 92-acre mixed-use district in the Cary submarket of Raleigh/Durham, North Carolina. Fenton will be Cary's first vertically integrated, mixed-use destination. The development will offer 2.5 million square feet of retail, office, restaurant, hotel and multifamily. The initial phase will consist of 348,000 square feet of specialty and experiential retail, including a high-end movie theater; 195,000 square feet of Class A office; 357 apartment units; and a 175-key hotel.

Fenton will be located along Cary Towne Boulevard at I-40, adjacent to the Wake Med Soccer Park. The highly-amenitized development is proximate to Research Triangle Park—the regional job engine, as well as many of the area's best residential neighborhoods and public and private schools.

Slated to open in April 2022, Fenton is one of the largest retail-driven projects currently underway in the United States.

I-25 ERIE GATEWAY SITE



Cherrywood

Dublin, Ireland

Project Type:

Master Planning

Multi-Family Residential

Hospitality

Office

Retail

Parking

Community Space

Located in South Dublin, Cherrywood is currently one of the largest urban developments in Europe and has been driven forward by Hines over the past 6 years. Originally a combination of a partially developed site and farmland, the Cherrywood lands are being transformed into a high-density suburban center, to be delivered on a phased basis. The 388-acre project's masterplan has been designed to provide a state-of-the-art, sustainable, cycle and pedestrian-friendly mixed-use urban development.

Cherrywood is projected to have a future population of 25,000 residents, more than 8,000 new homes, a retail-led Town Centre, six new schools and three major parks, as well as leisure facilities.

Hines is now developing Cherrywood Town Centre, which will consist of 1,300 new apartments, a 200-key hotel and a 721,182-square-foot mixed-use retail center. Cherrywood Town Centre is also registered for WELL Community certification plan to become the first WELL-certified development in Ireland and only the third in Europe.

33



ATC Durham

Durham, NC

Project Type:

Office

Retail

Multi-Family Residential

Specialty/Entertainment

Community Space

Hines, Capitol Broadcasting Co., and USAA Real Estate are developing a 700,000-square-foot mixed-use project bordering the west side of the bustling American Tobacco Campus in downtown Durham.

Spanning 11 acres, the new development features easy access on its south side to NC 147, a vital Triangle artery connecting downtown Durham to the Research Triangle Park, I-40 and I-85.

The first phase will include 312,000 square feet of leasable space in two Hines T3 (Timber, Transit and Technology) creative office buildings; 350 multifamily units in a 14-story high-rise residential building; and 89,000 square feet of experiential retail with a prepared foods grocer and complimentary amenity shops and restaurants. Additionally, the development will include an activated central plaza and pedestrian alleyways that will be actively programmed with events and experiences to enhance the community.



I-25 ERIE GATEWAY SITE



The Parks at Walter Reed

Washington, DC

Project Type:

Master Planning

Multi-Family Residential

Retail

Office

Life Sciences

Hospitality

Single-Family Residential

The Parks at Walter Reed is a 66-acre land development of the historic Walter Reed Army Medical Center site that when fully developed will contain 3.1 million square feet of new construction and adaptive reuse of historic structures, including retail, for-rent and for-sale multifamily, townhomes, office, healthcare, a school, and a hotel.

The development will contain approximately 220,000 square feet of retail, more than 300,000 square feet of office and ambulatory care, a 200-key hotel and conference center, a top-performing language-immersion school, and 30,000 square feet of creative and arts uses.

More than 2,099 units of high-quality housing will be developed to serve a diverse mix of incomes and households, providing both rental and homeownership options.

The Parks at Walter Reed will include new roads and infrastructure and nearly 20 acres of parks and plazas, and will employ energy saving and water conserving tools.



I-25 ERIE GATEWAY SITE



Flatiron Meadows

Erie, CO

Project Type:

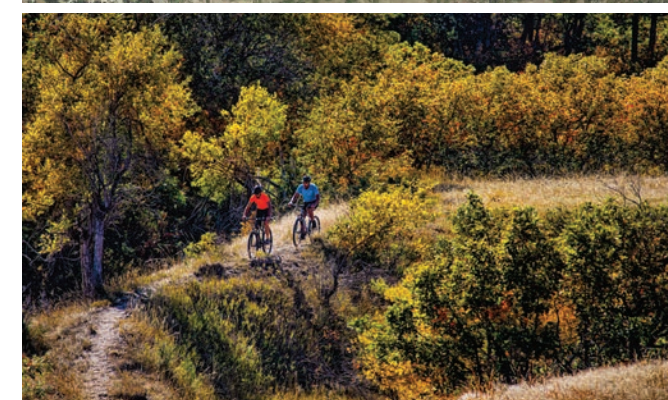
Master Planning

Single-Family Residential

Flatiron Meadows is a 340-acre property in Erie, Colorado, on which the firm will develop a 692 single-family signature home community, Hines' first land development in the Denver market.

The project is located in a rapidly growing suburban town near several major employment centers including Boulder, Longmont, Interlocken and Denver, and resides in the Boulder Valley School District. Additionally, the district has committed to building a K-8 school on the designated school site within the project's limits.

The community is oriented such that the Flatiron Mountains to the west are a tremendous natural amenity and many homes have walk-out basements with views to the mountains.



Macanta

Castle Rock, CO

Project Type:

Master Planning

Single-Family Home

Macanta is a 1,100-acre property in Castle Rock, Colorado, on which the firm will develop a 968 single-family home community with 660-acres of open space and parks.

The project is located within a rapidly growing suburban town near major employment centers including Colorado Springs and the Denver Technological Center and resides within the Douglas County School District. The school district has committed to building a junior high and elementary school on designated school sites within the project.



Parterre

Thornton, CO

Project Type:

Master Planning

Single-Family Home (Attached, Townhome, Cottage)

Multi-Family Residential

Parterre is a 765-acre property in Thornton, Colorado, that includes 635-acres of residential property in which the firm will develop approximately 3,000 residential homes and 130-acres of mixed-use land with allowable uses to include commercial, multifamily, office, medical office, retail and storage uses making Parterre the largest Hines land development in the Denver market.

The project is located 20 miles northeast of downtown Denver with proximity to major highways which allows for quick access to Denver International Airport and several employment centers to include downtown Denver.



Wildflower Ranch

Fort Worth, TX

Project Type:

Master Planning

Single-Family Home

Wildflower Ranch is a new residential community located just north of Fort Worth. The master-planned community will feature 3,300 single-family residences, a resort-inspired lazy river, trails, recreational spaces, a Northwest ISD school site and more — all spanning across 1,100 acres of idyllic native landscape.

Adjacent to Highway 114 and US Interstate 35W, Wildflower Ranch is a family-focused master-planned community. The initial phase of the activated development will consist of 400 single-family residences by premier DFW homebuilders, Beazer Homes, Bloomfield Homes, Gehan Homes, Highland Homes and Lennar Homes.

Additional amenities include a series of trails, thoughtful programming for Harriet Creek, a community pavilion and gathering area as well as multiple playgrounds for all ages. Served by the celebrated Northwest ISD, future plans also feature a new site for the school district.

Ideally located, Wildflower Ranch connects residents to modern comforts and conveniences, such as a booming job market, a Top 15 school district and entertainment centers, like the Texas Motor Speedway, Tanger Outlet Mall and Alliance Town Center.



Lakeside at Tessera

Austin, TX

Project Type:

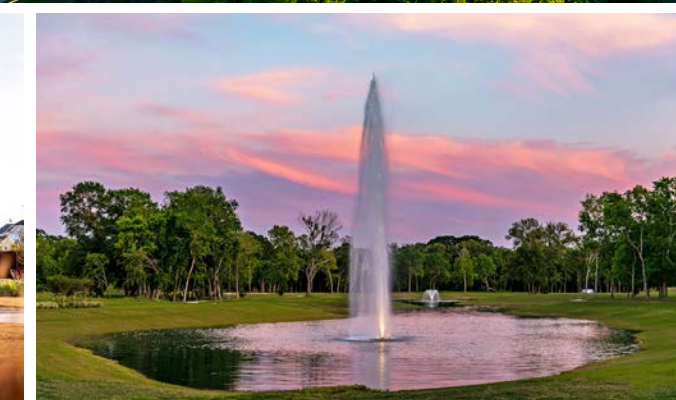
Master Planning

Single-Family Residential

Named “Best Master Planned Community of the Year” by Austin Business Journal, Lakeside at Tessera on Lake Travis is an 877-acre, master-planned community that will contain 2,030 residences at completion.

Located on the North Shore of Lake Travis in Lago Vista, Texas, the community offers an urban oasis of outdoor recreation that blends unmatched natural surroundings with all of the conveniences of city living. Resort-caliber amenities include an infinity-edge pool with splash pad, open-aired event pavilion, private resident boat launch, miles of hike and bike trails and one mile of shoreline with beach access.

The community feeds into the highly acclaimed Lago Vista Independent School District and provides easy access to key Northwest Austin employment and entertainment destinations. It is truly a place where you can Live Life Lakeside.



Grayson Woods

Katy, TX

Project Type:

Master Planning

Single-Family Residential

Developed by Hines, Grayson Woods sits along the scenic Buffalo Bayou and will feature 180 homesites with roughly 50 acres reserved for nature and community lakes. Residents of Grayson Woods will enjoy the convenient access to the booming Katy market.

The 110-acre land development is located within a few minutes’ drive of I-10 and the Grand Parkway. Entertainment for the entire family can be found at nearby Katy Mills Mall, Typhoon Texas Waterpark, La Centerra shopping center, or the Katy Boardwalk District. Grayson Woods is zoned to the highly acclaimed Katy ISD.



Edgestone at Legacy

Frisco, TX

Project Type:

Master Planning

Single-Family Residential

Edgestone at Legacy, a 307-acre master-planned residential community, will contain 664 single-family homes, and will offer an upscale amenity program including a fitness center, pool complex, custom play area and numerous neighborhood parks.

The development has approved zoning and entitlements in place for the construction and has contracted the following builders: Coventry Homes, Darling Homes, Highland Homes, Sanders Custom Homes, Shaddock Homes, and Village Builders.

The development is located west of the Dallas North Tollway and immediately north of Legacy at the intersection of Legacy Drive and Stonebrook Parkway. Situated in the best area in the strong Frisco submarket, the site is closer in proximity to key entertainment, transportation, and employment areas of interest than any other competing single-family development.



The RIM

San Antonio, TX

Project Type:

Retail

Multi-Family Residential

Hospitality

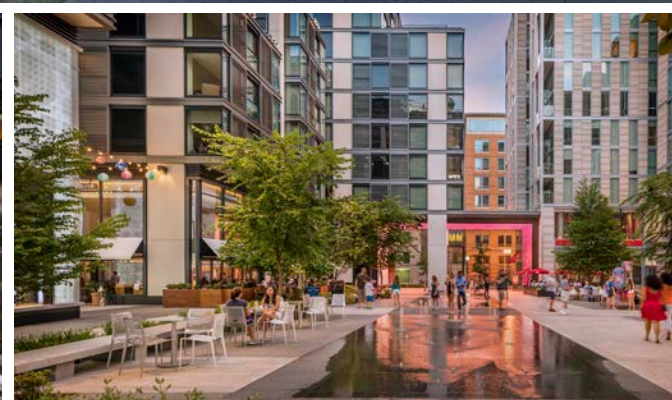
Specialty/Entertainment

Community Space

In 2014, Hines Global REIT acquired 796,445 square feet of The Rim, the largest power center in the state of Texas, located in San Antonio.

The Rim has become known within the San Antonio market as the premier critical mass of large-format retailing. Evidence of the demand for the location is seen in the 99.1 percent occupancy of all 1,812,492 square feet situated at the corner of Interstate 10 and Highway 1604 in Northwest San Antonio, one of the fastest growing areas in the city. Phases one through four of the complex were completed between 2006 and 2008, and phase five was completed in 2015.

The Hines Global REIT also acquired 258,542 square feet on April 30, 2015, and 28,908 square feet on December 30, 2015, representing the largest multi-tenant project in San Antonio, Texas in 2015. The expansion added new retail space for concepts including Top Golf, Off Broadway Shoe Warehouse, Boot Barn, Total Wine, Hemispheres, Hobby Lobby, Bassett Furniture, IHOP and an added entertainment concept Bowl & Barrel, a 15-lane upscale bowling alley with a full-service restaurant and European-style beer hall and many other shops and restaurants.



CityCenterDC

Washington, DC

Project Type:

Office

Retail

Multi-Family Residential

Hospitality

Community Space

CityCenterDC is a 2.5 million-square-foot mixed-use development on a 10-acre site located in the heart of downtown Washington, D.C.

Phase I, substantially completed in early 2014, contains approximately 1.5 million square feet and includes: two 11-story office buildings containing 522,000 square feet; 191,600 square feet of retail space; two 11-story apartment buildings, containing 511,000 square feet and 458 units; two 11-story condominium buildings containing a total of 320,500 square feet and 216 units. It also includes a park, a central plaza, retail-oriented alleyways and streetscapes, and a 1,555-car parking facility.

Phase II contains a 10-story, 412,800-square-foot, 360-room Conrad hotel and 30,000 square feet of retail space.

Phase III (master planned by Hines but developed by another developer) will contain 500,000 square feet of office space and 40,000 square feet of retail space.



West Edge

Los Angeles, CA

Project Type:

Office

Retail

Multi-Family Residential

Community Space

Hines, USAA Real Estate and Philena Properties are developing West Edge, a transformative, transit-oriented, mixed-use development situated within the creative heart of West Los Angeles.

Designed by Gensler, Togawa Smith Martin, and Rios Clementi Hale Studios, the project will offer 200,000 square feet of creative office space, private landscaped terraces over five floors, 600 luxury apartments, a full-service natural grocer, eight restaurants, a vibrant one-half-acre open-air plaza with al fresco dining, boutique retail and studio fitness options.

West Edge will be the preeminent live, work, play destination in West Los Angeles. The office building is registered to be LEED® and WiredScore Certified and will pursue WELL Core & Shell Certification.

The 4.8-acre site is located within half a mile of the 10 Freeway and within one mile of the 405 freeway, in close proximity to pockets of executive housing within Brentwood, Santa Monica, Westwood, and Pacific Palisades.

The project has broken ground with a planned opening in 2022.



The Lincoln Common

Chicago, IL

Project Type:

Office

Retail

Multi-Family Residential

Community Space

In 2015, Hines partnered with McCaffery Interests to redevelop the former Children's Memorial Hospital site in Chicago's Lincoln Park neighborhood.

The Lincoln Common project, located at the intersection of Lincoln Avenue, Fullerton Parkway and Halsted Street, consists of two luxury apartment buildings with a total of 538 units, approximately 92,000 square feet of retail and 31 low-rise condominium residences. Designed by Antunovich Associates in collaboration with Skidmore, Owings & Merrill, the project includes the adaptive reuse of several historic structures, including two terra cotta-façade buildings.

The development provides the community with more than 57,000 square feet of accessible open space, including a landscaped central plaza, gardens, fountains and a children's play area. The project implements the latest sustainable design and construction practices. The Apartments at Lincoln Common are certified LEED® Silver and the office and the retail buildings have been certified LEED® Gold.

I-25 ERIE GATEWAY SITE



The Mercantile

Omaha, NE

Project Type:

Multi-Family Residential

Hospitality

Office

Retail

Parking

Community Space

Hines and investment partner Cresset-Diversified QOZ Fund are developing The Mercantile, a city-defining mixed-use destination overlooking Heartland of America Park lake in downtown Omaha. The Mercantile is the result of Hines' ongoing collaboration with Conagra Brands—a Chicago-based packaged foods company—and is a redevelopment of the northwest portion of Conagra's existing corporate campus.

The Mercantile will feature multiple apartment buildings, a boutique hotel, new office buildings and a beautifully landscaped boulevard. Hines will also construct a 720-car, City of Omaha-owned parking structure that will serve the residents, retailers and public.

At completion, The Mercantile will include more than 20 acres of land and provide a full mix of residential, commercial and green space uses for generations.

I-25 ERIE GATEWAY SITE



Edge-On-Hudson

Sleepy Hollow, NY

Project Type:

Multi-Family Residential

Hospitality

Retail

Office

Parking

Community Space

Hines is developing 246 luxury apartments in Phase Two of Edge-on-Hudson, a mixed-use, transit-oriented development set on a 70-acre site in Sleepy Hollow, New York. The five-story building will be located at the entrance of Edge-on-Hudson, one block from the river's edge.

Master-developed by SunCal and Diversified Realty Advisors, Northlight at Edge-on-Hudson is situated along the Hudson River on the former General Motors Assembly Plant site. Located 25 miles north of New York City, the development is within walking distance of two Metro-North train stations—Tarrytown and Philipse Manor—and a range of recreational parks, trails and historic sites.

At completion, Northlight at Edge-on-Hudson will include 1,177 units of housing; a 140-room boutique hotel; 135,000 square feet of retail space, 35,000 square feet of office space and more than 16 acres of parkland.

I-25 ERIE GATEWAY SITE



Mica RiNo

Denver, CO

Project Type:

Multi-Family Residential

Retail

Parking

Comprised of 397 luxury residences, the 11-story building will boast private balconies with mountain and city views in select units. Ranging between 542 and 1,715 square feet, floorplans will include studio, one-bedroom and two-bedroom offerings, in addition to a limited number of affordable units and live/work units. Each residence will feature modern kitchens with quartz countertops, designer tile backsplashes and stainless-steel appliances; in-unit washer and dryers; electric door locks; matte black fixtures and wood-style flooring throughout.

I-25 ERIE GATEWAY SITE



Raleigh at Sloan's Lake

Denver, CO

Project Type:

Multi-Family Residential

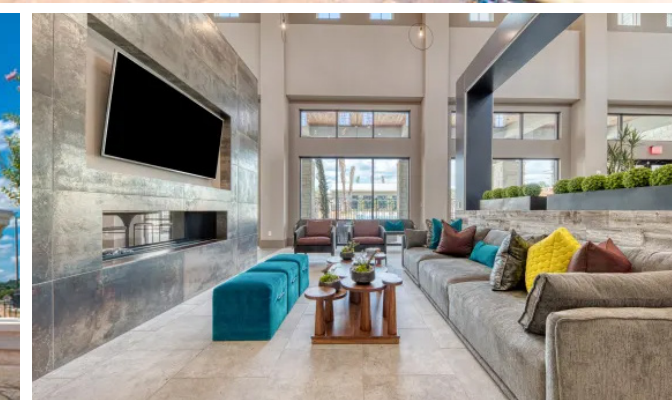
Retail

Parking

Raleigh at Sloan's Lake is a lakefront multifamily residential development located on 2.3 acres at the Southeast corner of W 17th Avenue and Raleigh Street in the South Sloan's Lake submarket in Denver.

The seven-story project contains 247,497 square feet and 251 units with 400 parking spaces.

I-25 ERIE GATEWAY SITE



Retreat at the RIM

San Antonio, TX

Project Type:

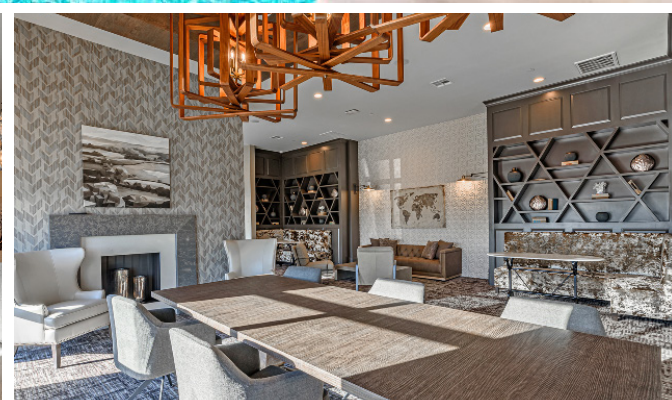
Multi-Family Residential

Hines developed a four-story, 380,000-square-foot, luxury multifamily project within the RIM retail power center. The development is Hines' first multifamily project in San Antonio and its eighth in Texas.

Located on 11.4 acres at the southwest corner of Worth and La Cantera Parkway in the northwest submarket of San Antonio, the development offers convenient access to San Antonio's major thoroughfares, including Interstate 10 and Loop 1604, which connect to the city's primary employment centers.

The project, designed by Meeks + Partners, features resort-style amenities including: a centralized leasing center, clubhouse, collaborative work room, fitness center and yoga studio, two-tiered pool with cabana grill, game room, dog park with wash area, tree-lined entries, and "tuck-under" garages that enable residents to access their units directly from their own private garage. Units range from 682 to 1,479 square feet and include private balconies and optional storage.

I-25 ERIE GATEWAY SITE



Alys Crossing

Cypress, TX

Project Type:
Multi-Family Residential

In 2020, Hines completed construction of Alys Crossing in Cypress, Texas. The development features one-, two-, and three-bedroom units ranging from 755-1,699 square feet.

Comprised of 360 for-rent units, the community features amenities including a clubhouse with a great room, community kitchen, fitness center, business center, golf simulator and a resort-style pool with outdoor entertainment areas. Individual units have higher-end finishes typical of Hines properties – quartz counters, stainless steel appliances, 42” wood cabinetry, walk-in closets with wood shelving, and private patios and balconies.



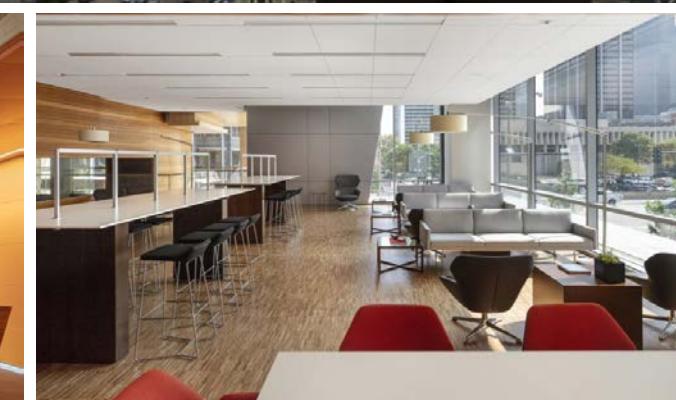
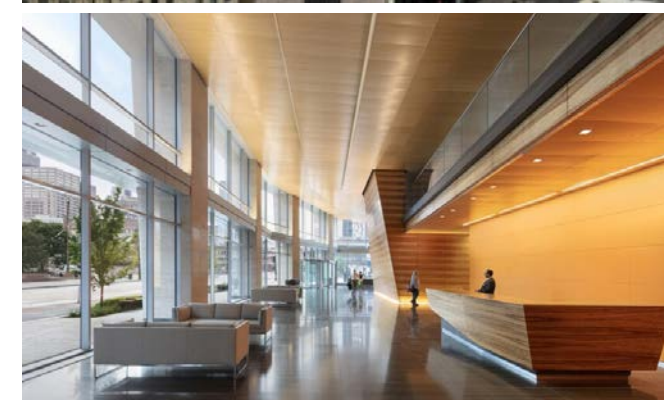
1144 Fifteenth

Denver, CO

Project Type:
Office
Retail
Parking

1144 Fifteenth Street is a 671,120-square-foot, Class AA trophy office tower in Denver located on 15th Street between Arapahoe and Lawrence Streets.

Designed by Pickard Chilton, the stunning, 40-story structure features 25,000-square-foot, highly efficient floor plates, 10-foot floor-to-ceiling windows with unobstructed mountain and city views and three outdoor terraces. The building also has destination dispatch elevators, a great-room style collaboration center, a 5,500-square-foot gym and an auto detailing service in the parking garage.





1601 Wewatta

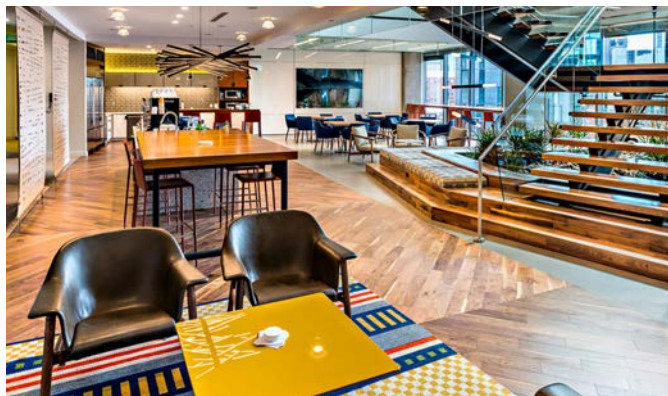
Denver, CO

Project Type:
Office
Retail
Parking

1601 Wewatta, a Class AA, 300,000-rentable-square-foot office building, is located in the Central Platte Valley district of Lower Downtown (LoDo) Denver. The building is immediately adjacent to the amenity-rich Union Station, the largest public transportation redevelopment project in the United States.

The building, designed by HOK Architects out of Washington, D.C., features an iconic design that sets a new architectural standard in LoDo. The 10-story building contains approximately 280,000 square feet of office space with 20,000 square feet of retail space on the first floor. Parking for 400 vehicles is provided in four subterranean levels.

1601 Wewatta features 10' finished ceilings, a large plaza acting as the gateway to the Union Station neighborhood and five outdoor terraces. The building's efficient floor plates, ranging in size from 29,400 to 38,100 square feet, provide flexibility for multi-tenant or single-tenant users.



The Stack

Dallas, TX

Project Type:
Office
Retail
Parking

Hines, Westdale Real Estate Investment and Management and Ivanhoé Cambridge developed The Stack Deep Ellum, a 16-story, mixed-use building with 15,000 square feet of prime street-front retail and nearly 200,000 square feet of state-of-the-art office space in Dallas' Deep Ellum neighborhood.

The Stack Deep Ellum embodies workflow and lifestyle in Dallas, together for the first time, in a Class AA building. The project achieved both LEED® Core & Shell certifications and is one of Dallas' first new construction projects to receive WELL certification. Additional sustainability measures and tenant amenities include electric vehicle and scooter charging stations, an expansive 10th floor amenity terrace overlooking the Dallas skyline, state-of-the-art fitness center, state-of-the-art bicycle storage and 'end of trip' facilities, coffee/cocktail lounge, concierge package delivery, and more.





Chandler Viridian

Chandler, AZ

Project Type:

Master Planning

Office

Retail

Hospitality

The Offices at Chandler Viridian is a six-story 249,583-square-foot, Class A office building located at the intersection of Loop 101 and Loop 202 near the Chandler Fashion Center. The project is the tallest multi-tenant office building in Chandler and features an expansive, open floorplan with 10-foot tall ceilings, a lounge and large courtyard.

The development is the capstone to the 25-acre Chandler Viridian mixed-use project which includes a Cambria hotel & suites, Broadstone Fashion Center luxury apartments, sophisticated retail offerings at Chandler Viridian PRIMEGATE and a pedestrian promenade to the Chandler Fashion Center mall. Also featured in the master plan is a dog park, ¾-mile jogging trail connecting all of the properties, and a large public plaza with high-speed Internet and Wi-Fi to enhance the pedestrian experience.



Shell Woodcreek

Houston, TX

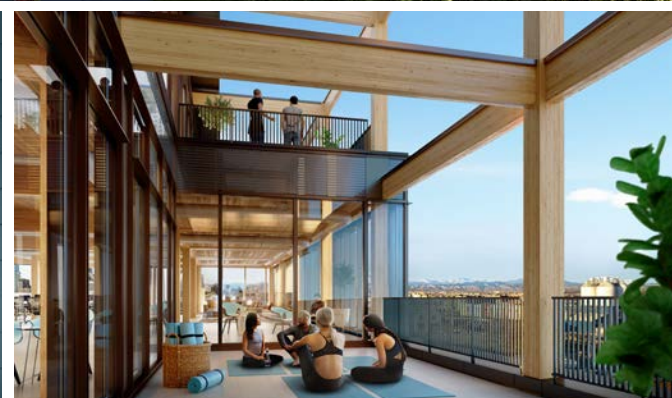
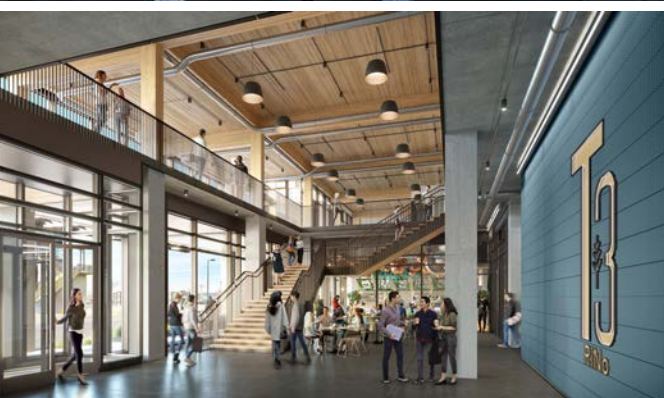
Project Type:

Master Planning

Office

As development manager, Hines supervised and coordinated all of the design, construction and development of Shell Woodcreek, a six-story, 170,000-square-foot office building for the Shell Oil Company. The campus-style project, which is situated in the 43-acre Woodcreek Park, includes an adjacent 30,000-square-foot amenities center. Shell Woodcreek Phase I was completed in 2007.

Phase III of this campus-style project consists of two, 12-story office buildings containing 760,000 square feet. The expansion also included an eight-level garage with 1,530 parking spaces, and was completed in 2014.



T3 RiNo

Denver, CO

Project Type:

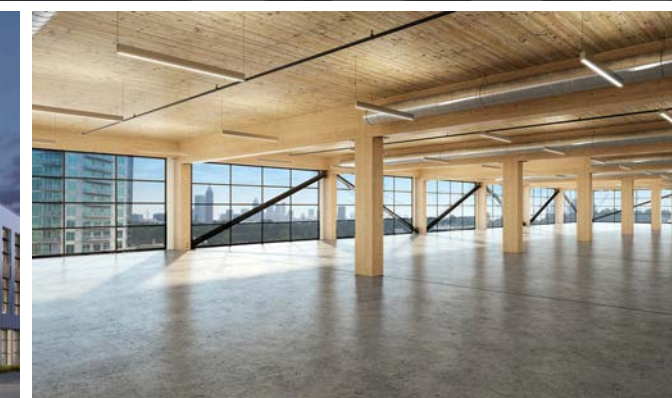
Office

Retail

Parking

T3 RiNo, the planned six-story, 250,000-square-foot timber, transit and technology office building in Denver's River North Art District (RiNo), promises to be one of the city's most distinctive live/work spaces catering to the creative class. Plans for the project envision a refined industrial, heavy-timber-structured design incorporating art that pays homage to both Denver's historic brick-and-timber structures and the city's vibrant and evolving art district.

"T3 RiNo is designed for collaboration and work/life balance," says Hines' Jay Despard. "It will offer exceptional amenities, excellent commuter access and progressive exhibition spaces designed to appeal to the artisans, painters, photographers, designers, filmmakers, architects and tech experts attracted to the River North neighborhood."



T3 Eastside

Austin, TX

Project Type:

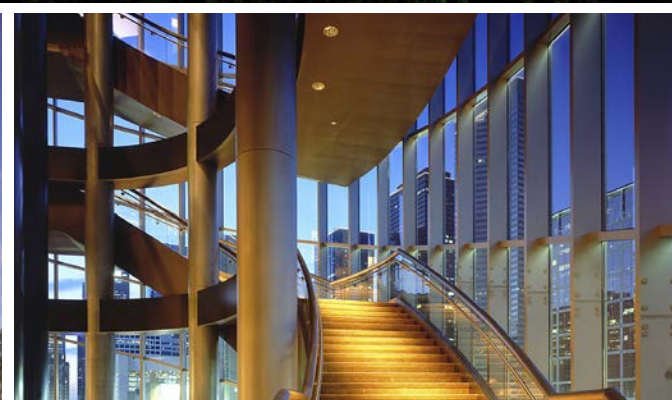
Office

Multi-Family Residential

Retail

This Class-A, mass timber office and residential building will consist of 92,000 square feet of office and 9,200 square feet of residential space that will inspire creativity, attract talent, promote productivity and honor the unique spirit of Austin's Eastside neighborhood. Many local food and beverage, grocery and live music favorites are just steps away. The project will benefit from superior accessibility to the expanded rail service and interstate roads that connect to all the arts and cultural destinations in Downtown Austin.

Built from heavy timber, T3 Eastside will modernize the historical industrial design of mercantile warehouse buildings, designed specifically to be responsive to the evolving ESG requirements across the commercial real estate industry. Complemented with advanced technology, unparalleled amenities and renewability, this space will be an ideal environment for tenants in creative industries such as technology, advertising, media, information and biotechnology/life sciences and residents looking to live in the heart of Austin.



Hilton Americas

Houston, TX

Project Type:

Hospitality

Retail

Parking

Opened in December 2003, the Hilton Americas-Houston is Houston's largest hotel and, upon its completion, advanced Houston into the ranks of the nation's top-tier convention cities. At over 1,200,000 square feet, the hotel is 24 stories tall with 1,200 guest rooms. It includes a 1600-car garage and is connected to the convention center on two levels by a pedestrian sky bridge.

The hotel's grand ballroom is one of the city's largest, at 40,000 square feet, and is column-free. Three restaurants, a swimming pool, spa and health club are also on site. State-of-the-art technology features are found throughout the hotel, from the ballrooms to guest rooms, wired with 22 miles of conduit. The hotel created more than 1,000 jobs for Houston.



Westin Riverwalk

San Antonio, TX

Project Type:

Hospitality

Retail

Completed in 1999, the Westin Riverwalk, located in the oldest city in Texas, graces the famous Paseo del Rio - a pedestrian river walk of hidden gardens, shops and sidewalk cafés, one story below downtown and in close proximity to the Alamo, La Villita, Market Square and the Convention Center. Meeting planners appreciate the Westin's 26,000 square feet of flexible meeting space, and guests love the luxurious rooms, most of which feature balconies overlooking the river.



Aspen Highlands Village

Aspen, CO

Project Type:

Master Planning

Single-Family Residential

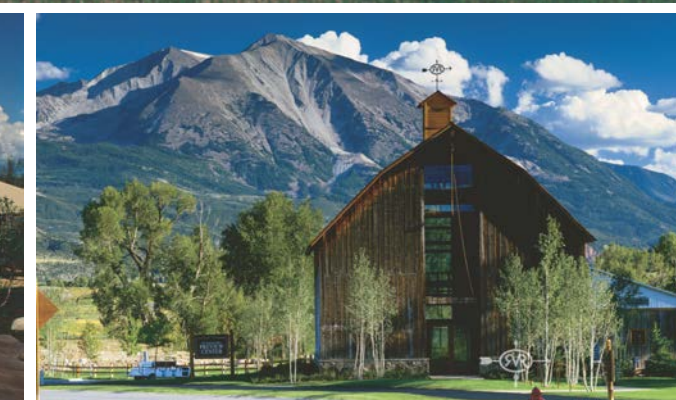
Retail

Multi-Family Residential

Specialty/Entertainment

Completed in 2001, the Aspen Highlands Village mixed-use development includes 36,000 square feet of retail space, 31 residential lots, 32 townhomes, 73 lodge condominiums, a pedestrian mall, and 12,000 square feet of skier facilities in a village setting at one of North America's premier ski mountains. Aspen Highlands Village was master planned by the architectural firm of Robert A.M. Stern Architects LLP.

I-25 ERIE GATEWAY SITE



I-25 ERIE GATEWAY SITE

River Valley Ranch

Carbondale, CO

Project Type:

Master Planning

Specialty/Entertainment

Single-Family Residential

Multi-Family Residential

River Valley Ranch is a 520-acre master-planned community located at the foot of spectacular Mt. Sopris in Carbondale, Colorado, only 30 miles from Aspen and 60 miles from Vail. The community is designed around an 18-hole championship golf course designed by Jay Morrish. The Ranch House Swim and Tennis Club features three swimming pools, a water slide, a computerized spray garden, five Har-Tru Clay tennis courts, extensive fitness facilities, a community post office and a bar with a great room for socializing. River Valley Ranch borders 1.5 miles of the Crystal River, and includes five miles of hiking/biking trails and a variety of parks.

Residential real estate offerings include semi-custom, single-family-home neighborhoods, 685 homesites, multifamily neighborhoods, affordable housing neighborhoods and larger parcels subdividable by outside builders and developers - all contained within 21 distinct neighborhoods. Property owners at River Valley Ranch are a mix of full-time residents and second-home buyers.

63

Fenton
Raleigh, NC



References

A LEGACY OF QUALITY IN THE BUILT ENVIRONMENT

References

Douglas County, Colorado Planning Services

100 Third Street
Castle Rock, CO 80104

Terence Quinn
Director of Community Development
303-660-7460
tquinn@douglas.co.us

Al Peterson
Development Review Engineer
303-660-7460
apeterso@douglas.co.us

Ware Malcomb

900 S Broadway, Suite 320
Denver, CO 80209

Tom Jansen, PE
Principal
303.689.1501
tjansen@waremalcomb.com

City of Thornton

9500 Civic Center Drive
Thornton, CO 80229

Jan Kulman
Mayor
303-538-7531
jan.kulmann@thorntonco.gov

Jeff Coder
Deputy City Manager of City Development
(303) 538-7606
jeff.coder@thorntonco.gov

Calibre Engineering

9090 South Ridgeline Blvd., Suite 105
Highlands Ranch, Colorado 80129

Brian K. Moss, P.E.
Associate
(303) 730-0434
bmoss@calibre-engineering.com

Norris Design

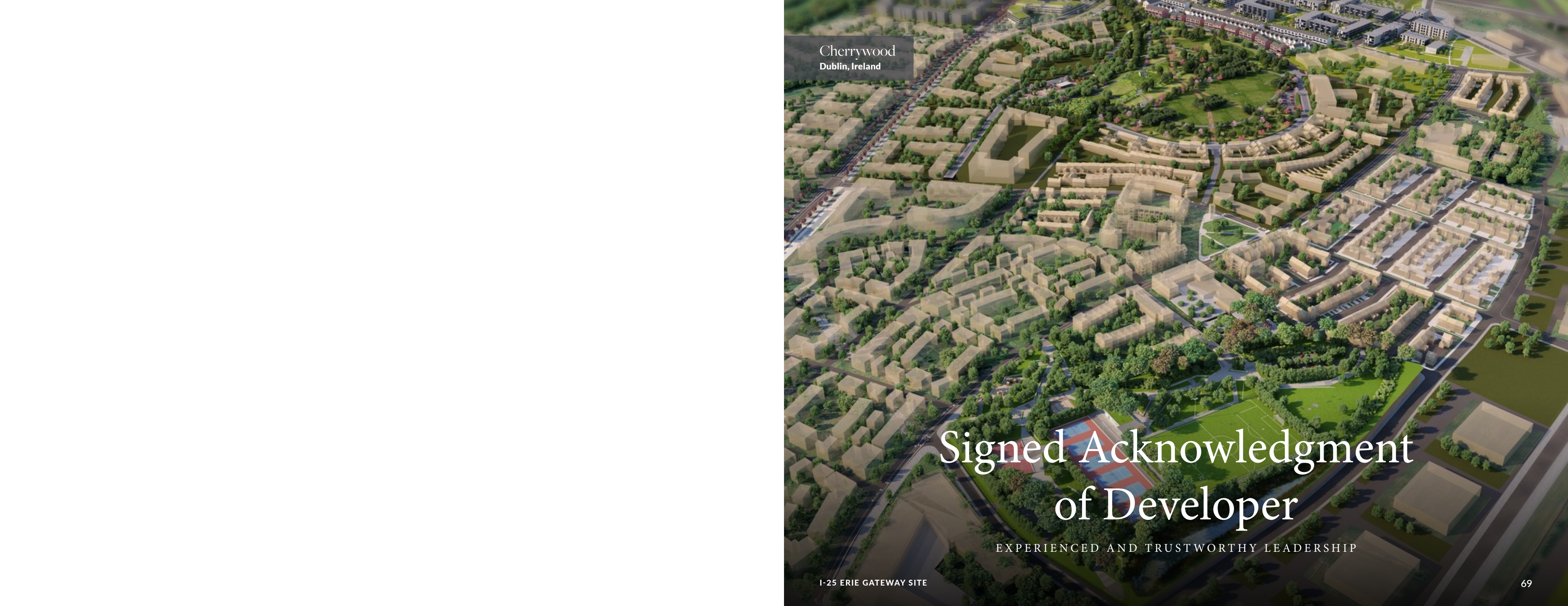
1101 Bannock Street
Denver, CO 80204

Diana Rael, PLA
Principal
303.892.1166
drael@norris-design.com

PCS Group

200 Kalamath Street
Denver, CO 80223

Al Cunningham
Vice President
(720) 259-8247
al@pcsgroupco.com



Cherrywood
Dublin, Ireland

Signed Acknowledgment of Developer

EXPERIENCED AND TRUSTWORTHY LEADERSHIP

I-25 ERIE GATEWAY SITE

ATTACHMENT C

Developer's Acknowledgment

In submitting this proposal, I hereby acknowledge and agree that:

1. The Town is not obligated or committed to enter into any agreement.
2. The Town is not obligated to pay any costs incurred in preparation and submission of proposals.
3. The Town will not pay a finder's or Broker's fee in connection with this RFQ. All expenses and liabilities incurred by a Developer in connection with this RFQ are at the sole risk of the Developer, and the Town shall not have any liability to any Developer or other party in connection with such expenses or liabilities. I hereby disclaim any right to be paid for such costs.
4. The Town, in its sole and absolute discretion, reserves the right to reject any or all submittals or to withdraw the RFQ, including, without limitation, the right to modify or revise the RFQ, or to withdraw it at any time, or to suspend or terminate the process at any time.

Company Name: Hines Interests Limited Partnership
_ (Print)

By: Chad Murphy, Managing Director
Name, Title (Print)



Signature

Date: December 30, 2021

Mica RiNo
Denver, Colorado

Appendix

ADDITIONAL HINES INFORMATION

Hines Key Differentiators



1

Conceptual
Construction:
The Only Group
Like it

2

A Team with
Global Experience
and Local
Knowledge

3

Innovative
Practices

4

Preeminent
Green
Developer

5

Vertically
Integrated,
Holistic
Approach

Conceptual Construction

The Conceptual Construction Group was born from Gerald D. Hines’ vision of creating institutional-quality buildings through a risk-managed process that consistently delivers high-quality development on time and on budget and creates a finished product distinctive in its respective market. Over the years, the group has analyzed and refined the pre-construction phases of concept, design and contracting, managing every aspect to cut costs, reduce

risk and deliver greater long-term value. This intellectual rigor and hands-on practice has resulted in a systematic approach to development that has been tested and proven on hundreds of buildings around the world—buildings that are as efficient, vital and profitable today as the day they were built.



Underlying Values



A Team with Global Experience and Local Knowledge

Hines has always believed that real estate is fundamentally a local business. That means, while we will develop solutions as your partner informed by our global expertise, we will implement them with senior local development professionals active in some of the most prominent Dallas and surrounding cities developments over the last 60 years. These professionals bring the unique knowledge of local markets, regulations, key decision makers, and building practices to ensure that every project effectively meets the specialized needs of development in the Dallas area.

Our local development team brings over 64 years of local development experience, including over 11 million square feet of developments in progress. This unique partnership of local expertise with global resources also serves to make our development team uniquely scalable. While we will always provide a consistent core team, we are able to add and release staff with immediate availability from across the firm to meet a project’s changing needs.

Hines Southwest Region:

\$12.9+ billion
in assets under management

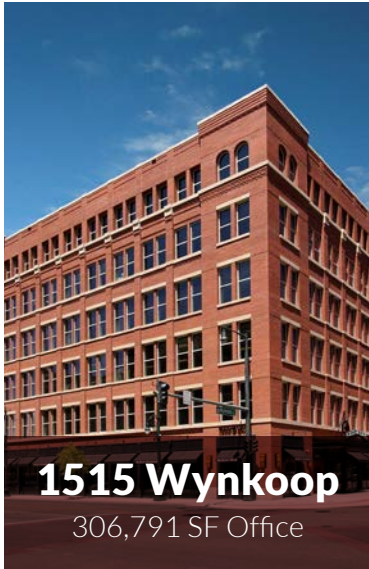
753
employees

64 Years
of operation since 1957

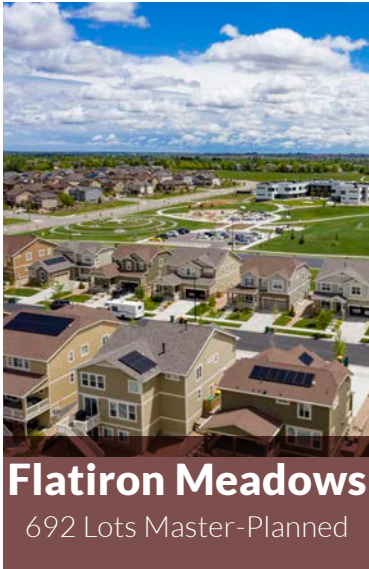
Selected Denver Area Development Projects



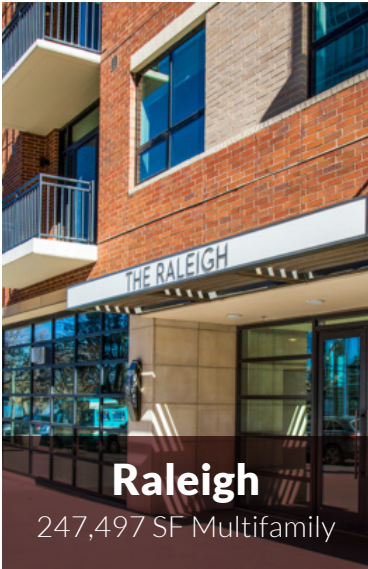
1601 Wewatta
300,000 SF Office



1515 Wynkoop
306,791 SF Office



Flatiron Meadows
692 Lots Master-Planned



Raleigh
247,497 SF Multifamily



1144 15th Street
671,120 SF Office

I-25 ERIE GATEWAY SITE

Innovation at the Core of Our DNA

Hines is committed to innovation and pioneering. Over the years, Hines has established a leadership position in working with suppliers to develop, test and implement new technologies in our projects. This focus on innovation and continuous improvement in our buildings has resulted in technologies that make our developments not only more efficient, but healthier, happier and more productive places

to live and work. Underfloor air systems, dynamic volume HVAC box motors, and deep cell parabolic lighting, ubiquitous in modern office buildings, all count Hines with their early conception and implementation.

Technology is accelerating transformation across all business sectors, including real estate. Products are evolving. Preferences are changing.

Work is happening everywhere and our business must go beyond four walls. We continue to partner on the development of technologies that will revolutionize the built environment in the decades to come. Hines’ experience, scale and culture of innovation makes us uniquely positioned to drive change at global and local levels.

Strategic Partnerships



Fifth Wall Ventures Management
Fifth Wall is a venture capital investment firm dedicated solely to real estate. The firm offers unique insight into trends, technologies and companies that are redefining the built environment. Hines has invested in Fifth Wall to harness strategic and financial insights about the changes happening in the commercial real estate industry. Together, we are committed to identifying, partnering with, and accelerating the growth of visionary companies that will transform the built world.



The Mayo Clinic + Well Living Lab™
Hines firmly believes that sustainability means more than minimizing our impact on our environment. It means maximizing the health, happiness and productivity of our employees, tenants and partners. That is why we became a founding alliance member of the WELL Living Lab. The Lab is the first research institution of its kind—dedicated solely to understanding how indoor environments shape our health. Hines is delighted to be a part of this collaboration between Delos™ and the Mayo Clinic that goes beyond certification programs to pioneer research that will make better human habitats.

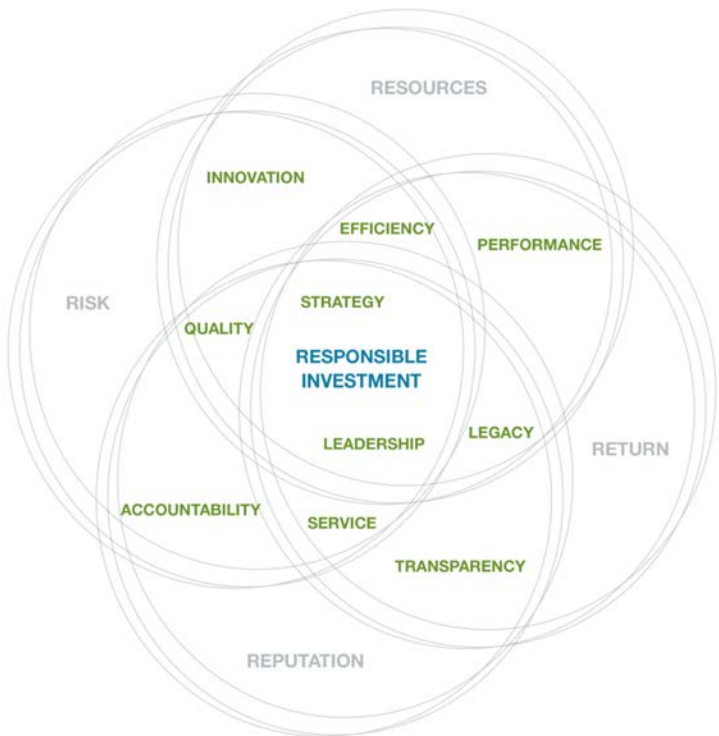


Hines² (Hines Squared)
In today’s quickly changing world, businesses need the right spaces and tools to adapt. Large companies must be nimble at scale, and small companies need the ability to grow quickly. Hines² is a new program that presents a modern, elevated way of working with personalized support and services to match. It is an extension of our award-winning Property Management platform with a suite of workplace hospitality programs and spaces. Hines² brings best-in-class service providers and technology solutions to exponentially enhance your enterprise.

I-25 ERIE GATEWAY SITE

Pre-Eminent Green Developer

Hines offers innovative solutions to maximize energy efficiency, reduce future operating costs and lessen environmental impact by using best practices and familiarity with cutting-edge technologies we have developed over many years as the world’s leading green developer. Hines has been actively involved in the implementation of green building technologies since their inception, and has in many cases directly developed the industry designations utilized in green building today, including LEED® and ENERGY STAR®. Hines as an organization also has more LEED certified, pre-certified and registered projects than any other developer.



Sustainability

From the start, we have felt a responsibility to the future and a drive to do things better.

Sustainability has been at the heart of the firm since mechanical engineer Gerald D. Hines founded the company in 1957. Over the decades, we have continuously partnered with leading manufacturers, universities and engineers to pioneer new approaches and technologies that elevate the efficiency and value of every building, every investment. At Hines, sustainability is not a means to an end, but an ongoing practice that fosters communities and cities around the world.

75.6 million +
square feet that have been certified,
pre-certified or registered under LEED

69.7 million +
square feet in the ENERGY STAR program

28.8 million +
square feet in the Hines GREEN OFFICE™ for
Tenants program

I-25 ERIE GATEWAY SITE

Vertically Integrated, Holistic Approach

Hines’ vertically integrated platform and comprehensive development management capabilities can accommodate the following development services to ensure this development is impeccably executed.

- Coordinate and manage the development and construction of The Project.
- Facilitate The Project’s design and refinements to the design.
- Administer the architects’ agreements and supervise, oversee, administer and coordinate the performance by the architects and other consultants having responsibility for the design of The Project.
- Engage, oversee and manage all contracts with consultants.
- Pursue and obtain Architecture Committee approval of the final design of the Project and obtain City approval of the final maps of each phase of The Project.
- Pursue and obtain building permits for the construction of The Project, as well as all other required approvals of applicable governmental agencies.
- Engage a qualified general contractor for the construction of The Project, and negotiate a guaranteed maximum price construction contract.
- Provide general administration of the construction contract.

“Very simply put, our goal is to minimize risk and maximize quality and value on every project that we work on.”

- Andy Trowbridge
Executive VP, Hines Conceptual Construction

Land Development

Every piece of land has a story to tell. At Hines, our experience has taught us to listen to the land and to respect its spirit, individuality and beauty. It is possible to develop land with sensitivity and great care for its surroundings. In this way, we can create places for people that will be cherished for generations to come and investments with growth potential and lasting value. Hines’ land development projects take into account aspects of daily life. Our work spans the development of major mixed-use developments, single-family communities, retail centers, medical facilities, parks and other important community features.



Development Services

In close collaboration with Stockdale Investment Group, Hines will closely manage each step of the development process. More than sixty years of successful development experience means Hines consistently delivers projects of the highest quality within established budgets and schedules. Hines

Project analysis and pre-design services

- Feasibility analysis
- Land acquisition
- Market research
- Pro forma development

Design and construction

- Architectural and engineering team selection
- Architectural and engineering contract negotiation
- Conceptual construction
- Construction buyout
- Construction management
- Schedule management

- Submittal / RFI management
- Quality assurance / Quality control
- Change order management
- Interiors construction management
- Design coordination
- Project closeout
- Redevelopment

Project controls

- Accounting / Control / Reporting
- Budget development and administration
- Government approval coordination
- Entitlement management
- Permit process management

- Tax abatement management
- Scheduling
- Energy and environment
- Asbestos abatement
- Commissioning

Energy management and conservation

- Environmental and site evaluations

Operations

- Operations and maintenance planning
- Parking management
- Property and facility management
- Marketing and public relations

Project Procedures

Our process and philosophies regarding procedures, logistics, and vendor management are further discussed in later sections of the submittal. Regarding site-due diligence, we have a rigorous process that is often site specific relative to entitlements, capacities, zoning, CCRs, Phase 1 and 2 environmental risk, and detention to name a few. Additionally, we have property acquisition contracts which innumerate specific disciplines (engineering, legal, underwriting, etc.) which are drawn on at the appropriate time during the acquisition process.

As we have successfully purchased thousands of sites in our history, we feel confident in our abilities to appropriately de-risk any site acquisition issue on behalf of the client.

Development Approach

**INNOVATIVE
DYNAMIC
EXCEPTIONAL
AMBITIOUS
ELECTRIFIED
ACCELERATIVE
ELEVATED
EVOLUTIONARY
EXPERIENTIAL
VISIONARY**

Development Approach

Hines is excited by the opportunity to develop the Erie Gateway project, and we are humbled by the responsibility to effectively knit the development together with the surrounding neighborhoods into a cohesive urban destination that is synergistic, flexible and vibrant. It is this blending of architectural design with placemaking that will create an attractive, memorable place that will foster community for many years to come.

Design Approach

Hines' approach to the design of this development is not to spend 60 days in a vacuum with our team creating a hasty, but likely flawed vision for presentation to our stakeholders, but rather collaborate with the team and neighborhood representatives to present a Project Vision that reflects on the inspirational work done since 2017 and will guide our collective actions going forward. If selected, Hines would move quickly into master planning with the assembled design and construction partners and to make presentations on design progress at a frequency determined by the project team. This initial phase of work would sculpt the massing, development areas, uses and product mix, and establish the phasing of the buildings.

Development Management

For more than 64 years, Hines has built a reputation for developing and managing facilities that stand the test of time and deliver long-term asset value. We have built this track record by working closely with clients to tailor the development program to their specific needs and integrating these criteria into our time-tested development process. The "Hines Process" is based on a proprietary methodology that has been honed over many years on developments of every description. It is derived from the lessons learned from over 220 million square feet of developments, building operations feedback and systems performance data collected and refined by our Conceptual Construction Group.

With the Hines Conceptual Construction Group, our clients have access to the collective knowledge of technical experts with years of rigorous, hands-on practice in every Hines development project over the last four decades in the U.S. and selected projects around the globe. Tested and proven on hundreds of office projects, the group provides an unmatched resource for every project with in-depth experience in constructability, cost, logistics, scheduling, budget control, purchasing and value engineering; as well as contract experts and design managers who not only know how to build high-performance design teams and collaborate on distinctive architecture, but also how to keep them on schedule and on budget while encouraging innovation, creativity and communication.

The Hines Process

One	Two	Three	Four
EXTENSIVE BENCHMARKING	CAREFUL DESIGN TEAM SELECTION	THOROUGH FUNDAMENTAL SYSTEMS ANALYSIS	PRECISE BUDGETING AND SCHEDULING
Hines benchmarks all proposed new projects against the market, with an in-depth understanding of the local environment and of the features used in competitive properties, to develop the right project at the right specification for the market, in line with the client's objectives.	With more than 55 years of experience, the Hines Conceptual Construction Group understands how to assemble the appropriate architects, engineers and consultants for each project. For this project, Hines will select a full-service design team, which will provide both design and production capabilities to ensure cost effectiveness by coordinating all design elements and producing a detailed set of working drawings. Hines proprietary contracts have been proven over time to manage ownership risks.	Every design requires numerous critical decisions regarding fundamental building systems. Hines meticulously evaluates each alternative and tests proposed systems against client-established criteria such as initial cost, operating cost, constructability, sustainability, tenant comfort, marketability and schedule.	Detailed work completed during the fundamental systems analysis phase enables Hines to prepare precise project budgets and schedules tailored to meet each client's needs. By thoroughly evaluating and selecting every system at the beginning of the design process, Hines is able to minimize redesign, reduce costs and decrease schedule delays. Budgets are typically updated after each design phase and will be reviewed and approved by Hines and the University at each corresponding interval.
DEFINES the competitive submarket and key competitor properties.		INCORPORATES an owner's perspective into the design with a focus on energy efficiency and long-term value.	
IDENTIFIES significant quality advantages over competing buildings in each market and helps avoid costly overdesign.		PROVIDES operational input from property and facility management personnel for every project design and major system analysis.	SHORTENS the design schedule.
PRE-ESTABLISHES marketing and leasing selling points in competitive markets.	MANAGES a process we term "creative conflict" among all design professionals on a project.		ALLOWS for more integrated design of a building from inside out.
ADAPTS the Hines process as necessary to meet each client's requirements, procedures and objectives.	AVOIDS costly, time-consuming "finger pointing" between consultants, should a mistake occur, through disciplined management and use of a tiered-contract structure.	LEVERAGES lessons learned and operations feedback from prior projects to improve each new design.	ELIMINATES the need for a time-consuming value-engineering process. Adapts the Hines process as necessary to meet each client's requirements and objectives.

The Hines Process

Five	Six	Seven	Eight
CLOSELY COORDINATED DESIGN	COST-EFFICIENT CONSTRUCTION CONTRACTING	COMPREHENSIVE CONSTRUCTION ADMINISTRATION	SUCCESSFUL COMMISSIONING AND CLOSEOUT
Hines constantly challenges the design team to maximize efficiency. Every drawing and detail is thoroughly examined and tested against the design criteria and budget, and then scrupulously detailed and closely coordinated with the design and construction teams to minimize errors or omissions.	By procuring competitive bids from general contractors (GC), Hines is able to secure the best pricing of fees, overhead, and structural and site work. Using our proprietary construction contracting approach, we place as much risk as is reasonably possible on the GC, partnering with them to solicit bids from each major subcontractor and selecting the appropriate firms. All work with the GC is contracted under a Guaranteed Maximum Price Agreement where any savings are shared to incentivize performance.	Hines local construction management teams work alongside the Conceptual Construction Group throughout the entire design and contracting process. This gives them a unique insight into the nuances of the design and construction contracts, resulting in a smooth transition for a highly detailed, hands-on management of construction execution.	Hines property management experts are brought in during the early planning stages to ensure that each building is designed and built to be operated at peak efficiency. As a project nears completion, these experts work with the designers, contractor and Hines' construction team to monitor the testing, balancing and commissioning of building systems to confirm their readiness for operation and initial occupancy.
REDUCES change orders to 3% or less, versus the typical industry average of 7%, reducing delays.		ENSURES project goals are accomplished in construction through the local Hines construction manager.	PARTNERS with personnel who must live with the building systems after completion, to actively involve them in the design and the acceptance of related work.
MINIMIZES field construction surprises with detailed advance "clash" coordination.	MINIMIZES gaps between subcontractors.	HELPS anticipate and discover problems with daily visits to the construction site.	EFFICIENTLY CLOSES OUT and delivers projects on schedule.
ASSESSES and meets regulatory guidelines and participation in voluntary designations such as LEED® certification.	SOLICITS and encourages cost-saving ideas from subcontractors.	PROVIDES proactive quality control and assurance that all project health, safety and environmental requirements are met.	REDUCES disruptions to tenants, ensuring an efficient transition from construction to operations.
	REDUCES costly change orders by limiting the GC's incentive to generate them, due to a fixed-fee contract.		

“

I have never believed in the status quo.
I believe we can always improve—either
by rethinking existing ways of doing
things or by thinking outside the box.
This is innovation—it is a state of mind.

- **Gerald D. Hines**





Hines

www.hines.com