

The Town of PALM BEACH *Florida*



COMMERCIAL REAL ESTATE BROKERAGE SERVICES GROUND LEASE PROPOSAL RFP NO. 2018-37

PRESENTED BY:

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FIRST VICE PRESIDENT
CBRE | Advisory & Transaction
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JUNE 5, 2018

CBRE

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TRANSMITTAL /INTRODUCTORY LETTER *Tab Three*

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TRANSMITTAL/ INTRODUCTORY LETTER



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June 5, 2018

Attn: Duke Basha
Purchasing Manager
Town of Palm Beach
951 Okeechobee Road, Suite D
West Palm Beach, FL 33401

Dear Mr. Basha,

Thank you for the opportunity to submit this response for your Request for Proposals to provide Commercial Real Estate Brokerage Services to the Town of Palm Beach. Along with the required Request for Proposal forms, included herein, please find CBRE's qualifications, experience, cost proposal and references. The proposal will demonstrate that our firm is the most qualified to ground lease the Town's asset located at 5976 Okeechobee Blvd, West Palm Beach, FL. This proposal shall remain in effect for one hundred twenty (120) days.

We understand the Town's goal is to ground lease the asset, which is approximately 27.69 acres of land. CBRE is uniquely qualified to advise and represent the Town on this required real estate transactions given our significant local market knowledge and South Florida presence, as well as our experience and understanding of government transactions (transparency, public records, public procurement, etc.). The local broker Christopher Wood will work closely with CBRE's public sector practice led in the Southeast by Lee Ann Korst. Christopher Wood will be the team leader and direct point of contact throughout the term of the contract and Lee Ann and Arden Karson, CBRE's South Florida Senior Managing Director are all authorized to make representations for CBRE.

In this proposal, you will find CBRE's experience with ground leasing properties, as well as government dispositions throughout the State of Florida. All are representative of CBRE's service delivery model which includes local market expertise and unparalleled public sector experience.

As the world's largest real estate firm, CBRE has been in business for over 100 years, with over 80,000 employees in over 100 countries. Our marketing efforts will provide for maximum exposure to this disposition opportunity and reach thousands of potential investors, brokers and developers both in the South Florida region and nationally. We will work with the Town to establish the desired marketing timeline, as well as understand the Town's required real estate processes.

CBRE's breadth and depth of resources and experience on similar assignments will allow the CBRE team to hit the ground running, should we be fortunate enough to be selected as the Town of Palm Beach's real estate advisor.

Sincerely,

CHRISTOPHER WOOD
First Vice President
200 East Las Olas Blvd
Fort Lauderdale, FL 33301
T: 954 745 5852
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777 Brickell Ave, Suite 1100
Miami, FL 33131
T: 305 374 1000
E: arden.karson@cbre.com



QUALIFICATIONS & BACKGROUND

Tab Four

RFP NO. 2018-37

QUALIFICATIONS & BACKGROUND



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The Submittal Package shall include the name and type of firm or organization (corporation, partnership, joint venture, etc.) that will serve as the Applicant Firm, and provide the name of the single-entity responsible for the Project.

CBRE'S RESPONSE

As requested, below you will find our firm's information including our Corporate Charter Registration, and primary contact. In Tab-3 above, you will find our transmittal letter that briefly describes our understanding of the project and work to be done.

BUSINESS / LEGAL ENTITY

CBRE, Inc. / Corporation

Incorporated in the State of Delaware on December 15, 1971

Restated Certification on July 1, 2014

ORGANIZATION'S MAIN OFFICE ADDRESS

CBRE's Corporate Address:

400 S. Hope Street., 25th Floor

Los Angeles, CA 90071

T: + 1 213 613 3333

F: + 1 213 613 3005

OFFICE LOCATION THAT WILL SERVICE THIS CONTRACT

CBRE's Boca Raton Address:

5100 Town Center Circle, Tower II, Suite 600

Boca Raton, FL 33486

T: + 1 561 394 2100

F: + 1 561 393 1650

PRIMARY CONTACT

Christopher Wood

First Vice President

200 East Las Olas Blvd, Suite 1620

Fort Lauderdale, FL 33301

T: + 1 954 745 5852

E: christopher.wood@cbre.com

QUALIFICATIONS & BACKGROUND

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CORPORATE CHARTER CERTIFICATION

Delaware

PAGE 1

The First State

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THE ATTACHED ARE TRUE AND CORRECT COPIES OF ALL DOCUMENTS FILED FROM AND INCLUDING THE RESTATED CERTIFICATE OR A MERGER WITH A RESTATED CERTIFICATE ATTACHED OF "CBRE, INC." AS RECEIVED AND FILED IN THIS OFFICE.

THE FOLLOWING DOCUMENTS HAVE BEEN CERTIFIED:

RESTATED CERTIFICATE, FILED THE FIRST DAY OF JULY, A.D. 2014, AT 10:09 O'CLOCK P.M.


CERTIFICATE OF CORRECTION, FILED THE THIRD DAY OF NOVEMBER, A.D. 2014, AT 7:03 O'CLOCK P.M.



0777218 8100X

141495956

You may verify this certificate online
at corp.delaware.gov/authver.shtml


Jeffrey W. Bullock, Secretary of State
AUTHENTICATION: 1928997

DATE: 12-05-14

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QUALIFICATIONS & BACKGROUND

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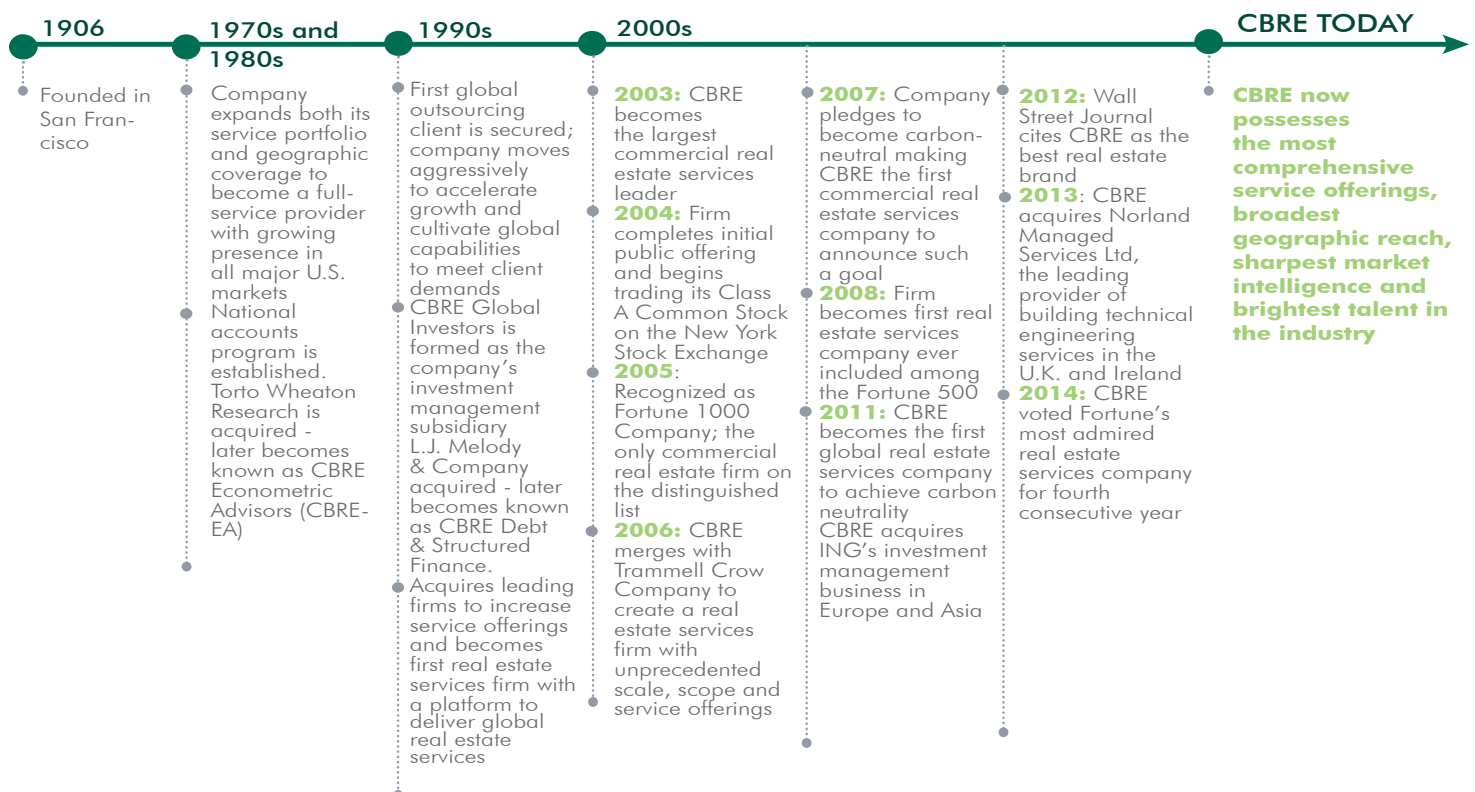
The history, ownership, organization, and background of the Applicant Firm shall be provided.

CBRE'S RESPONSE

CBRE Group, Inc. is the world's largest commercial real estate services and investment firm, with 2017 revenues of \$337.6 billion and more than 80,000 employees (excluding affiliate offices). CBRE has been included in the Fortune 500 since 2008, ranking #207 in 2017. It also has been voted the industry's top brand by the Lipsey Company for 17 consecutive years, and has been named one of Fortune's "Most Admired Companies" in the real estate sector for five years in a row. CBRE is a publically traded corporation -- shares trade on the New York Stock Exchange under the symbol "CBRE."

CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; asset inventory, portfolio optimization, public sector consulting, public private partnerships, property sales; mortgage services, development services, and brokerage services such as purchase and sale, and ground leasing.

The firm that is now CBRE traces its roots to San Francisco in 1906. By the 1940s, that firm, which later became known as CB Commercial, grew to become one of the largest commercial real estate services companies in the western United States. In the 1960s and '70s, the company went public and expanded both its service portfolio and geographic coverage to become a full-service provider with a growing presence throughout the United States. A timeline of the major milestones in our history is provided below.



QUALIFICATIONS & BACKGROUND

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CBRE IS THE WORLD'S LARGEST COMMERCIAL REAL ESTATE SERVICES PROVIDER.

CBRE is the world's largest commercial real estate service provider. Our leadership comes from an enduring culture of client service. Every day we think about new ways to create value for our clients. We are the fastest to launch new services, develop market niches, and provide solutions to a swiftly evolving set of client requirements worldwide. Our clients harness the power of tens of thousands of local professionals, with intimate knowledge of every major market in the world, supported by the broadest spectrum of global intelligence, relationships and experience.

Our fully integrated, global service platform assists clients in seizing the full gamut of real estate opportunities. Our values—respect, integrity, service and excellence—are the ballast that grounds and guides our efforts. We are expanding our longstanding endeavors in corporate citizenship, including one of the industry's largest global initiatives to curb greenhouse gases. CBRE offers clients thought leadership, flawless execution and measurable results.

The reason this is important to Town is that CBRE's platform and network of brokers will allow for maximum exposure to the Town's asset located at 5976 Okeechobee Blvd, West Palm Beach, FL. We will broadly market the property locally, regionally, nationally and even internationally to make sure potential developers and investors are aware of the opportunities.

80,000

Employees

450

Offices

100
Countries

SALES

25,575 \$217.3B

Transactions Value

LEASING

62,525 \$120.3B

Transactions Value



QUALIFICATIONS & BACKGROUND

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CBRE is South Florida's leading commercial real estate services firm. Since establishing a presence in the state more than 35 years ago, our firm has been recognized for advising clients across the region and helping them leverage market opportunities to achieve their business objectives. With approximately 528 employees, in 3 offices in South Florida, CBRE offers a full range of commercial real estate services to fit our clients' specific needs.

Clients of CBRE South Florida have the best of both worlds— professionals with in-depth local market knowledge combined with the global reach and resources of the world's largest real estate services firm.

COVERAGE

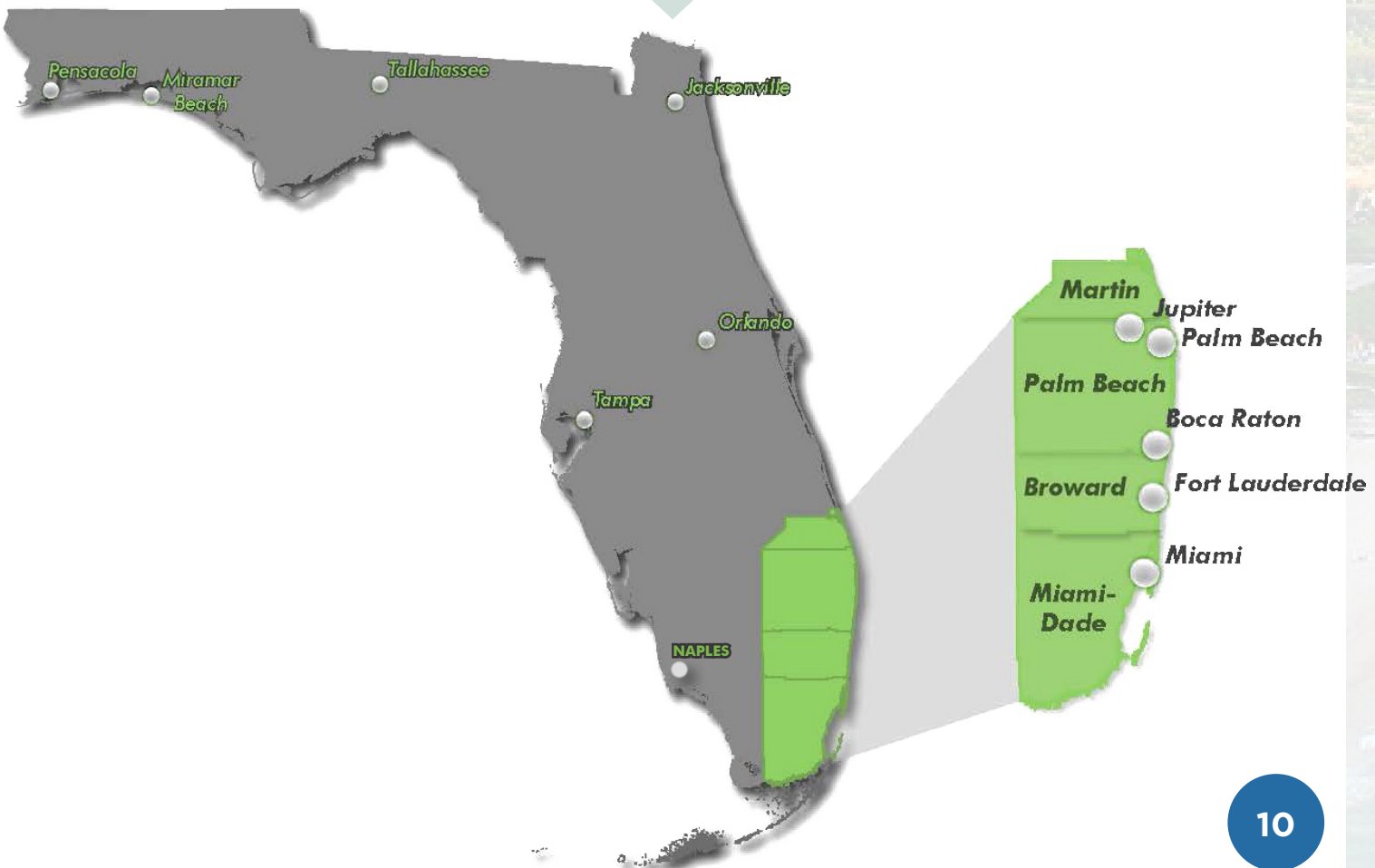
3

Offices

MIAMI
FT. LAUDERDALE
BOCA RATON

528

Employees*



QUALIFICATIONS & BACKGROUND

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PUBLIC INSTITUTIONS AND EDUCATION SOLUTIONS

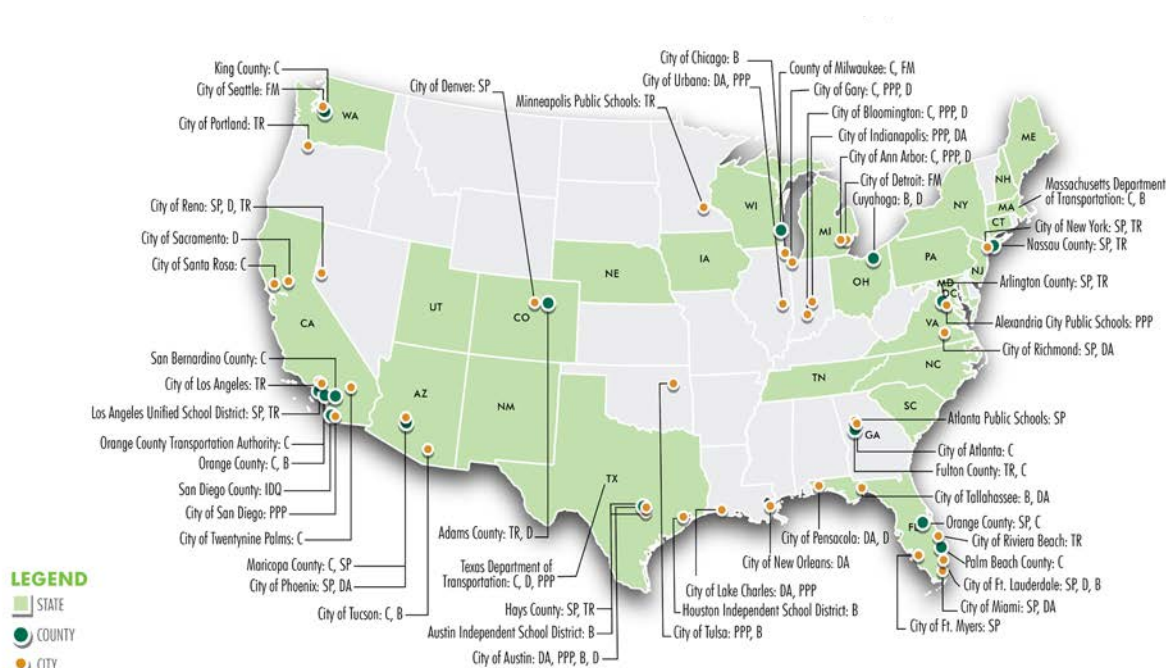
CBRE's Public Institutions and Education Solutions Group (PIES) is a national division of the company that partners with state, county, city and educational institutions to formulate and implement real estate strategies. Government and education entities access the specialized services of the PIES group from more than 160 offices across the country. As is the case with the Town of Palm Beach, CBRE frequently sees Town clients monetizing real estate assets to generate and re-direct revenue to meet the Town's core mission.

At CBRE, we understand that public and educational entities have specialized commercial real estate requirements and face unique challenges in the marketplace, including financial pressures related to funding limitations and budget reductions. Public and educational entities also must confront constant pressure to accommodate directives without materially increasing staff and resource constraints. Our network of dedicated public institution and education advisors provides the full resources of CBRE's integrated platform to help state and local entities solve these challenges.

The services we most frequently provide our state and local government clients include the following:

- » Acquisition and disposition of owned property
- » Edge of campus development
- » Real estate portfolio planning and management
- » Evaluation and structure of public private partnerships
- » Development advisory and financial modeling
- » Economic development studies
- » Highest and best-use studies
- » RFP development, distribution and analysis
- » Energy / sustainability consultations
- » Asset valuations
- » Construction cost estimating
- » Facility management
- » Construction / project management
- » Tenant Representation
- » Landlord Representation
- » Facilities Condition Assessments
- » Asset Inventory
- » Public Private Partnerships

PUBLIC INSTITUTIONS AND EDUCATION SOLUTIONS



B: Brokerage C: Consulting D: Disposition DA: Development Advisory FM: Facilities Management PPP: Public-Private Partnership SP: Strategic Plan TR: Tenant Representation

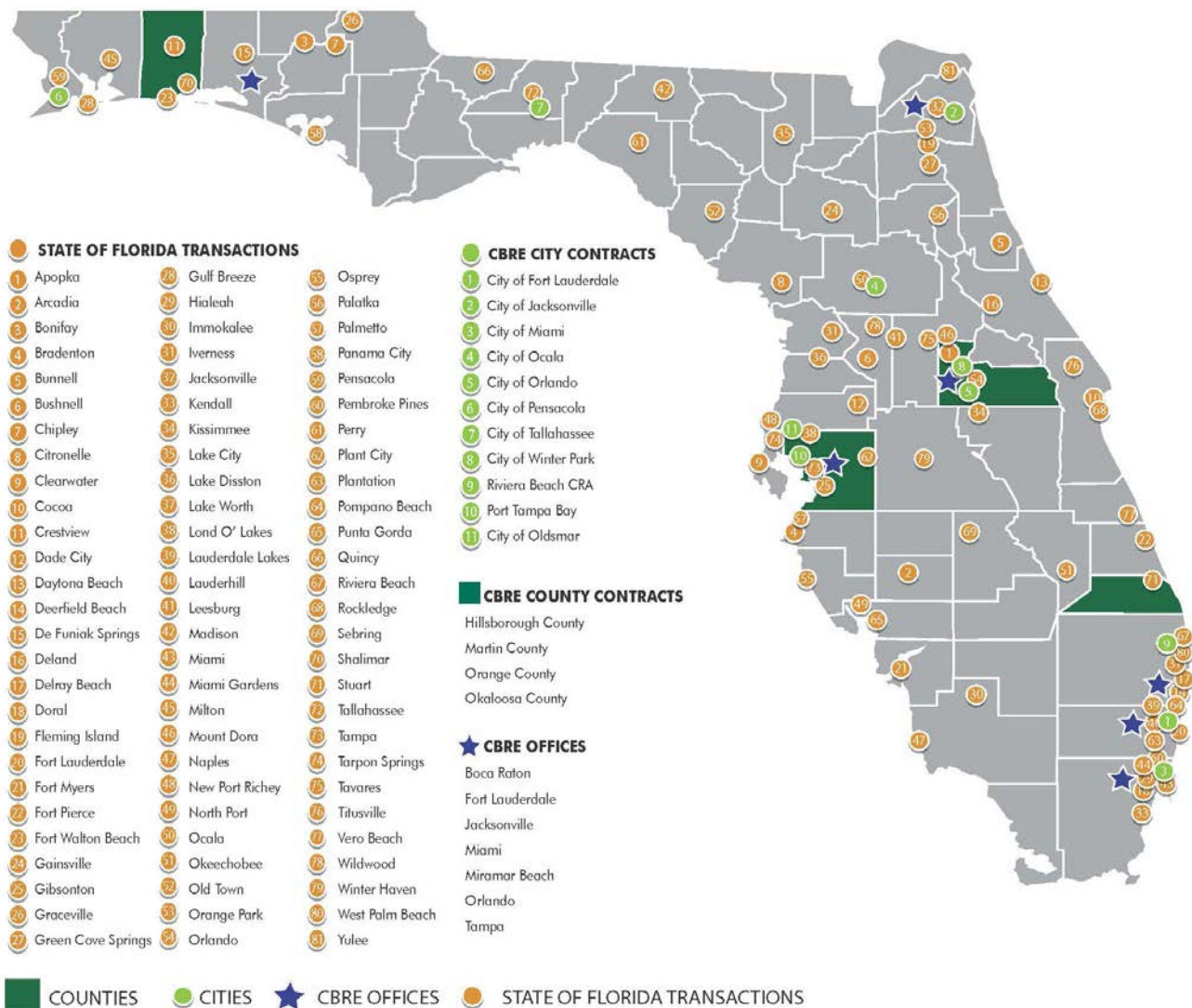
QUALIFICATIONS & BACKGROUND

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CBRE: PUBLIC INSTITUTIONS & EDUCATION SOLUTIONS - FLORIDA REPRESENTATION

The below map depicts locations throughout the state where CBRE is or has represented public sector clients on brokerage transactions and/or consulting services.



QUALIFICATIONS & BACKGROUND

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Provide a description of the qualifications and experience of the firm, and of the techniques, approaches and methods vendor will use in providing services to the Town as defined in the document. The submittal shall include, but does not have to be limited to: a description of the firm's client mix, the range to transactional support services offered by the firm, any relevant research products offered by the firm, any other unique qualifications or capabilities the firm possesses relative to the scope of services requested.

CBRE'S RESPONSE

The Town will have access to specialists in topics that are most relevant for its needs. Our in-house services relevant to this assignment include Property Marketing, Research, Location Intelligence, Valuation & Appraisal, Financial Consulting, Capital Markets, and of course Brokerage. We also bring a broker network with specialists in Land Services, Industrial Properties, and Logistics. This diversity allows seamless service delivery, economies of scale, an existing network of potential developers, and speed to execution, resulting in a more efficient and effective transaction for the Town.



LAND SERVICES GROUP

CBRE's Land Services practice is a nationwide network of over 100 experienced professionals focused exclusively on land transactions. Our specialists attain the highest prices for land sales because we know the markets, the comps, the buyers and the exact path to take to achieve top value.

Our professionals are land entitlement and disposition experts and offer their extensive knowledge of local market conditions, competitive land parcels and the regulatory environment to assist land owners in forming a strategy for maximizing the value of their real estate holdings. Land owner, developer and investor representation services include:

- Market analysis and feasibility studies
- Strategic site selection
- Financial analysis
- Demographic and mapping services
- Property acquisitions and dispositions



CAPITAL MARKETS

CBRE Capital Markets combines investment sales, advisory, financing and mortgage banking into a single, fully integrated global service offering. As the recognized worldwide leader in the real estate investment community, our clients have access to complete capital markets solutions anywhere around the globe.



VALUATION AND ADVISORY SERVICES

CBRE's valuation, advisory and consulting services provide comprehensive valuation, advisory and consulting services for real estate owners, investors and lenders, combining our specialized expertise and premier technologies to deliver industry-leading valuation reports and analysis.

- Arbitration and Consultation
- Assessment and Consulting Services
- Collateral Valuation
- Financial Reporting (Market/Fair Value)
- Foreclosure and Bankruptcy Support
- Government Fair Value
- Initial Public Offerings (IPOs)
- Insurance – Replacement and Indemnity
- Lease and Cost Analysis
- Loan Book Valuation
- Market Studies (Investment Analysis, Feasibility Studies and Highest/Best Use)
- Mortgage Security
- Net Asset Valuation
- Regular Listed Fund/REIT Valuation
- Rental Review
- Taxation
- Transaction Support



HOTELS/ HOSPITALITY

CBRE Hotels knows hospitality worldwide with over 385 dedicated hotel experts located in 60 offices across the globe. Through industry-leading perspectives, scale and deep hotels expertise, CBRE Hotels delivers bottom-line impact to hotel clients by providing a diverse and unparalleled global network of services including capital markets, consulting, investment sales, research and valuation.



PORTFOLIO MANAGEMENT

- Strategic Portfolio Planning
- Public-Private Partnership
- Market and Financial Analysis
- Workplace Design Strategies
- Lean Six Sigma
- Training
- Supply Chain Optimization
- Development/Consulting
- Revenue Generation
- Portfolio Optimization



PROJECT MANAGEMENT

- Construction Administration
- Build-to-Suit
- Move Management
- LEED Consulting
- Cost Estimating/Bidding
- Value Engineering
- Furniture Procurement Oversight
- Project Team Selection



TRANSACTION MANAGEMENT

- Tenant Representation
- Acquisitions and Dispositions
- Sale/Leasebacks
- Lease Terminations
- Valuations/Appraisals
- Lease Administrations
- Financing Strategies
- Market Research
- RFP Oversight and Development

QUALIFICATIONS & BACKGROUND



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LAND SERVICES GROUP

The CBRE Land Services Group is a network of experienced professionals focused exclusively on land transactions. The Land Services Group leverages the vast CBRE platform, drawing on market experts in Capital Markets and other retail, office, and industrial Brokerage specialties.

Chris Wood is a land entitlement and disposition expert and offers his extensive knowledge of local market conditions, competitive land parcels and the regulatory environment to assist the Town in forming a strategy for maximizing the value of 5976 Okeechobee Blvd, West Palm Beach, Florida.

Specialty Areas

- Urban infill and redevelopment
- Mixed-use and multi-housing development
- Ray, entitled and vacant developed residential lots
- Master-planned residential and resort communities
- Retail, office, and industrial development sites
- Agricultural and Ranch

Key Facts

- 100+ real estate professionals focused on land transactions
- 49 offices in the United States and Canada
- Integrated across global CBRE service lines including Capital Markets, Global Corporate Services, Asset Services, Valuation and Advisory, CBRE Research, and Industrial, Retail and Office Brokerage to provide seamless global services collaboration

Proven Performance

- Group land transaction experience exceeds 1.3 million acres and \$16 billion in consideration since 2006
- Experience in foreclosures, short sales, note sales and bankruptcy
- Clients include the FDIC, major financial institutions, corporations, private equity groups, investors and closely held family businesses

Services

- Property dispositions and acquisitions
- Market analysis and feasibility studies
- Strategic site selection
- Financial analysis
- Financing/equity sourcing
- Market trends and forecasts
- Development consulting
- Highest and best use studies
- Review of strategic alternatives
- Bankruptcy sales



Cocomar Land - 42 acres commercial/mixed-use development site in Coconut Creek, FL



Miramar Residential Land - 120 acres single family development site in Miramar, FL

QUALIFICATIONS & BACKGROUND

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The Applicant Firm should provide examples of projects where the firm provided services on behalf of at least five (5) client references of which at least three (3) municipal clients. The firm should demonstrate how it interacts with municipal clients and provides and exchanges information relative to the requirements.

CBRE'S RESPONSE

In addition to the required reference form included in Tab 8, we have also provided case studies and associated client contacts, as well as letters of recommendations in Tab 5 - Section 3 - Past Experience.





DETAILED TECHNICAL PROPOSAL *Tab Five*

RFP NO. 2018-37

DETAILED TECHNICAL PROPOSAL

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SECTION 1 - INTRODUCTION LETTER

An introduction letter introducing the Company including the corporate name (if applicable), address and telephone number of principal office, number of years in business and size of staff. Include a reproduction of Corporate Charter Registration, if applicable. Indicate the primary person responsible for this project. Introduction shall be signed by an individual authorized to bind the firm. Briefly state that the Proposer understands of the work to be done, and make a positive commitment to perform and complete the project.

CBRE'S RESPONSE

Please see above Tab 3 - Transmittal/Introductory Letter. Also, please see Tab 4 - for our firm qualifications and information requested above.

SECTION 2 - APPROACH TO THE PROJECT

The proposal shall include a description of the proposed service, with any exhibits or documentation deemed essential, addressing the following phases of the proposed service:

Overall approach and methods to achieve a fully functional project

CBRE'S RESPONSE

CBRE'S APPROACH TO PROJECT

Throughout this proposal, we will make the case that CBRE is the best choice to represent the Town of Palm Beach for several reasons that are both superior and unique for the Town. In the following pages, the Town will find our firms approach to project, which addresses our overall approach and methods to acquire a ground lease that is suitable to meet the Town's needs.

CBRE FEATURE	PALM BEACH BENEFIT
Palm Beach area specialists who know your market	CBRE negotiates from an information advantage, bringing more access to pricing data, market trends, and private sector property needs than our competitors. Our team of four full time researchers in South Florida provide hard analytical data and analysis and regular reports, while our local market specialists calibrate this data with the market conditions they see on transactions every day. These benefits mean that the Town will be represented by a team with better familiarity with current terms in the market, and a network of developers and investors we can activate for your transactions.
Largest commercial real estate services firm in the world	CBRE is the largest commercial real estate firm, which means we have the broadest marketing efforts and access to potential investors, brokers and developers who may have an interest in ground leasing the subject site.

DETAILED TECHNICAL PROPOSAL

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CBRE FEATURE

Dedicated national Public Institutions & Education Solutions practice

PALM BEACH BENEFIT

The Town is advised by specialists with varied and in-depth experience on public sector transactions ranging from vacant land dispositions, industrial properties, public-private partnerships, and the sale of other unique properties in Florida and nationwide. This feature means that the Town will be advised by a team with no learning curve in the public sector and the benefit of our experience with peer governments in Florida and nationwide.

Most varied services platform among our competitors

The Town will have access to specialists in topics that are most relevant for its needs. Our in-house services relevant to this assignment include Property Marketing, Research, Location Intelligence, Valuation & Appraisal, Financial Consulting, Capital Markets, and of course Brokerage. We also bring a broker network with specialists in Land Services, Industrial Properties, and Logistics. This diversity allows seamless service delivery, economies of scale, an existing network of potential developers, and speed to execution, resulting in a more efficient and effective transaction for the Town

Describe involvement of Town staff

CBRE'S RESPONSE

CBRE typically employs a collaborative approach with frequent client interaction and input. While we will fulfill our specific responsibilities, we believe the best outcomes result in client input. We understand that public process and approvals are required and want to make sure we fully understand the Town's requirements in order to successfully meet the Town's goals and priorities.

Describe the current work load

CBRE'S RESPONSE

The team has multiple ongoing contracts as described above and throughout our proposal. We are prepared to dedicate the time necessary to ensure 100% client satisfaction on any potential assignment, and have staffed our team with senior, market experienced professionals to ensure that the team has the resources it needs to serve the Town of Palm Beach to the highest standard. In addition, CBRE's managed brokerage model means that if additional resources are needed during implementation, we have the capacity and management oversight to meet those needs.

DETAILED TECHNICAL PROPOSAL

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Methodology intended to implement and accomplish the services

CBRE'S RESPONSE

The CBRE team is extremely pleased to present our comprehensive approach to the project and our marketing strategy to marketing the Town's property at 5976 Okeechobee Blvd, West Palm Beach, Florida. Our recommendation is to market the property by targeting developer & business owners (end-users) looking to develop these sites either to lease them or occupy them themselves.

Below is a tentative timeline created with the Town's interest in mind.

OUR PROPOSED SCHEDULE IS:

Project Organization, Analysis, and Marketing: 60 days

Call for Offers: 15 days

Offer Selection and Contract Execution: 30 days

The Town will be represented by a team led by Christopher Wood and Lee Ann Korst. With CBRE's extensive experience with marketing properties for ground lease, we have the ability to pull additional support as needed from the various departments within CBRE such as Valuation and Advisory Services, Location Analytics, Project Management (as support to a development), Local and National Research, etc.

Our approach is detailed below:



Project Organization

Outcomes: Updates to project approach, Refined understanding of Town's priorities.

During this preliminary stage, we will meet with the Town to kick-off the assignment and discuss your goals, concerns, and priorities for the Town's property. We will mutually set key performance indicators for the transaction so that we can effectively measure our performance against your standards and our internal quality metrics, and agree on meeting protocols and reporting formats. During this stage we will sign a listing agreement for the property.



Market Analysis

Outcomes: Market analysis and opinion of value

Following the Project Organization and kick-off phase, CBRE will use our full resources to prepare market surveys and economic analyses, estimate the value of the parcels, identify early prospective developers of the properties, and prepare a marketing timeline.

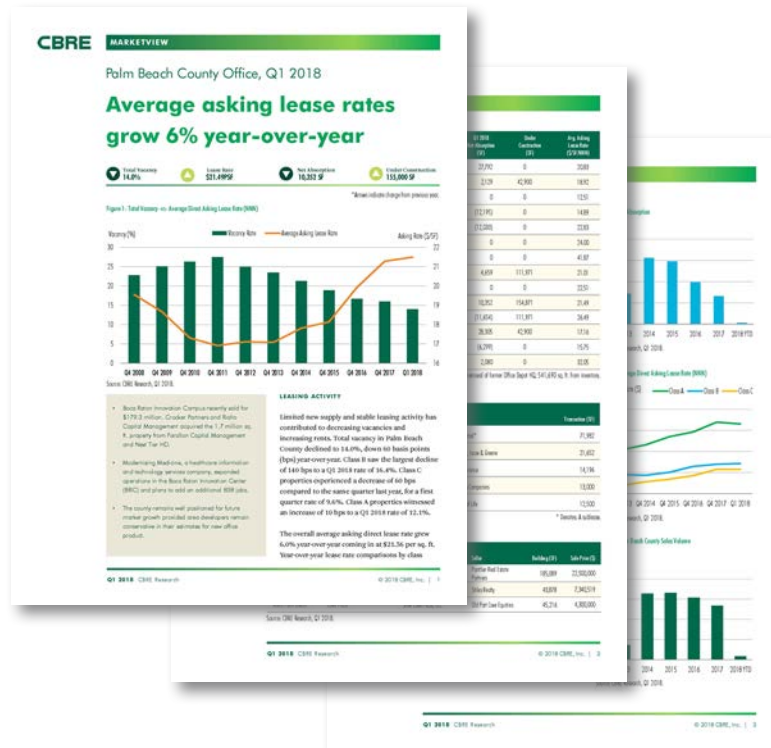
Chris is in the market every day, marketing properties, representing buyers, sellers, and tenants. The team's in-depth market knowledge and understanding of current trends, what developers are looking for, and how properties get leased quickly are important differentiators for the Town to consider in our real estate team.

DETAILED TECHNICAL PROPOSAL

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Importantly, CBRE has best-in-class, in house research capabilities. In the Palm Beach County area, CBRE has a research team of 4 people in south, regularly producing market analysis and reports for all of South Florida, including West Palm Beach. A sample of the latest reports are screen captured below.



We will use our research capabilities and market experience to determine an appropriate strategy based on current market conditions. The analysis will allow the Town to understand the supply and pricing context in which your objectives can be met. CBRE's market analysis will:

- Establish the overall direction of the market and trends within sub-segments of that market
- Identify alternatives to ground leasing that may meet the Town's needs while better leveraging the market
- Examine variables that could impact general market conditions, such as demographic shifts, political changes, new and redevelopment projects, foreclosures, etc.

DETAILED TECHNICAL PROPOSAL

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Marketing

Outcome: *An energized market prepared to draft competitive offers*

At CBRE we bring many strategies for effective marketing of public property and a track record of success in doing so. We take great care in how we engage the marketplace on behalf of our clients, both prior to official solicitations and during the actual solicitation process. We are committed to engaging the market appropriately with respect to timing, asset positioning, and marketing strategies.

When you choose CBRE, you receive:

Unmatched Insights

CBRE delivers an informed perspective, an understanding of leading-edge practices across markets and an unmatched ability to invest in the most effective tools and technologies.



Dedicated Resources

CBRE has skilled teams across the country committed exclusively to developing world-class marketing materials.



Scalable Strategy

We achieve effective marketing through strategic use of only the most compelling tactics for your budget and goals.



Compelling Technology

CBRE is continually investing in our evolving marketing technology platform. We are committed to leveraging the best technologies for your property.



DETAILED TECHNICAL PROPOSAL

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We will develop a custom strategy for the Town, but only after carefully reviewing all previous work, investing time to understand stakeholder needs, considering changes in the overall commercial real estate market in the region, existing tenants, and completing financial analysis tasks where necessary.

CBRE will develop and distribute dynamic marketing material to potential developers and investors.

We go beyond the norm to provide you tactical and strategic marketing well above our competitors. We're laser-focused on the end result: quickly securing targeted developers, and maximizing your financial returns for the short-and long-term. We'll do this by positioning the property through an aggressive, proactive, process-driven marketing approach. We will execute our marketing strategy for the Town by:

- Creating a clear, concise and strong value proposition
- Leveraging the best marketing ideas from around the world
- Launching an innovative marketing campaign with multiple distribution channels to create market awareness.
-

SAMPLE PROPERTY BROCHURE



SAMPLE EMAIL CAMPAIGNS



These marketing materials will include brochures, websites, mailings, email blasts, flyers, and signage. CBRE will also develop other specialty marketing campaigns. CBRE maintains an in-house marketing group that can be utilized to develop these materials at no cost to the Town. Our marketing efforts will include:

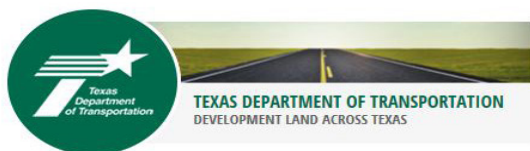
DETAILED TECHNICAL PROPOSAL

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Property Website & Virtual Tours: Customized web presence with search engine optimization (SEO) capabilities to highlight features and offer detailed views, photos and property specific information. We regularly prepare high quality property marketing pages for our public and education clients, a selection of which are shown below.

In addition, please visit any of the links to see sample property sites we have prepared for the [Florida Department of Transportation](#), the [Florida Department of Environmental Protection](#) the [City of Miami](#), and the [Tallahassee Airport](#) as a sample. We also have numerous examples of public sector marketing outside of Florida, such as the State of South Carolina, Dallas County, and the Texas General Land Office.



TEXAS DEPARTMENT OF TRANSPORTATION
DEVELOPMENT LAND ACROSS TEXAS



DALLAS COUNTY
COMMERCIAL PROPERTY FOR SALE



HAYS COUNTY
SAN MARCOS EXPOSITION CENTER



CITY OF SAN MARCOS
GREAT DEVELOPMENT OPPORTUNITY



TEXAS GENERAL LAND OFFICE
LAND AVAILABLE IN CENTRAL TEXAS



FLORIDA STATE SURPLUS LANDS
PROPERTIES LOCATED THROUGHOUT FLORIDA



FDOT RIGHT OF WAY SURPLUS PROPERTIES
PROPERTIES LOCATED IN CENTRAL FLORIDA



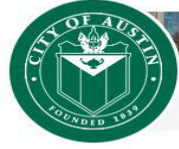
CITY OF MIAMI
CITY-OWNED MIAMI RIVERSIDE CENTER



STATE OF SOUTH CAROLINA
SURPLUS PROPERTIES IN SOUTH CAROLINA



METROPOLITAN WASHINGTON AIRPORTS AUTHORITY
MULTIPLE PROPERTIES FOR SALE AND GROUND LEASE



CITY OF AUSTIN
NEW PLANNING AND DEVELOPMENT CENTER



CITY OF OLDSMAR, FL
TOWN CENTER REDEVELOPMENT PROJECT



TALLAHASSEE INTERNATIONAL AIRPORT
500+ ACRE DEVELOPMENT OPPORTUNITY



TRAVIS COUNTY, TX
CIVIL AND FAMILY COURTS

DETAILED TECHNICAL PROPOSAL

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MARKETING STRATEGY

CBRE uses a variety of marketing tools. The marketing strategy for the Town's assignments will be customized and tailored to the specific challenges and opportunities related to the Town's asset. However, the below marketing means are available and oftentimes utilized. They are intended to give the Town a sense of the marketing means CBRE would utilize to market the property.

CBRE utilizes a branding strategy that includes marketing materials used to excite & promote:

- » World-Class Print Collateral
 - Professionally designed print brochures that can be distributed online in PDF version via websites and e-mail communications
 - The Property Marketing Center (PMC) Unique to CBRE
- » Direct mail/email campaigns
 - E-mails campaigns created in the same theme as our flyers, e-mailed to prospective developers and brokers
- » Digital Media Campaigns
 - CoStar
 - LoopNet
 - Xceligent
 - SIOR members
 - A host of other digital mediums
- » Creative Social Media Campaigns
 - Linked In
 - Twitter and other social platforms
 - Google AdWords
 - Blogging
- » Proactive Public/Media Relations
- » Exclusive Broker Marketing Events
- » Direct Broker Outreach
- » Mobile Marketing Applications
- » Marketing boards and welcome suite
- » Enhanced red carpet property tour experience

SAMPLE BOV



Our full CBRE network is at the disposal of Town's including teams in:

- » Debt & Equity
- » Valuation & Advisory Services
- » Investment Sales / Capital Markets
- » Industrial Specialty Groups
- » Property / Asset Management
- » Global Research
- » Economic Incentives
- » Labor Analytics



DETAILED TECHNICAL PROPOSAL

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Our listing and sale process has been honed through 111 years of experience brokering commercial real estate transactions on behalf of our clients.

The property will be listed on CBRE Deal Flow as well as national listing services LoopNet and CoStar.

In addition to these physical marketing tools, we will also conduct property tours to showcase the possibilities at 5976 Okeechobee Blvd, West Palm Beach, FL. We will treat the property tour as an opportunity to showcase the property for potential developers. We will be present to highlight the site's features, amenities, neighborhood, and other highlights, as well as to dispel or counter any negative perceptions of a property that may exist in the market. Flyers and brochures will also be available for the properties.



Call for Offers

Outcome: Competitive offers delivered to the Town, Fully executed listing contract in hand.

As offers are received, CBRE will send them to the Town, with recommendations and evaluations on prospective developers. We will recommend well capitalized developers, with a track record of successful closings and ready financing.

Once an offer is selected by the Town, CBRE will prepare all transaction documentation, in coordination with your legal advisor. As negotiations continue, CBRE will refine its financial models and narrow the alternatives at your direction. On the basis of negotiated terms (economic and noneconomic) and the resulting financial consequences, and the Town's final approval, CBRE will prepare a comprehensive Letter of Intent between the parties for review and execution. We will represent you in all negotiations, ranging from price, to terms, any due diligence issues, and through the closing.

DETAILED TECHNICAL PROPOSAL

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SECTION 3 - PAST EXPERIENCE

The proposal shall include past performance, including the total number of similar services provided to other commercial and/or municipal customers.

The following information shall be included regarding the Company's experience
Provide a minimum of five (5) references for which you provided a similar service within the past five years of the scope and nature required by this RFP. These references must include, as a minimum: name of company, contact person, address, and telephone number. References shall include the general description of the project, the dates, and whether time lines were met.

CBRE'S RESPONSE

In addition to the required reference form included in Tab 8, we have also provided the following case studies and associated client contacts, as well as letters of recommendations.

REFERENCE #1

Client name	State of Florida\Division of Real Estate
Contact information	Tom Berger Department of Management Services Office of the Secretary 4050 Esplanade Way Tallahassee, FL 32399 T: 850.487.9921 Dates - 2008 to Present Amount - Varies All timelines have been met and continue to be met
Services provided	Disposition of state owned property



REFERENCE #2

Client name	City of Miami
Contact information	Jacqueline Lorenzo Property Manager Specialist Department of Real Estate & Asset Management City of Miami 444 SW 2nd Avenue, 3rd Floor Miami, FL 33130 T: 305.416.1426 Dates - 2015 to Present Amount - Varies All timelines have been met and continue to be met
Services provided	Development Advisory, Project Management, Valuation & Advisory



DETAILED TECHNICAL PROPOSAL

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REFERENCE #3

Client name	Florida Division of State Lands
Contact information	Robbie Parrish OMC Manager Bureau of Real Estate Services 3800 Commonwealth Blvd Tallahassee, FL 32399 T: 850.245.2497 Dates - 2008 to Present Amount - Varies All timelines have been met and continue to be met
Services provided	Disposition of state owned surplus properties



REFERENCE #4

Client name	Pky Properties
Contact information	Paresh Patel 101 Chestnut Ridge Rd, #2A Montvale, NJ 07645 T: 201.573.8110 Dates - 2006 All timelines were met
Services provided	CBRE put together JV for mid-rise multi-family project in downtown West Palm Beach, Broadstone City Center, located across the street from the Brightline Station.

REFERENCE #5

Client name	White Lodging
Contact information	Eric Stone 701 East 83rd Ave Merrillville, IN 46410 T: 219.649.7838 Dates - 2018 to Present All timelines were met
Services provided	Locate/acquired hotel development sites in Palm Beach County



DETAILED TECHNICAL PROPOSAL

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We have represented public sector and education clients on multiple successful public-private partnerships (P3s) recently.



City of Miami

Relocation of City administrative headquarters, redevelopment of James L. Knight Center/Hyatt Hotel, and redevelopment of Virginia Key Marina.



City of Indianapolis

\$50 million redevelopment and headquarters relocation for fire department headquarters, station, and credit union.



Gallaudet University

1.1 million SF mixed use redevelopment providing edge of campus amenities and valuable revenue for the university.



City of Oldsmar, FL

8 acre redevelopment adjacent to City Hall with an office structure, parking garage, retail, interactive public park space, restaurant and boutique hotel.



City of Ann Arbor

\$85 million mixed-use redevelopment in downtown for hotel, residential, public plaza, and retail.



Travis County

\$430 million ground lease on downtown urban infill parcel; proceeds to fund construction of new civil and family court complex also structured by CBRE.



Oyster School

P3 for a new bilingual public school in Washington, DC. No out of pocket cost for the school district and delivery was \$2m less than traditional procurement method.



Alexandria City Public Schools

Development advisor for 10.5-acre site in downtown Alexandria, VA. The P3 envisioned a new K-8 public school, performing arts center, public swimming pool and athletic field and 800,000+ SF of residential and office use.



City of Austin

P3 for new headquarters locations for the City's Planning & Development department, and power utility, Austin Energy. Turnkey transactions for new office buildings.

DETAILED TECHNICAL PROPOSAL

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STATE OF FLORIDA



TENANT REPRESENTATION, DISPOSITION, & CONSULTING (2008-PRESENT)

CBRE is one of two firms who have represented the State of Florida as a tenant broker since 2008. Since 2012, CBRE has completed 115 lease transactions totaling 698,000 SF, serving more than 15 different State agencies. In this time, CBRE has contributed to the nearly \$50M of savings achieved by the State. After the initial contract expiration, the State of Florida re-bid and in 2014 CBRE entered into a new contract to continue providing tenant broker services to the State through 2019. We currently have more than 60 transactions in process totaling more than 1.5 million SF.

In addition to tenant representation services, CBRE sells surplus assets on the state's behalf. Since 2014, CBRE has sold 12 state-owned parcels, averaging 32.4% above minimum price for the properties, listed in the chart on the following page. CBRE is currently marketing another 30+ properties for DEP, the Division of State Lands and FDOT, the Turnpike Division, and has sold over \$27 million in property for the state.

PROPERTY	MINIMUM BID	WINNING BID	COMMENTS
Broward Correctional Institution	\$8.7M	\$13.5M	55% above the minimum bid
Hillsborough Correctional Institution	\$2.9M	\$3.5M	20% above the minimum bid
Sebring /Highlands County	\$75k	\$77k	2% above the minimum bid
Hendry Correctional Institution	\$3.75M	\$3.75M	Future use will have significant economic impact in a very rural region of Florida. The buyer has a contract with the US Government and will re-purpose the site and facilities for military special operations training to potentially create 190 jobs.
Plantation Business Park/ Broward County	\$975,000	\$2.0M	105% above the minimum bid
G. Pierce Wood Hospital/ Desoto County	\$2.49M	\$2.5M	.4% above the minimum bid. The property will be developed with a hotel, ATV manufacturing plant, and motocross track. The ATVs will be manufactured and tested for the US Department of Defense, which will create approximately 120 local jobs.
Indian River Correction Institution, Vero Beach	\$749,000	\$850,000	13% above the minimum bid. The property was sold to Algae Omega Holdings, Inc., a company engaged in the production and processing of algae biomass for personal care and nutritional products. Approximately 30 local jobs will be created..
Tampa, Florida Department of Economic Opportunity - Section of Parking Lot on Florida Ave	\$75,000	\$75,000	BravoTampa, owner of a number of Burger King Restaurants and a large employer in the Tampa area, needed to purchase part of a DEO-owned parking lot to add an additional drive-in window lane. CBRE facilitated the sale and PJM handled the parking lot reconstruction after the sale.

DETAILED TECHNICAL PROPOSAL

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STATE OF FLORIDA

DISPOSITIONS (2008 - PRESENT)

PROPERTY	MINIMUM BID	WINNING BID	COMMENTS
Volusia, Florida Former DJJ Residential Campus	\$240,000	\$244,000	2% above the minimum bid
Pinellas Park, Florida\DHSMV	\$167,300	\$265,000	58.4% above the minimum bid
Broward, Florida DJJ Vacant Land	\$7,500	\$12,500	66.67% above the minimum bid
Chattahoochee, Florida Department of Environmental Protection Vacant Land	\$37,500	\$41,500	20.29% above the minimum bid
Jay, Florida Department of Environmental Protection Vacant Land	\$8,500	\$8,700	2.35% above the minimum bid
Lakeland, Florida DOC Surplus Polk Country	\$110,000	\$275,000	150% above the minimum bid
Kissimmee, Florida\Vacant Land	\$2.64M	\$2.64M	
Miami, Florida\Miami Triangle	\$1.75M	\$1.85M	5.77% above the minimum bid
Beulah, Florida\Old AG Dairy	\$99,000	\$105,000	6.06% above the minimum bid
Floral City, Florida	\$69,000	\$109,000	57.97% above the minimum bid

DETAILED TECHNICAL PROPOSAL

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Letters of Commendations or Recommendation may be included in this section.



RICK SCOTT
Governor

DEPARTMENT OF MANAGEMENT
SERVICES

CRAIG J. NICHOLS
Agency Secretary

4050 Esplanade Way | Tallahassee, Florida 32399-0950 | Tel: 850.488.2786 | Fax: 850.922.6149

December 11, 2012

CBRE
311 East Park Avenue
Tallahassee, FL 32301

To whom it may concern:

Since 2008, CBRE has been one of the state's three tenant brokers on state term contract to provide real estate consulting and brokerage services to the State of Florida. CBRE's extensive network of brokers throughout the state has enabled their company to represent the Florida Department of Management Services and the agencies it serves in every major market. Their professional staff, efficient work and superior service delivery has led to a reduction in occupancy cost for the State of Florida.

Most recently, CBRE was selected to assist with strategic planning and the creation of a Real Estate Optimization Plan. Their broad expertise and extensive background positioned them to develop a comprehensive plan that was delivered on time and within the defined scope of work.

Should you need to reach me please contact me at 850-487-9921 or email Tom.Berger@dms.myflorida.com.

Sincerely,

Tom Berger, Director
Division of Real Estate Development and Management

DETAILED TECHNICAL PROPOSAL

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CITY OF MIAMI



CHALLENGE

City of Miami's Department of Real Estate Asset Management currently manages over one hundred leases and licenses of City-owned property and additional leases throughout the City's 30+ square miles. The Department maintains the City's property inventory consisting of approximately 631 parcels including parks, fire stations, City administrative buildings, public facilities, vacant lots and housing sites.

The City's expansion and vast growth has increasingly shaped Department's need to seek a leading Real Estate Firm that encompasses a strong understanding of Public Sector and the potential challenges that arise with local government and municipalities to achieve the highest and best use of several

key City owned assets. CBRE has served as the real estate provider for the State of Florida since 2008 and has been awarded another 5 year contract which commenced in 2014. Therefore, the City is utilizing the State of Florida contract to hire CBRE.

SOLUTIONS

The City of Miami Real Estate Asset Management Department has partnered with CBRE to provide Tenant-Broker and Real Estate Consulting services for the Disposition of the Miami Riverside Center and relocation of the City's administrative facility, the redevelopment of the James L. Knight Center/Hyatt Hotel positioned over 5 acres, and the redevelopment Virginia Key Marina consisting of 53 acres, as well as act as the exclusive agent for the opportunity to showcase the City by developing a state of the art maritime experience with charters and boat tours in the Bayside-Miamarina.

- CBRE's Development Advisory and Brokerage Service resources develop proprietary tools optimizing maximum exposure for the Disposition and relocation of the Miami Riverside Center.
- CBRE's Public Institutions, Hospitality/Hotel and Multi-Family Group assignment of the James L. Knight Center/Hyatt Hotel positioned to focus on achieving the highest and best use and redevelopment for the project.
- Virginia Key Marina assignment executed by CBRE's Marina Specialty Group and Public Institutions focus on the financial Profitability and extensive long term growth and stability for Virginia Key and its residents.

CBRE's global platform and expertise including public sector, capital markets, valuation, hospitality, maritime and land services allows the City to reach the national and international audience generating global interest.

RESULTS

- Authored, and developed Offering Memorandum for the Disposition by Sale and Relocation of Miami Riverside Center with distribution launched to over 5000 recipients nationwide. Project's provides an opportunity for the City to generate approximately \$1.5M in annual tax revenue and a net present value approaching \$50M.
- Secured proposed operators for the Virginia Key Marina, Virginia Key's specialized maritime development project with capital contribution range of \$67M and approaching \$100M in fully automated state of the art mixed-use marina development; an average base rent minimum of \$2.1M; minimum capital contribution of \$3.4M in proposed construction of municipal parking garage; and a Net Present Value of \$50M to \$77M over 45 years.
- Lead negotiations of ground lease and highest and best use for redevelopment and acquisition of adjacent land parcels of the James L Knight/Hyatt Hotel and G-4 Garage.
- The City of Miami has additionally engaged CBRE in a variety of projects with our Project Management Group including the Construction Consulting and Administrative Services for the renovation and construction management.
- CBRE's global distribution efforts have reached over one hundred thousand international based marina-related Industries in over 85 countries.

DETAILED TECHNICAL PROPOSAL

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City of Miami



DANIEL J. ALFONSO
City Manager

August 15, 2016

CBRE
311 East Park Avenue
Tallahassee, Florida 32301

To whom it may concern:

In 2014 the City of Miami adopted the State of Florida contract for tenant-broker and real estate consulting services, engaging CBRE and one other tenant-broker. Since that date, CBRE has been an exceptional asset to the City, providing numerous services, including project management, appraisal, development advisory, and disposition brokerage services.

In addition to CBRE's standing as a worldwide leader in real estate, CBRE has proven its expertise of local markets. The Public Institutions and Education Solutions division has specialized knowledge and experience in the public sector process and has a broad network of brokers specializing in different areas such as Marinas, Hotels, etc.

CBRE provides the City with a broad array of services, and consistently accomplishes our requests in a timely and first-rate manner. We would gladly recommend CBRE to any government entity wishing to obtain expert real estate consulting services.

Should you have any questions, please feel free to contact me at (786) 778-4794 or by email at Drotenberg@miamigov.com.

Sincerely,

Daniel Rotenberg, Director
Department of Real Estate & Asset Management

DETAILED TECHNICAL PROPOSAL

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CASE STUDIES



730 N. Ocean - Sold

Market	Pompano Beach, FL
Status	Closed May 2014
Acres	2
Sale Price	\$10,500,000
Price/Acre	\$5,250,000
Highlights	CBRE was retained by the Herrick Group to sell a prime beach front development parcel in Pompano Beach. The property is zoned for high rise condo development. CBRE's managed bid process was highly effective in procuring full asking price for the property which had no entitlements.



Pembroke Pines Land - Sold

Market	Pembroke Pines, FL
Status	Closed September 2014
Acres	66
Sale Price	\$13,500,000
Price/Acre	\$204,500
Highlights	CBRE was retained by the State of Florida to sell a 66 acre surplus property that was previously operated as a former's correctional facility. CBRE used a sealed bid process to manage the sale. The property was on the market for 60 days. CBRE set \$8,500,000 as the minimum bid. The property was sold as is where is to the City of Pembroke Pines. Closing is set for the end of September.

DETAILED TECHNICAL PROPOSAL

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West Palm Beach Land - Sold

Market	West Palm Beach, FL
Status	Closed 2016
Acres	3
Sale Price	\$10,000,000
Price/Acre	\$3,300,000
Highlights	CBRE was retained by Pky Properties to sell a 3 Acre prime infill development site in downtown West Palm Beach. The site is bounded by Datura, Evernia, Dixie, and Quadrille. The property is being developed by Alliance Residential for a 300 unit mid-rise luxury apartment project. CBRE had previously listed and sold the property for MB Financial Bank to Pky Properties.



Pine Island Land - Sold

Market	Davie, FL
Status	Closed 2015
Acres	11
Sale Price	\$7,200,000
Price/Acre	\$645,545
Highlights	CBRE was hired to sell an 11 acre vacant AG zoned development site abutting the Monterra mixed use community in Cooper City. The property was rezoned by Gatlin Development for a 72,000 sf retail center to be anchored by a Wal-Mart neighborhood center.

DETAILED TECHNICAL PROPOSAL

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Proposer shall provide a list of government experience related to long term ground lease solicitations.

CBRE'S RESPONSE

As requested, below you will find a list of some of CBRE's related government ground lease experience.

Site/Owner	Size	Term	Future Use	Fee Simple Appraisal Lease Consideration	Closing
Suburban/Confidential	±775 acres	32 years	Solar Farm	\$8.5M	Under contract
Suburban/Confidential	±478 acres	32 years	Solar Farm	\$9.5M	Under contract
Suburban/Confidential	±620 acres	32 years	Solar Farm	\$12.4M	Under contract
Tallahassee Airport	±550 acres	TBD	Mixed-use	TBD	Currently engaged
Gallaudet University	±25 acres	85 years	1.1 million square feet of mixed-use		Currently engaged
George Washington University	±2.6 acres	60 years	Mixed-use	\$500M	2011
CBD/Travis County	±2 acres	99 years	2 million square feet of development, mixed-use, including multi-family	\$45M \$430M Nominal, \$82M NPV	July 2017
CBD/Confidential	±4 acres	99 years	Multi-family	\$9M \$109M, \$21M	Currently engaged
Suburban/TxDOT	±21 acres	TBD	Mixed-use	\$9.2M	Currently engaged

DETAILED TECHNICAL PROPOSAL

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The Proposers must hold an active Florida Real Estate Broker License and provide copies of same.

CBRE'S RESPONSE

As requested in section 2.2, below you will find copies of our Florida real estate license, as well as the associated brokers licenses.

Licensee Details

Licensee Information

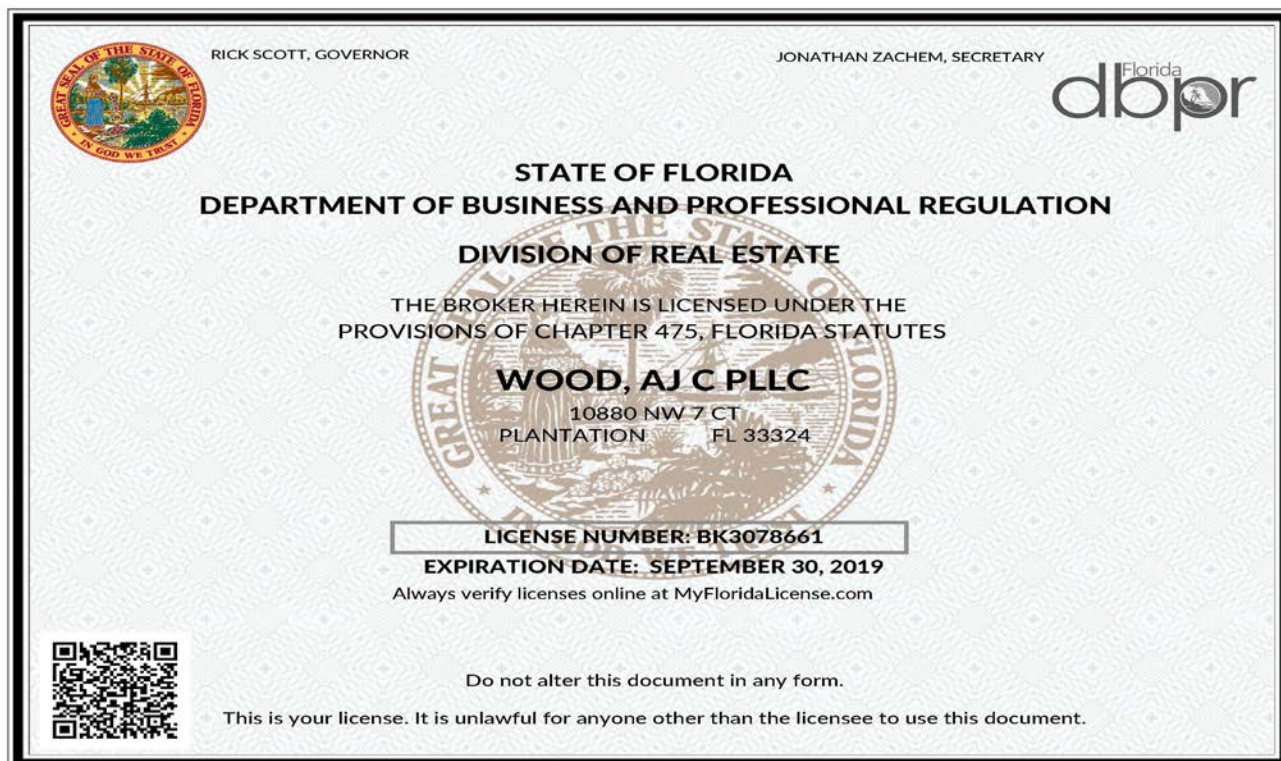
Name:	CBRE INC (Primary Name)
Main Address:	777 BRICKELL AVE SUITE 1100 MIAMI Florida 33131
County:	DADE
License Mailing:	
LicenseLocation:	777 BRICKELL AVE SUITE 900 MIAMI FL 33131
County:	DADE

License Information

License Type:	Real Estate Corporation
Rank:	RE Corp.
License Number:	CQ224480
Status:	Current,Active
Licensure Date:	
Expires:	03/31/2020

Special Qualifications


Qualification Effective



DETAILED TECHNICAL PROPOSAL

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 RICK SCOTT, GOVERNOR

KEN LAWSON, SECRETARY

Florida
dbpr

STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF REAL ESTATE

THE SALES ASSOCIATE HEREIN IS LICENSED UNDER THE PROVISIONS OF CHAPTER 475, FLORIDA STATUTES

KORST, LEE ANN
1487 ALLIGATOR DRIVE
PANACEA FL 32346

LICENSE NUMBER: SL3242575

EXPIRATION DATE: SEPTEMBER 30, 2018
Always verify licenses online at MyFloridaLicense.com



Do not alter this document in any form.

This is your license. It is unlawful for anyone other than the licensee to use this document.

 RICK SCOTT, GOVERNOR

JONATHAN ZACHEM, SECRETARY

Florida
dbpr

STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF REAL ESTATE

THE BROKER HEREIN IS LICENSED UNDER THE PROVISIONS OF CHAPTER 475, FLORIDA STATUTES

MCSHEA, MICHAEL B
P.O. BOX 5000
PMB #169
RANCHO SANTA FE CA 92067

LICENSE NUMBER: BK3077020

EXPIRATION DATE: SEPTEMBER 30, 2019
Always verify licenses online at MyFloridaLicense.com



Do not alter this document in any form.

This is your license. It is unlawful for anyone other than the licensee to use this document.

DETAILED TECHNICAL PROPOSAL

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All of these benefits add up to significant advantages for Palm Beach. We close this section with testimonials from our clients in Florida and nationwide, and hope to have the opportunity to serve the Town to the same high standard.

"The staff at CBRE are some of the most amazing folks to work with. They are very personable, knowledgeable, and a great team to work with. Thank you."

--State of Florida Agency for Persons with Disabilities

"CBRE provides the City with a broad array of services, and consistently accomplishes our requests in a timely and first-rate manner. We would gladly recommend CBRE to any government entity wishing to obtain expert real estate consulting services."

--City of Miami

"CBRE has been a pleasure to work with and very responsive.."

--State of Florida Fish & Wildlife Commission

"CBRE has been a valued partner and we anticipate this positive working relationship will continue over the coming year as we work toward full implementation of the Statewide Strategic Real Estate Plan."

--State of South Carolina

"CBRE has been able to successfully understand and navigate Maryland's state processes and public procurements for a variety of different state agency needs. I would highly recommend them to serve the real estate needs of other public sector entities."

--State of Maryland, Department of General Services

"Great partner who provides consistent, excellent customer service with constant communication."

**--State of Florida Department of Environmental Protection,
Division of State Lands**

"CBRE was instrumental in serving as our real estate advisor to not only attract quality restaurants to our campus, but structure transactions that made financial and business sense to the University."

**--Vice President for Finance and Administration, Butler
University**

"We have worked with CBRE on lease actions as small as 10,000 SF with a five year term to a multiple building complex lease of 227,000 SF with a 15-year term and have always received excellent service and support throughout the entire process."

--State of Florida Agency, Agency for Healthcare Administration

DETAILED TECHNICAL PROPOSAL

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SECTION 4: OPERATIONAL INFORMATION

Proposers shall submit the following information as described in the sections below:

A) Hours of operation;

CBRE'S RESPONSE

HOURS OF OPERATION

Monday	8:00 a.m. to 5:00 p.m.
Tuesday	8:00 a.m. to 5:00 p.m.
Wednesday	8:00 a.m. to 5:00 p.m.
Thursday	8:00 a.m. to 5:00 p.m.
Friday	8:00 a.m. to 5:00 p.m.

Otherwise available as needed if stakeholder meetings, Town Council meetings, etc. are required.

CBRE NAMED "MOST ADMIRABLE"
COMMERCIAL REAL ESTATE SERVICES AND INVESTMENT COMPANY FOR SIX YEARS



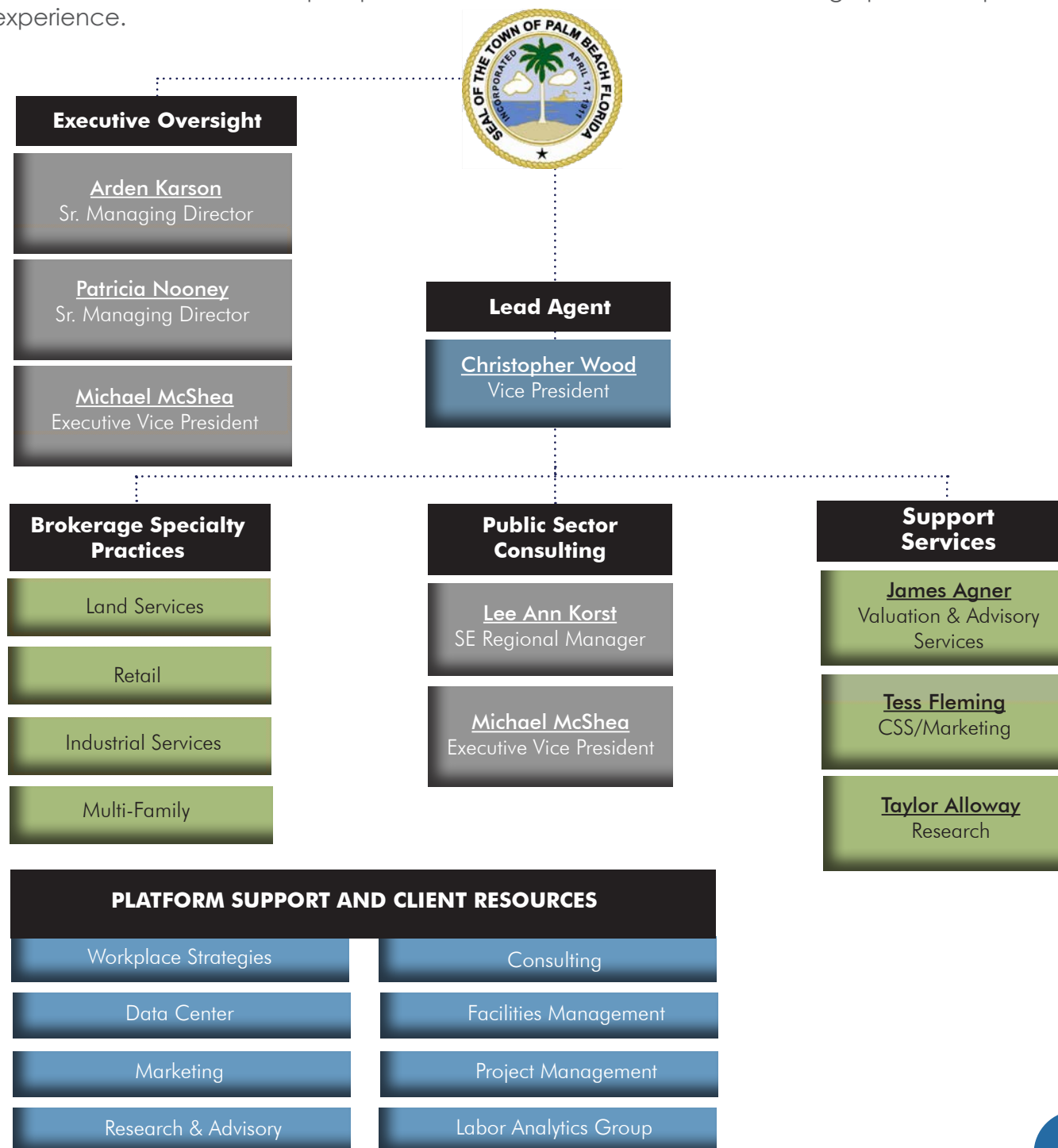
DETAILED TECHNICAL PROPOSAL

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B) Provide resumes of all persons who will be involved in the business and the actual operations.

CBRE'S RESPONSE

CBRE has carefully selected the team members depicted on the organization chart to meet the Town of Palm Beach's required scope. The team was not assembled out of convenience, rather based on the team member's unique qualifications – both Florida based and large portfolio optimization experience.



ARDEN KARSON

**SENIOR MANAGING DIRECTOR
CBRE | ADVISORY & TRANSACTION
SERVICES
T: +1 305.374.1000
ARDEN.KARSON@CBRE.COM**



EXPERIENCE

Arden Karson is Senior Managing Director of South Florida for CBRE. Ms. Karson is responsible for overseeing all aspects of CBRE's South Florida business operations, encompassing three offices— Miami, Fort Lauderdale and Boca Raton—and approximately 200 employees.

With more than 25 years of experience in commercial real estate, Ms. Karson has an extensive background in sales and marketing, development, acquisition, asset management, leasing and financing of commercial properties across all asset types.

Prior to joining CBRE, Ms. Karson served as Senior Vice President for The Related Group, where she was responsible for sales and development of approximately \$1 billion of mixed-use real estate assets. She also oversaw acquisitions of distressed debt and strategic opportunities. Over the course of her career, Ms. Karson has held positions with leading real estate companies, including Lennar/LNR, Advenir, Tate Capital, CREC and Barrow Street Capital. She also served as a real estate lender with Bank of America and as a consultant with Price Waterhouse Coopers.

CREDENTIALS

- Executive Board Member, Friends of The Underline
- Non-profit organization advocating to transform the underutilized land below Miami's Metro-rail
- Advisory Board Member, Network for Teaching Entrepreneurship (NFTE)
- Served as judge and mentor for Title 1 high school student who won 2012 business plan competition
- Chaired 2015 fundraising benefit »»» Panel Speaker/Radio Show guest: CREW, United Way, Broward Finance Alliance, Construction Marketing Council and Fried on Business
- Co-Chair GMJF Sunset Over Miami
- Real estate networking event attended by 500 professionals
- Heavy Hitter, Miami Dolphins Cycling Challenge
- Cycled and raised more than \$20,000 over four years for the Sylvester Cancer Center

EDUCATION

- Harvard Business School, Master in Business Administration
- Tufts University, Bachelor of Arts in International Relations
- Concentrations in Spanish and Latin American studies

CHRISTOPHER WOOD

**FIRST VICE PRESIDENT
CBRE | ADVISORY & TRANSACTION
SERVICES
T: 954 745 5852
CHRIS.WOOD@CBRE.COM**



EXPERIENCE

Chris Wood serves as a First Vice President at CBRE in Florida where he provides expert real estate advisory and brokerage services to clients throughout the state.

Mr. Wood's professional experience includes land sales for all asset classes; acquisition, disposition of corporate facilities and development sites; tenant and buyer representation for office, industrial and medical facilities; state and municipal incentive negotiation; utility rate negotiation; economic impact analysis and corporate relocation analysis.

Prior to joining CBRE in 2007, Mr. Wood was a Vice President with Trammell Crow Company. Additionally, Mr. Wood was engaged as a consultant to Wadley-Donovan-Gutshaw Consulting, an independent location advisory firm to the Fortune 500. He also served as the President/CEO of the Broward Alliance, the public private economic development organization for Broward County, FL and directed business and economic development departments for New York State Electric & Gas (NYSEG). Mr. Wood also served as the Executive Director of the Metropolitan Economic Development Council, now known as the Greater Richmond Partnership in Richmond, VA.

REPRESENTATIVE TRANSACTIONS

- The White Golf Course – Doral, FL - \$96,000,000
- Broward County School Board – Pembroke Pines, FL - \$25,000,000
- FPL/Clyman 614 – Miami-Dade County - \$23,500,000
- Doral Mixed Use (8800 Doral) – Doral, FL - \$24,000,000
- American Express Campus – Sunrise, FL - \$22,500,000
- 1301 Concord Terrace – Sunrise, FL - \$18,440,000
- FPL/Krome 465 – Miami Dade County - \$18,000,000
- City of Pembroke Pines Land – Pembroke Pines, FL - \$13,500,000

EDUCATION

- University of Richmond, Master of Business Administration
- University of Delaware, Master of Arts
- Dickinson College, Bachelor of Arts
- Licensed Real Estate Broker – State of Florida

PATRICIA NOONEY

**SENIOR MANAGING DIRECTOR
CBRE | ASSET SERVICES
T: 305 428 6327
PATRICIA.NOONEY@CBRE.COM**



EXPERIENCE

Patricia Nooney leads CBRE's Asset Services division in Florida, providing management, leasing and financial services to owners of office, industrial and retail properties throughout Florida. She is responsible for leading over 200 management and engineering professionals and a portfolio of over 40 million square feet. Ms. Nooney specializes in positioning assets correctly in the marketplace and streamlining operations to maximize cash flow on behalf of private, public, corporate and institutional clients.

Ms. Nooney has held numerous leadership positions within CBRE since 2006, including Senior Managing Director, Florida Investor Services (2011 to 2016); Managing Director for CBRE, Las Vegas (2008 to 2011) and Managing Director, CBRE St. Louis (2006 to 2008). Prior to joining CBRE, she was with American Spectrum Realty and its predecessor beginning in 1997 as chief operating officer, treasurer and senior vice president. She was also with Nooney Krombach Company, et al. from 1981 to 1997. She began her career as an auditor with Touch Ross & Company (now Deloitte) in Miami.

CREDENTIALS

- Licensed Real Estate Broker - Florida, Missouri, and Illinois
- LEED Accredited Professional, US Green Building Council
- CPM (Certified Property Manager) designation
- CCIM (Certified Commercial Investment Member) designation
- SIOR (Society of Industrial and Office Realtors)
- Past Committee Chair, St. Louis Regional Business Council, Executive & Nominating Committees
- Past Chair, National Association of Realtors, Realtor Commercial Alliance, 2008
- Past Board of Directors, NAIOP Southern Nevada Chapter
- Past Board of Directors, United Way of Southern Nevada

ACHIEVEMENTS

- President's Performance Award, CBRE, 2011
- CBRE Turnaround Award, Las Vegas office, 2010
- International President of the Institute of Real Estate Management (IREM), 2003
- President of the Missouri Growth Association, 1999-2000

EDUCATION

- Bachelor of Business Administration, Accounting, University of Miami, FL

LEE ANN KORST

SE REGIONAL MANAGER
CBRE | PUBLIC INSTITUTIONS AND
EDUCATION SOLUTIONS
T: +1 850.251.9319
LEEANN.KORST@CBRE.COM



EXPERIENCE

Lee Ann Korst serves as First Vice President within the Public Institutions Group and is responsible for the Southeast region government practice. She currently manages contracts for the States of Florida, Tennessee and South Carolina, and Cities of Pensacola, Miami, Orlando and Mobile.

Ms. Korst has managed the State of Florida account since 2011 by providing strategic advisory services, along with representing the State as both tenant and occupier. Lee Ann led the CBRE team responsible for publishing the State's Real Estate Optimization Plan that identified between \$70-100 million in annual savings. Most recently, Lee Ann managed the disposition of a variety of State-owned property, achieving 30.4% above the minimum bid price for the properties as well as more than 1 million square feet of tenant representation assignments. Ms. Korst has also co-led several Public Private Partnerships, including high profile marina redevelopments, relocation of City administrative headquarters and re-negotiating long term ground leases for development purposes.

Ms. Korst has extensive government experience serving in high level positions at two Departments with the State of Florida. She served as the Director of Real Estate and Deputy Secretary at the Department of Management Services which included oversight and management of 7.9 million square feet in the Florida Facilities Pool as well as 10 million square feet of private sector leasing. Ms. Korst then served as the Deputy Executive Director, Department of Highway Safety and Motor Vehicles, with responsibility for direct management and oversight of the Division of Driver Licensing, Division of Motor Vehicles, Customer Service Center and Cabinet Affairs. She also served the Department of Highway Safety and Motor Vehicles as the Chief of Staff, a role that included overseeing administrative functions of that 4,500-employee state agency and \$280 million dollar budget.

Prior to her public service, Ms. Korst worked for Equity Office Properties for more than 10 years, leasing and managing a variety of property types and ultimately serving as General Manager for One Ninety One Peachtree Tower in Atlanta, Georgia, where her responsibilities include the successful financial and operational performance of this 1.2 million square feet of Class A space.

CREDENTIALS

- Florida Governor Mansion Commission
- Tallahassee Chamber of Commerce Action 2010 Committee
- 2002 TOBY Winner (over 1,000,000 SF category)
- 2001 TOBY Judge (250,000- 499,000 SF category)
- 2000 TOBY Winner (250,000 – 499,000 SF category)
- 1999 Equity Office Properties Building of the Year
- 1999 TOBY (The Office Building of the Year) Winner (100,000 – 249,000 SF)
- 1997 International Tenant Handbook of the Year Award

EDUCATION

- Master of Business Administration, Oglethorpe University
- Bachelor of Science in Management and Quantitative Methods, Illinois State University
- Harvard University - Strategic Negotiations: Deal Making for the Long Term

SELECTED CLIENTS

- State of South Carolina
- State of Tennessee
- State of Florida
 - DEP
 - DMS
 - EOG
 - DCF
 - DOR
 - DJJ
 - DOACS
 - DOE
 - DOC
- City of Pensacola
- City of Orlando
- City of Miami
- City of Winter Park
- City of Hallandale Beach
- Port Tampa Bay
- Riviera Beach CRA
- Martin County, FL
- City of Mobile, AL
- Florida A&M University
- Sprint
- Merrill Lynch
- Cadence Bank
- Jackson Health

MICHAEL MCSHEA

**EXECUTIVE VICE PRESIDENT
& CO-FOUNDER, CBRE PUBLIC
INSTITUTIONS AND EDUCATION
SOLUTIONS**
T: 202.585.5775
MICHAEL.MCSHEA@CBRE.COM



EXPERIENCE

Michael B. McShea, Executive Vice President, is a co-leader of CBRE's state and local government practice. Mr. McShea provides strategic planning, development advisory, brokerage and other associated real estate services to government entities and education institutions nationwide.

Mr. McShea manages some of the nation's most significant state and local government projects and portfolios. His public sector career began with the oversight of a contract with the Government of the District of Columbia, involving the restructuring of over 1 million square feet of municipal space under the auspices of the congressionally established Financial Control Board.

He has provided development consulting services for the College of William & Mary, Alexandria City Public School System, National Institutes of Health, John Hopkins Applied Research Laboratory and the University of Cincinnati. He has advised the cities of Indianapolis, IN, Bloomington, IN, Ann Arbor, MI and Miami, FL on economic development initiatives and public private partnerships.

Mr. McShea has developed strategic plans for the several government entities including, most recently, the states of Florida, South Carolina and Mobile, Alabama. He has implemented strategic real estate plans for the City of New York, as well as the states of Arizona, Colorado, Maryland, Michigan, and Pennsylvania. Mr. McShea also led the renegotiation of government centers in Tallahassee, Florida encompassing 1.5 million square feet of leased space at a savings to the State of over \$60 million.

ACHIEVEMENTS

United States Conference of Mayors Outstanding Achievement in Public Private Partnership, City of Tulsa, City Hall Acquisition
National Association of State Facility Administrators Outstanding Achievement Award, Portfolio Management with the State of Michigan

EDUCATION

Mr. McShea received his Bachelor of Science degree in Business and Management from the University of Maryland.

INDUSTRY RECOGNITION / SCHOLARSHIP

Mike has been a guest lecturer on various topics involving corporate, municipal and educational real estate including the National Association of College & University Business Officers (NACUBO), National Association of State Facility Administrators (NASFA), American Institute of Architects, California Association for Local Economic Development, American Association of Port Authorities, the Construction Manager Association of America and the Keenan Flagler Business School at the University of North Carolina Chapel Hill.

SELECTED CLIENTS

- Indianapolis, IN
- Miami, FL
- Mobile, AL
- Fort Lauderdale, FL
- Tulsa, OK
- Bloomington, IN
- Ann Arbor, MI
- Arlington County, VA
- Alexandria, VA
- Washington, DC
- Orange County, CA
- Maryland
- Florida
- North Carolina
- Tennessee
- South Carolina
- New York
- Michigan

JAMES AGNER

**SENIOR MANAGING DIRECTOR
CBRE | VALUATION & ADVISORY
SERVICES**
T: +1 305.381.6480
JAMES.AGNER@CBRE.COM



EXPERIENCE

James Agner is the Senior Managing Director of the Valuation & Advisory Services for the Florida-Caribbean Region. Located in the CBRE Miami office since 1995, Mr. Agner has over thirty years of real estate appraisal and consulting experience throughout the State of Florida, with primary experience in South Florida and in the Caribbean. Mr. Agner is a designated member of the Appraisal Institute (MAI) and General Review Specialist (AI-GRS), member of the Society of Golf Appraisers (SGA), and Royal Institution of Chartered Surveyors (MRICS) and is licensed as a Certified General Real Estate Appraiser in the State of Florida and Georgia. He also has provided expert witness testimony in the Circuit Courts – State of Florida and United States Bankruptcy Courts.

As Senior Managing Director, Mr. Agner leads a valuation and advisory staff in Miami and Palm Beach Counties that provides exceptional quality appraisal work and client service in South Florida, Treasure Coast and the Florida Keys. He also coordinates all activities for Florida and in the Caribbean, including overseeing new business development, client relations and appraisal quality control production. Mr. Agner is also the National Director of the Golf Valuation Group and the Net Lease Valuation Group for CBRE.

CREDENTIALS

- Appraisal Institute - Designated Member (MAI), Certificate No. 7791
- Appraisal Institute – General Review Specialist (AI-GRS), Certificate No. 69150
- Society of Golf Appraisers (SGA), Certificate No. 25
- Royal Institution of Chartered Surveyors - Member (MRICS), Certificate No. 7505662
- Certified General Real Estate Appraiser, State of Florida, RZ382
- Certified General Real Estate Appraiser, State of Georgia, #345321
- Licensed Real Estate Broker, State of Florida, BK402088

EDUCATION

- Florida State University, Tallahassee, FL, Bachelors of Science in Business Administration, Marketing - 1981

SELECTED CLIENTS

- LNR Partners
- Bank of America Merrill Lynch
- SunTrust Bank
- PNC Bank
- Mercantil
- Popular Community Bank
- 5/3 Bank
- Sabadell
- Santander Bank
- Regions Bank
- TD Bank
- Bank United
- BB&T Bank
- CitiBank
- Deutsche Bank
- Ocean Bank

TESS FLEMING

CLIENT SERVICES SPECIALIST
CBRE | PUBLIC INSTITUTIONS AND
EDUCATION SOLUTIONS
T: +1 904.633.2607
TESS.FLEMING@CBRE.COM



EXPERIENCE

Tess Fleming joined CBRE in May 2015, and serves as Client Services Specialist for the Public Institutions and Education Solutions group out of CBRE's Jacksonville Florida office. Mrs. Fleming is responsible for client proposals and presentation development, as well as general administrative support to the PIES group. Prior to joining the CBRE team, Mrs. Fleming worked as a Brokerage Assistant for JLL Commercial Real Estate in Jacksonville Florida.

Tess has over four years experience creating marketing materials for a variety of city, state, county, and educational institutions. Including RFP and OM development, brochures, and websites for large transactions. Mrs. Fleming brings more than 10 years in real estate experience, and 20 years of account management and administrative support.

CREDENTIALS

- Real Estate License – State of Florida

EDUCATION

- Associate of Arts, Florida State College of Jacksonville
- BAS, Supervision and Management, Florida State College of Jacksonville

SELECTED CLIENTS

- State of South Carolina
- State of Florida
- City of Jacksonville
- City of Hallandale Beach
- City of Okaloosa
- City of Oldsmar
- City of Orlando
- City of Miami
- City of Miami Beach
- City of Pensacola
- City of Vero Beach
- City of Winter Park
- Hillsborough County, FL
- Jackson Health Systems
- Port Tampa Bay
- Martin County, FL
- Memphis, TN
- Nashville, TN
- Mobile, AL
- Citizens Plaza



COST PROPOSAL

Tab Six

RFP NO. 2018-37

COST PROPOSAL

6



Complete detailed fee schedule for provision of services and any additional fees, using forms provided.

CBRE'S RESPONSE



TOWN OF PALM BEACH RFP No. 2018-37

COMMERCIAL REAL ESTATE BROKERAGE SERVICES TO SECURE GROUND LEASE
PROPOSALS FOR TOWN OWNED PROPERTY LOCATED AT 5976 OKEECHOBEE BLVD,
WEST PALM BEACH, FLORIDA


PROPOSAL PAGE

One Time Ground Lease Brokerage Fee	See Comments \$ Below
-------------------------------------	--------------------------

Comments:

CBRE would charge the Town a market rate percentage of the Net Present Value (NPV) of
the full term of the ground lease.

*CBRE is proposing a market rate because the lease term and capitalization rate are
currently unknown.

PROPOSER INFORMATION AND CERTIFICATION	
The undersigned Proposer certifies that this proposal is submitted in accordance with the RFP in its entirety and with full understanding of the conditions governing this RFP.	
COMPANY NAME:	CBRE, Inc
STREET ADDRESS:	200 East Las Olas Blvd, Suite 1620
CITY, STATE, ZIP CODE:	Fort Lauderdale, FL 33301
*AUTHORIZED SIGNATURE:	
TYPED NAME & TITLE	Arden Karson / Senior Managing Director

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COST PROPOSAL

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FEE PROTECTION ON EXPIRATION OR TERMINATION

Within 30 days after the expiration or termination of this Agreement or any particular engagement to provide Brokerage Services, CBRE shall provide Town with a list of all parties with whom CBRE was engaged in active negotiations with respect to leases, or other transactions for which fees could be earned under this Agreement. CBRE shall also provide Town with written evidence of such negotiations. If within 120 days after such expiration or termination date, Town enters into any agreement of sale, lease, sublease or other written agreement with a party on such list for which a fee would have been earned hereunder, CBRE shall earn the fee provided for under this Agreement to the same extent as if the Brokerage Services had not expired or terminated. Upon the expiration of the 120-day period, CBRE may present to Town for its consideration an extension of the fee protection period for any existing transactions which remain active and imminent. Town shall not be obligated to extend such period, but the Parties shall negotiate in good faith a fair compensation arrangement for the work performed by CBRE (or its Subagents) prior to termination. This paragraph shall survive the termination or expiration of this Agreement.



PROPOSERS QUALIFICATIONS

Tab Seven

RFP NO. 2018-37

PROPOSERS QUALIFICATIONS

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Executed copy of form



TOWN OF PALM BEACH

RFP No. 2018-37

COMMERCIAL REAL ESTATE BROKERAGE SERVICES TO SECURE GROUND LEASE PROPOSALS FOR
TOWN OWNED PROPERTY LOCATED AT 5976 OKEECHOBEE BLVD, WEST PALM BEACH, FLORIDA

PROPOSERS QUALIFICATIONS

The Proposer, as a result of this proposal, must hold a County and/or Municipal Tax Receipt (Occupational License) in the area of their fixed business location. Each proposer must complete the following information and submit with their proposal in order to be considered:

1. Legal Name and Address:

Name: CBRE, Inc

Address: 200 East Las Olas Blvd, Suite 1620

City, State, Zip: Fort Lauderdale, FL 33301

Phone/Fax: 954-462-5655

Email _____

2. Check One: Corporation (☒) Partnership (☐) Individual (☐)

3. If Corporation, state: Date of Incorporation: 12/15/1971 State in which Incorporated: Delaware

4. If an out-of-state Corporation, currently authorized to do business in Florida, give date of such authorization: 12/15/1971

5. Name and Title of Principal Officers

Date Elected:

<u>Bob Sulentic / CEO</u>	<u>12/1/2012</u>
<u>Jack Durburg / Group president</u>	<u>2001</u>
<u>Edward Schreyer / COO</u>	<u>1990</u>

6. The Vendor's length of time in business: 112 years

7. The Vendor's length of time (continuous) in business as a service organization in Florida: 35 years

8. All proposers must disclose with their proposal the name of any officer, director or agent who is also an employee of the Town. Further, all proposers must disclose the name of any Town employee who owns, directly or indirectly, an interest in the bidder's firm or any of its branches.

Name N/A - None Percentage of Interest: _____

9. A copy of County and/or Municipal Tax Receipt (Occupational License) in the area of their fixed business location.

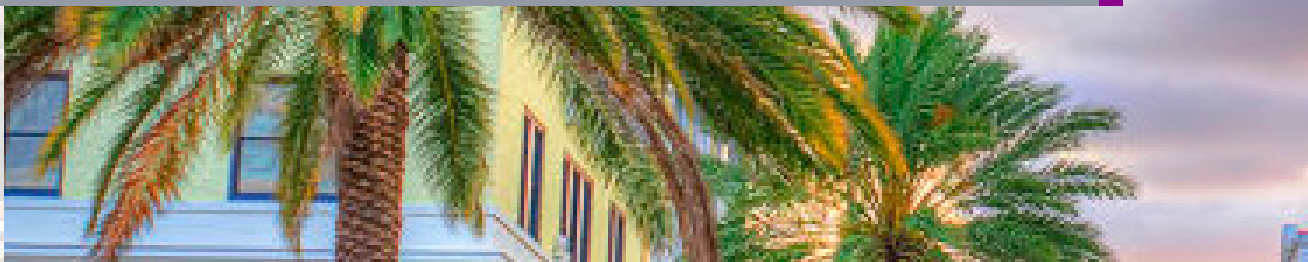
Note: Information requested herein and submitted by the proposers will be analyzed by the Town of Palm Beach and will be a factor considered in awarding any resulting contract. The purpose is to insure that the Proposers, in the sole opinion of the Town of Palm Beach, can sufficiently and efficiently perform all the required services in a timely and satisfactory manner as will be required by the subject contract. If there are any terms and/or conditions that are in conflict, the most stringent requirement shall apply.



LIST OF PROFESSIONAL REFERENCES

Tab Eight

RFP NO. 2018-37



LIST OF PROFESSIONAL REFERENCES

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Executed copy of form



TOWN OF PALM BEACH LIST OF CURRENT & PERTINENT PROFESSIONAL REFERENCES RFP No. 2018-37

COMMERCIAL REAL ESTATE BROKERAGE SERVICES TO SECURE GROUND LEASE PROPOSALS FOR TOWN OWNED PROPERTY LOCATED AT 5976 OKEECHOBEE BLVD, WEST PALM BEACH, FLORIDA
The following is a list of at least five (5) current (within the last three years) and pertinent professional references that the Town can contact in relation to Proposer's qualifications, financial stability, and experience. Failure to furnish this information may be grounds for rejection of the proposal.

1. Name and Address of Firm, City, County, or Agency State of Florida Division of Real Estate Dept of Management Services 4050 Esplanade Way Tallahassee, FL 32399	Scope of Work: Tenant Rep, Disposition of Surplus Property, Bids Date(s): 2008 - present Amount: Varies Contact: Tom Berger Telephone No: 850-487-9921
For Town Use Only: _____ Reference Verified: Yes <input type="checkbox"/> No <input type="checkbox"/>	Comments: _____
2. Name and Address of Firm, City, County, or Agency City of Miami Dept. of RE & Asset Management 444 S.W. 2nd Ave, 3rd Floor Miami, FL 33130	Scope of Work: Tenant Broker Real Estate Consulting Date(s): 2015 - present Amount: Varies Contact: Daniel Rotenberg Telephone No: 305-416-1450
For Town Use Only: _____ Reference Verified: Yes <input type="checkbox"/> No <input type="checkbox"/>	Comments: _____
3. Name and Address of Firm, City, County, or Agency Florida Division of State Lands Bureau of RE Services 3800 Commonwealth Blvd Tallahassee, FL 32399	Scope of Work: Disposition of Surplus land, Bids Date(s): Present Amount: Varies Contact: Robbie Parrish Telephone No: 850-245-2497
For Town Use Only: _____ Reference Verified: Yes <input type="checkbox"/> No <input type="checkbox"/>	Comments: _____
4. Name and Address of Firm, City, County, or Agency Pkg Properties 101 Chestnut Ridge Rd, #2A Montvale, NJ 07645	Scope of Work: Put together JV for mid-rise project in Downtown Palm Beach Date(s): 2016 Amount: - Contact: Paresah Patel Telephone No: 201-573-8110
For Town Use Only: _____ Reference Verified: Yes <input type="checkbox"/> No <input type="checkbox"/>	Comments: _____
5. Name and Address of Firm, City, County, or Agency White Lodging 701 East 83rd Ave Merrillville, IN 46410	Scope of Work: Locate / Acquire Hotel Development Site in Palm Beach Date(s): 2018 / ongoing Amount: - Contact: Eric Stone Telephone No: 819-649-7838
For Town Use Only: _____ Reference Verified: Yes <input type="checkbox"/> No <input type="checkbox"/>	Comments: _____

Company Name: CBRE, Inc.



DRUG FREE CERTIFICATION

Tab Nine

RFP NO. 2018-37

DRUG FREE CERTIFICATION

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Executed copy of form



TOWN OF PALM BEACH RFP No. 2018-37

COMMERCIAL REAL ESTATE BROKERAGE SERVICES TO SECURE GROUND LEASE
PROPOSALS FOR TOWN OWNED PROPERTY LOCATED AT 5976 OKEECHOBEE BLVD,
WEST PALM BEACH, FLORIDA

DRUG-FREE WORK PLACE CERTIFICATION

Whenever two (2) or more bids/proposals, which are equal with respect to price, quality, and service, are received by the Town of Palm Beach for the procurement of commodities or contractual services, a bid/proposal received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. In order to have a drug-free workplace program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession or use of controlled substances is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in number (1).
4. In the statement specified in number (1), notify the employees that as a condition for working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction on or plea of guilty or nolo contendere to any violation of Chapter 893, Florida Statutes or of any controlled substance law of the United States or any singular state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of Section 287.087, Florida Statutes.

This Certification is submitted by Arden Karson the
(Individual's Name)

Senior Managing Director of CBRE, Inc.
(Title/Position with Company/Vendor) (Name of Company/Vendor)

Who does hereby certify that said Company/Vendor has implemented a drug-free workplace program, which meets the requirements of Section 287.087, Florida Statutes, which are identified in numbers (1) through (6) above.

2/3/18
Date

[Signature]
Signature



ADDENDUMS

Tab Ten

RFP NO. 2018-37



ADDENDUMS

10



Acknowledgement in appropriate section herein of receipt of each addendum issued by the Town.

TELEPHONE NO: 954-462-5622	EMAIL: areen.karson@cbre.com	FEDERAL ID#: 95-2743174
-------------------------------	---------------------------------	----------------------------

***Failure to affix signature may result in disqualification of proposal.**

Name of Contact Person: Arden Karson

Address: 200 East Las Olas Blvd, Suite 1620, Fort Lauderdale, FL 33301

Phone Number: 954-462-5622 Fax Number: 954-462-5655

E Mail address: arden.karson@cbre.com

- **Bidders shall return a complete set of all proposal package forms proposals. Failure to submit the required documents may result in your bid being considered non-responsive.**
- **All blanks on the forms must be completed.**
- **Modifications to the forms (Unit of Measure, Descriptions, etc.) shall not be allowed.**
- **Supplemental information may be attached.**

Addendum No. 1 Dated: 4/19/18 Addendum No. _____ Dated: _____
Addendum No. 2 Dated: 5/19/18 Addendum No. _____ Dated: _____
Addendum No. 3 Dated: 5/19/18 Addendum No. _____ Dated: _____

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ADDENDUMS

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ADDENDUM #1



TOWN OF PALM BEACH RFP No. 2018-37

COMMERCIAL REAL ESTATE BROKERAGE SERVICES TO SECURE GROUND LEASE PROPOSALS FOR TOWN OWNED PROPERTY LOCATED AT 5976 OKEECHOBEE BLVD, WEST PALM BEACH, FLORIDA

April 19, 2018

Addendum No. 1

This addendum shall modify and become a part of the original Solicitation Document.

The proposal due date is being **extended** as follows:


From: May 1, 2018 at 2 p.m.
To: May 15, 2018, at 2 p.m.

The Town anticipates another addendum to answer questions received.

Any questions concerning this document should be addressed to the undersigned Purchasing Coordinator via facsimile to (561) 835-4688 or e-mail to: dbasha@townofpalmbeach.com

Duke Basha
Assistant Purchasing Manager

All Proposers shall acknowledge receipt of this addendum by annotating the Schedule of Bid Items/Proposal signature page with the addendum number and completing the following section and returning with the Proposal Documents to verify receipt.

Company Name: CBRE, Inc
200 East Las Olas Blvd, Suite 1620
Address: Ft. Lauderdale, FL 33301
City, State, and Zip Code:
Authorized Signature: 
Arden Karson / Senior Managing Director
Print Name and Title:
Telephone: 954-462-5622 Date: 4/19/18

ADDENDUMS

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ADDENDUM #2



TOWN OF PALM BEACH
RFP No. 2018-37

**COMMERCIAL REAL ESTATE BROKERAGE SERVICES
TO SECURE GROUND LEASE PROPOSALS FOR
TOWN OWNED PROPERTY LOCATED AT 5976 OKEECHOBEE BLVD,
WEST PALM BEACH, FLORIDA**

May 9, 2018

Addendum No. 2

This addendum shall modify and become a part of the original Solicitation Document.

The proposal due date is being **extended** as follows:

From: May 15, 2018, at 2 p.m.
To: June 5, 2018, at 2 p.m.

The Town anticipates another addendum to answer questions received.

Any questions concerning this document should be addressed to the undersigned Purchasing Coordinator via facsimile to (561) 835-4688 or e-mail to: dbasha@townofpalmbeach.com

Duke Basha
Assistant Purchasing Manager

All Proposers shall acknowledge receipt of this addendum by annotating the Schedule of Bid Items/Proposal signature page with the addendum number and completing the following section and returning with the Proposal Documents to verify receipt.


Company Name: CBRE, Inc.

200 East Las Olas Blvd, Suite 1620

Address:

Ft. Lauderdale, FL 33301

City, State, and Zip Code:

Authorized Signature: 

Arden Karson/ Senior Managing Director

Print Name and Title:


Telephone: 954-462-5622 Date: 5/9/18

ADDENDUMS

10



ADDENDUM #3

Company Name:	CBRE, Inc.		
Address:	200 East Las Olas Blvd, Suite 1620		
City, State, and Zip Code:	Ft. Lauderdale, FL 33301		
Authorized Signature:			
Print Name and Title:	Arden Karson / Senior Managing Director		
Telephone:	954-462-5622	Date:	5/18/18

RFP No. 2018-37 – LAND LEASE BROKER SERVICES – Addendum No.3

Page 3



VARIATIONS/ EXCEPTIONS

Tab Eleven



VARIATIONS/ EXCEPTIONS

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Provide a list of services which are not included in the firm's proposal to the required services as outlined in the Scope of Services along with any exceptions or variations to any section of the proposal.

CBRE'S RESPONSE

CBRE's full spectrum of services include: sales advisory, strategic planning, acquisition and disposition studies, highest and best use analysis, construction and development management, site selection, facilities and property management, landlord and tenant representation and lease negotiations, benchmarking studies, innovative financial strategies, and public-private partnerships.

PORTFOLIO MANAGEMENT

- Strategic Portfolio Planning
- Public-Private Partnership
- Market and Financial Analysis
- Workplace Design Strategies
- Lean Six Sigma
- Training
- Supply Chain Optimization
- Development/Consulting
- Revenue Generation
- Portfolio Optimization

FACILITIES MANAGEMENT

- Asset Management
- Operations and Maintenance
- Energy Management
- Sourcing
- Safety and Security
- Critical Facilities Management
- Disaster Recovery
- Commission/De-Commission

STRATEGIC PLANNING

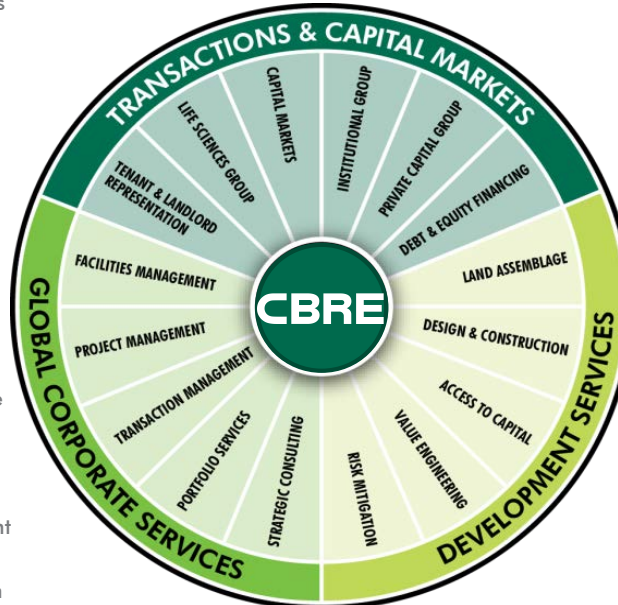
- Environmental Sustainability
- Infrastructure
- Financial and Land Use Analysis
- Labor Analytics
- Fiscal/Economic Redevelopment
- Right of Way

TRANSACTION MANAGEMENT

- Tenant Representation
- Acquisitions and Dispositions
- Sale/Leasebacks
- Lease Terminations
- Valuations/Appraisals
- Lease Administrations
- Financing Strategies
- Market Research
- RFP Oversight and Development

PROJECT MANAGEMENT/ DEVELOPMENT

- Construction Administration
- Build-to-Suit
- Move Management
- LEED Consulting
- Cost Estimating/Bidding
- Value Engineering
- Furniture Procurement Oversight
- Project Team Selection



enterprise/BU goals

■ Enterprise Facilities Management (EFM): Facility management professionals delivering integrated maintenance, soft services, and employee support services. **Value Highlights:** Enhanced workplace environments; operating expense savings; budget certainty; uptime; stewardship of energy & sustainability

■ Advisory & Transaction Services (A&T): Transaction managers, brokerage professionals, and portfolio administrators leveraging the world's deepest and broadest advisory capability. **Value Highlights:** Optimized rental rates; improved speed to market, reduced portfolio footprint; compliance

■ Project Management (PJM): Variable or dedicated project managers worldwide, offering advantaged pricing and integrated delivery. **Value Highlights:** Safety; capital planning, reduced capital costs; on-time projects

■ Real Estate Management Consulting: Seasoned professionals advising clients on transformational delivery models, innovations, and management practices. **Value Highlights:** CRE strategy development; organization design (including centralization and globalization); CRE alignment to



FINANCIAL INFORMATION

Tab Twelve

RFP NO. 2018-37

FINANCIAL INFORMATION

12



An indication of the resources and the necessary working capital available and how it will relate to the firm's financial stability through the completion of the project shall be included in the RFP response. If selected as a short listed finalist, the Town may order a Dun & Bradstreet report and may request reimbursement from all short listed finalists for the cost of the report.

CBRE'S RESPONSE

D&B / DUNS# 61-760-8104

Dun & Bradstreet report can be provided upon request.

The following is an overview of CBRE's current financials for the Q1 2018.

- Revenue for the first quarter totaled \$4.7 billion, an increase of 15% (11% local currency²). Fee revenue³ rose 18% (13% local currency) to \$2.3 billion. Organic fee revenue³ growth was 16% (11% local currency).
- On a GAAP basis, net income and earnings per diluted share increased 10% to \$150.3 million and \$0.44 per share, respectively. Adjusted net income⁴ for the first quarter of 2018 rose 22% to \$186.2 million, while adjusted earnings per share improved 20% to \$0.54 per share.
- The adjustments to GAAP net income for the first quarter of 2018 included \$29.0 million (pre-tax) of non-cash acquisition-related amortization and \$28.0 million (pre-tax) write-off of financing costs related to the redemption in March 2018 of \$800 million principal amount of the company's 5% bonds due 2023. These costs were partially offset by \$10.0 million (pre-tax) reversal of net carried interest incentive compensation and a net tax benefit of \$11.5 million associated with the aforementioned pre-tax adjustments. The adjustments also include a \$0.5 million net charge⁵ attributable to an update to the provisional estimated tax impact of the 2017 Tax Cuts and Jobs Act initially recorded in the fourth quarter of 2017.
- EBITDA⁶ increased 13% (11% local currency) to \$357.8 million and adjusted EBITDA increased 11% (8% local currency) to \$347.8 million. Adjusted EBITDA margin on fee revenue was 15.3% for the three months ended March 31, 2018.

For a more in depth look at CBRE's Q1 2018 financials, please visit; <https://www.cbre.com/about/media-center/cbre-q1-2018-earnings>.

Thank You

Arden Karson

Senior Managing Director
777 Brickell Ave, Suite 1100
Miami, FL 33131
T: 305 374 1000
E: arden.karson@cbre.com

Christopher Wood

First Vice President
200 East Las Olas Blvd
Fort Lauderdale, FL 33301
T: 954 745 5852
E: chris.wood@cbre.com

Lee Ann Korst

SE Regional Manager
311 East Park Avenue
Tallahassee, FL 32301
T: 850 251 9319
E: leeann.korst@cbre.com

CBRE, Inc. | Licensed Real Estate Broker

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