



REQUEST FOR PROPOSALS PARKING LOT AT SOUTH AND PERRY STREET

August 15, 2017 at 4:00 p.m.



Town of Castle Rock
Town Manager's Office
ATTN: Dave Corliss
100 North Wilcox Street
Castle Rock, CO 80104



ELECTRONIC COPY

White Construction Group

202 6th Street, Suite 200
Castle Rock, CO 80104
303.688.6924
www.WHITECG.COM

MARS Development, LLC.

19284 Cottonwood Dr,
Parker, CO 80138
720.851.2881
www.marshotelmanagement.com

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Conceptual Design for Parking Lot at South and Perry | Barker Rinker Seacat



August 15, 2017

Town of Castle Rock
Town Manager's Office
ATTN: Dave Corliss
100 North Wilcox Street
Castle Rock, CO 80104

Dear Mr. Corliss and Members of the Selection Committee:

One thing is certain, relative to downtown Castle Rock. It (the downtown), in and of itself, is a unique and distinguishing feature of this place we call home. So few downtowns like it exist and it's one of the key differentiators between Castle Rock and places like Highlands Ranch, Lone Tree and even Parker. While Parker may still have "Main Street", it is all but lost in the sprawling suburbia and Parker Road bypass.

No, Castle Rock is uniquely different from most communities in the Denver metro-plex in that our "main street" still runs right through downtown. From the massing and scale of buildings, the historic structures, the proximity and alignment with the operational railroad and the presence of Sellers Gulch and connection to Plum Creek, Castle Rock has a downtown amenity that should be celebrated, preserved, and fostered. We should strive to maintain the historic structures and charm, while, at the same time look to develop missing amenities, provide key infrastructure solutions, and look for additional ways to bring the community together in a denser town core. Doing so increases the economic potential of downtown, creates jobs, improves public access to both missing amenities and existing ones and actually enhances the fabric of our community.

A solution like this is, at its essence, multi-dimensional. In order to achieve such success in a single project, diverse expertise and collaboration is essential. Furthermore, outreach, honest discourse and active engagement with the community throughout the planning process is imperative. We recognize that public/private ventures of this scale will raise eyebrows and ire. Ultimately, though, we believe our proposed solution will enhance community and know that the citizens of Castle Rock are our most important clientele. We have carefully reviewed the 2017 Castle Rock Community Survey, and the findings therein, and would continue to engage the community through a series of stakeholder outreach events over the course of design and through construction.

The starting point for our vision is to thoughtfully and creatively increase the density of development, as well as parking, for the Development Parcel in question. In a nutshell, we are proposing to accomplish this through a higher end hotel concept, likely a Marriot Autograph Collection, or independent boutique hotel, providing an experience that exists nowhere else in town. This upscale hotel would draw out of town guests and locals alike, looking for a night out, right to the heart of Castle Rock. In concert with the hotel, we are also proposing a "blackbox" performing arts space with expansive views of the Rock and Festival Park plus a local chef-driven restaurant concept. Our design will not attempt to fake Castle Rock's genuine historic charm, but it will be an authentic rendition of contemporary, tasteful architecture worthy of a world-class town like ours. We have carefully read both the 2017 Castle Rock Community Survey and the DDA Plan of Development closely and will work with the Town, its residents and the DDA to ensure that stakeholder views are heard, addressed and implemented into a highly successful development.

We are excited to present our concept to you in the pages that follow and cannot wait to discuss this opportunity with you in person. Most importantly, we look forward to bringing something great to downtown Castle Rock.

We hereby acknowledge Addendum #1-#3.

Sincerely,

Timothy L. White
WCG President

Kyle Ramstetter
MARS VP of Development and Acquisitions

PROJECT TEAM | TEAM INTRODUCTION

Our goal in assembling our team was to bring the most creative minds in design and construction together with our expert development and hospitality partners to create a team that will think outside the box to provide a project that services the needs of the Town of Castle Rock and our community.

Our development company will be comprised of individuals and corporate partners such as MARS Development, joint ventured to create a currently unnamed LLC. This unnamed LLC is acting as the lead respondent to this RFP and will be the primary contact going forward. The development LLC will allow for maximum flexibility regarding investment, ownership and leasing arrangements between all potential space users.

White Construction Group will likely serve as the Prime, Design-Build Contractor for the project and provide all necessary bonds and insurance for the project. In the event the project is outside bonding capacity, alternative contractors may be considered or brought on board in a joint-venture effort. As the design/builder White Construction Group has brought to the table Barker Rinker Seacat Architecture, Design Workshop and Wilson & Co as the foundation for the design team. This group of designers has extensive experience in the Town of Castle Rock and appears to be a great fit for this project concept. We love the commitment this team poses to creating a provocative and exciting place that will meet the needs of our community for decades to come. In the case that the project is not performed under a design/build agreement this team of designers would likely contract direct with the development LLC.

As these projects can be extremely complex and delicate we will likely need to call upon additional resources including but not limited to outside real estate firms, financial institutions, capital ventures, surety and insurance providers and other third-party consultants. These players are not yet identified but the development LLC has multiple resources to call upon and will be selective in doing so.

Last, but not least the development LLC views the Town of Castle Rock, the DDA, EDC and the community members as vital team members and contributors to this project. We will not only need the Towns and DDA's financial resources but also their moral support and buy-in on the project. We believe this commitment from all parties will enable this area of town to have a positive economic and social impact on our community and truly maximize the ground it sits on.



PROJECT TEAM | TEAM ORGANIZATIONAL CHART



PROJECT TEAM | POINT-OF-CONTACT

Name	Chris Haugen
Address	White Construction Group 202 6th Street, Suite 200 Castle Rock, CO 80104
Telephone Number	303.591.5056
Email Address	chaugen@whitecg.com
Title	Vice President of Business Development

Name	Kyle Ramstetter
Address	MARS Development, LLC 19284 Cottonwood Dr. Parker, CO 80138
Telephone Number	720.851.2881
Email Address	kramstetter@mars-llc.com
Title	Vice President of Development and Acquisitions



Holiday Inn Express | Casper, WY | MARS Development

LEGAL SUBMITTALS

DEBARMENTS, SUSPENSIONS, BANKRUPTCY OR LOAN DEFAULT STATEMENTS

Our proposed team including White Construction Group and MARS Development have had zero (0) debarments, suspensions, bankruptcy or loan defaults on real estate development projects and/or government contracts.

EVIDENCE REGARDING TAX LIABILITIES

Our proposed team including White Construction Group and MARS Development have no outstanding tax liabilities or other government impositions.

EVIDENCE REGARDING LITIGATION

Our proposed team including White Construction Group and MARS Development have no outstanding tax liabilities or other government impositions.



The Stanley Marketplace Core/Shell and Tenant Finishes | Aurora, CO | White Construction Group



399 Perry Street Core/Shell and Tenant Finishes | Castle Rock, CO | White Construction Group

TEAM STRUCTURE | FIRM PROFILE



White Construction Group has been at the forefront of community development by deliberately seeking out fun and challenging adaptive reuse projects, financially challenged, ground-up efforts as well as catalyst developments which can literally change blighted areas or further enhance a great place like Castle Rock. Over the last three decades, our commitment to building communities has been demonstrated by assuming risk, taking an entrepreneurial role and being an integral part of design and development on dozens of projects.

Recent and current projects include:

- The Castle Pines Medical Office Building in Castle Pines, a cutting edge facility providing unparalleled medical services to a previously underserved, yet affluent community
- Two pioneering, mixed-use, adaptive reuse spaces, The Source and Freight, in Denver's red-hot River North (RiNo) District.
- Stanley Marketplace, an incredible 147,700 square foot, adaptive reuse assemblage of local artisan culinary experiences, unique purveyors of independent retail goods, co-working space and a slew of destination based, service providers.
- STEAM on the Platte, a 3.2-acre, mixed-use project in Denver's abandoned, industrial corridor along the Platte River.
- The Move office at 6th and Jerry Street in Castle Rock which, as well as being the new office location for White Construction Group, will also provide urban, cutting edge office space to at least two local technology firms and is a local meeting space for the Town of Castle Rock.
- Inaugural developers and builders within Meadow's Town Center with Town Center II completed in 2015 and Town Center I on the cusp of completion in Fall 2017.

In year's past, we were also moving factors in:

- The Perry Street redevelopment effort including development and construction of Castle Centerstone I, II and III, 399 Perry Street and the builders of the Castle Rock Police Department.
- Constructing Castle Rock Town Hall, Fire Stations 154 and 155, the Douglas County Fair Indoor Arena, Douglas County Human Services and numerous park and school projects within the Town
- Redevelopment and restoration of the historic and iconic Castle Café structure
- Brownfield environmental cleanup, site development and construction of 18 South Wilcox, the current home of White Construction Group



White Pavilion | Castle Rock, CO | WCG



The Source | Denver, CO | WCG



Castle Café | Castle Rock, CO | WCG



CONSTRUCTION GROUP

COMPANY PROFILE

As an innovative, commercial, general construction company, White Construction Group has the expertise to manage, build, and deliver projects beyond our clients' standards and expectations. **We are not a big-box, cookie-cutter, production builder. We specialize in technically challenging commercial construction, design-build and adaptive re-use projects throughout the Rocky Mountain Region. A great deal of our business is composed of repeat clientele in need of highly specific, one-off, construction solutions. We are selective of the people we work for and the projects we undertake. We are driven by the desire to do interesting work as we collaboratively solve construction challenges with, and for, interesting people.** White Construction Group has a full-time staff of approximately 50 project managers, superintendents, estimators and field personnel, and maintains a network of thousands of suppliers and skilled subcontractors in a wide range of trade groups. White Construction Group has been performing work in Colorado and Wyoming for over 32 years.

Our expertise, creativity and desire to build "outside the box" allow us to deliver quality projects over a diverse range of project types.

CORE VALUES

White Construction Group Core Values are:

- Applying our morals through gratitude and hard work
- Using competent judgment and caring about the outcome of all our decisions and actions
- Taking an honest and respectful approach to all stakeholders
- Providing entrepreneurial and confident leadership in a fun, fair and positive environment

COMPANY NAME(S)

Incorporated with State of Colorado, March 25, 1985

T.L. White and Associates: 1985 - 1992

Ash & White Construction Company: 1992 - 2003

WHITE CONSTRUCTION GROUP, LTD: 2003 - present

Timothy L. White acquired sole ownership in 1998 and officially changed the name in 2003 to White Construction Group to better reflect the current ownership structure

PRINCIPAL/PARTNERS/OWNERS

Timothy L. White, President

Douglas E. Decker DBIA, Vice President

Courtney Tucker LEED AP, Secretary/Treasurer

NUMBER OF EMPLOYEES

51

CONTRACTORS LICENSE

Douglas County | General A - A01056

Town of Castle Rock | 03-0003

CORE VALUES

White Construction Group Core Values are:

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- Providing entrepreneurial and confident leadership in a fun, fair and positive environment



Meadows Town Center Building II | Castle Rock, CO | WCG

OFFICE OF THE SECRETARY OF STATE
OF THE STATE OF COLORADO

CERTIFICATE OF FACT OF GOOD STANDING

I, Wayne W. Williams, as the Secretary of State of the State of Colorado, hereby certify that, according to the records of this office,

ASH & WHITE CONSTRUCTION CO.

is a

Corporation

formed or registered on 03/25/1985 under the law of Colorado, has complied with all applicable requirements of this office, and is in good standing with this office. This entity has been assigned entity identification number 19871612262 .

This certificate reflects facts established or disclosed by documents delivered to this office on paper through 08/07/2017 that have been posted, and by documents delivered to this office electronically through 08/13/2017 @ 13:08:42 .

I have affixed hereto the Great Seal of the State of Colorado and duly generated, executed, and issued this official certificate at Denver, Colorado on 08/13/2017 @ 13:08:42 in accordance with applicable law. This certificate is assigned Confirmation Number 10390705 .



A handwritten signature in blue ink that reads "Wayne W. Williams".

Secretary of State of the State of Colorado

*****End of Certificate*****
Notice: A certificate issued electronically from the Colorado Secretary of State's Web site is fully and immediately valid and effective. However, as an option, the issuance and validity of a certificate obtained electronically may be established by visiting the Validate a Certificate page of the Secretary of State's Web site, <http://www.sos.state.co.us/biz/CertificateSearchCriteria.do> entering the certificate's confirmation number displayed on the certificate, and following the instructions displayed. Confirming the issuance of a certificate is merely optional and is not necessary to the valid and effective issuance of a certificate. For more information, visit our Web site, <http://www.sos.state.co.us/> click "Businesses, trademarks, trade names" and select "Frequently Asked Questions."

TEAM STRUCTURE | FIRM PROFILE



To understand what drives MARS, it is important to understand its history as a company. MARS was established in 2004 and was just beginning to develop in Parker, Colorado. MARS may not have started in a basement or even in a garage, but its vision was similar; take a grassroots approach to an industry that was accustomed to anything but grassroots.

MARS wanted to do more than just stand out in an industry of development and operations. MARS wanted to instill confidence in investors that our name is a world apart from what they had come to expect from other traditional development companies. The MARS name was born because of that thinking. Guests who enter MARS developed and managed facilities may not realize it, but they have entered a world of our own making. Although a great deal of subtlety is involved, guests simply cannot deny that MARS is doing something different and special.

That philosophy has not only defined us as a company, it has helped us find great success in a very short amount of time. MARS has cultivated dozens of professional relationships over the past decade that enables us to provide an extensive level of detail in every facet of both development and operations management. That is why MARS has expanded not only to other parts of Colorado, but also into Utah, Wyoming, North Dakota, and Wisconsin.

Early in our history, MARS was awarded the 2007 "Newcomers Award" by the world's largest hotel franchiser, Intercontinental Hotels Group (IHG), for our innovative developments of the Parker Holiday Inn and the Holiday Inn Express in Limon, Colorado. A few years later, our management team won the 2011 IHG Torchbearer Award for operating one of the best hotels in North America for both quality and guest experience. Moreover, MARS subsequently won its second Torchbearer Award in 2014...and then we won again in 2015! Finally, and almost unprecedented, four of our hotels won Torchbearer awards in 2016!

Although setting the stage and providing the visual experience is certainly essential to measuring success, there is much more to the Project than design and build; it has a life which stretches well into Windsor's future. Our unique qualifications as both developer and operator will ensure that the vision for this Project will thrive for many years after the construction crews have moved on.

MARS' success, even in the midst of the 2008-2010 recession, is well known amongst hospitality and financial professionals. MARS is sought out by other developers, property owners, and banks to consult and supervise for a wide range of projects. Such projects include the following, among others:

- 2009 – Supervised development of a 336 unit apartment complex in Gillette, Wyoming.
- 2010 – Provided consulting services for a Colorado bank on a failed partially completed hotel project, including evaluating avenues to completion and arranging for national branding (Marriott).
- 2012 – On behalf of the owners, MARS assumed operations of 5 Wisconsin hotels due to the financial failure of a management company, completing necessary upgrades and returning them to profitability.
- 2013 – Represented the owner of 4 DIA area hotels in completing all necessary property improvements prior to sale.
- 2013 – On behalf of a Wisconsin bank, MARS assumed operations of a failed Wisconsin Dells tourism based hotel in order to improve profitability and prepare for sale.
- 2015 – Assumed operations of a failing Colorado hotel on behalf of the current owner.



Award-Winning
Management
2011, 2014, 2015 and 2016
Intercontinental Hotels
Group Torchbearer
Award Winner.



Holiday Inn/Trapper's Chop House |
Parker, CO



Holiday Inn | Grand Junction, CO



Holiday Inn Express | Winter Park, CO

OFFICE OF THE SECRETARY OF STATE
OF THE STATE OF COLORADO

CERTIFICATE OF FACT OF GOOD STANDING

I, Wayne W. Williams, as the Secretary of State of the State of Colorado, hereby certify that, according to the records of this office,

MARS DEVELOPMENT, LLC

is a

Limited Liability Company

formed or registered on 12/08/2003 under the law of Colorado, has complied with all applicable requirements of this office, and is in good standing with this office. This entity has been assigned entity identification number 20031386826 .

This certificate reflects facts established or disclosed by documents delivered to this office on paper through 08/07/2017 that have been posted, and by documents delivered to this office electronically through 08/15/2017 @ 07:53:29 .

I have affixed hereto the Great Seal of the State of Colorado and duly generated, executed, and issued this official certificate at Denver, Colorado on 08/15/2017 @ 07:53:29 in accordance with applicable law. This certificate is assigned Confirmation Number 10393270 .



A blue ink signature of Wayne W. Williams.

Secretary of State of the State of Colorado

*****End of Certificate*****

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RESPONDENT TEAM STRUCTURE | KEY PERSONNEL ORGANIZATIONAL CHART

DEVELOPMENT ENTITY | 50/50 SPLIT BETWEEN MARS DEVELOPMENT/WHITE DEVELOPMENT PARTNERS, LLC.



RESPONDENT TEAM STRUCTURE | BIOS



CONSTRUCTION GROUP



TIMOTHY L. WHITE, Founder, President

Tim established what is now White Construction Group in 1985 and is responsible for the overall vision and direction of the company. White Construction Group provides general construction and construction management expertise to both public and private clients in the Colorado market. Early in his career Tim served as regional operations manager and chief project manager for two prominent general construction companies and was a co-founder of Fisher-White Construction Company, a general contractor that reached annual revenues of \$25 million. His personal involvements in civic service as an elected official to board-level positions on economic development councils, land conservancy foundations and historical preservation groups drive the success of White both personally and professionally.

- The Meadows Town Center Building I
\$4.5M Design-build of a new 27,000 SF retail/office buildin
- Zeppelin Station, Denver
\$17M New 4-story 100,000 SF building with retail
- STEAM on the Platte, Denver
\$8M Adaptive re-use to existing 65,000 SF building
- The Stanley Marketplace, Aurora
\$17M Adaptive re-use of a 140,000 SF building into retail/office
- The Move, Castle Rock
\$9M 50,000 SF new office building with covered parkin
- The Meadows Town Center Building II
\$2.3M New 14,000 SF commercial/retail building
- Award-winning projects include
 - The Meadows Town Center II, Castle Rock
 - The SOURCE, Brighton
 - Rink at Rock, Castle Rock
 - Colorado Springs Fire Station No. 8.
 - Colorado Springs
 - Copper Mountain Fire Station No. 1
 - Garfield County Justice Cente



CONSTRUCTION GROUP

DOUGLAS E. DECKER, DBIA, Vice President

Doug has more than 30 years of experience in the construction industry and has worked at every level and in every phase of commercial and residential construction. Doug started his career as a carpenter for several high-end Colorado home builders in the late 1970s and also participated in many tenant finish projects during this time. He joined White Construction Group in 1990 as a field superintendent, branched into project management and estimating, and now serves as vice president. He has played an instrumental part in many of the buildings/projects in Castle Rock.

As a Design Build Professional™ designated by the Design Build Institute of America (DBIA), Doug has demonstrated a practical level of knowledge and hands-on experience in design-build project delivery that owners and clients use in selecting qualified design-build professionals. Doug also currently serves on the City and County of Denver's MWBE Construction Goals committee.

- The Meadows Town Center Building I
\$4.5M Design-build of a new 27,000 SF retail/office building - curren
- Zeppelin Station
\$17M New 4-story 100,000 SF building with retail - current
- STEAM on the Platte (Zuni)
\$8M Adaptive re-use of a 65,000 SF warehouse into office space - curren
- The Move
\$9M 50,000 SF new office buildin
- Medical Office Building Castle Pine
\$5.2M Design-build Medical Office Buildin
- Auraria Parking Structure
\$951,200 Parking Improvements
- Freight at TAXI
\$2.5M Adaptive Re-use remodel



RESPONDENT TEAM STRUCTURE | BIOS



CONSTRUCTION GROUP



CHRIS HAUGEN, LEED AP, Vice President of Business Development

Chris has over 20 years of professional construction experience and joined the firm in 1997 as a carpenter. Within two years, he was promoted to project manager and now serves as the Vice President of Business Development for the company. Chris focuses on assisting client with conceptual, design-build, and negotiated work. His knowledge and experience with owners, architects, and field personnel have provided quality and timely construction at a reasonable cost from estimate through product delivery. Additionally, Chris has assisted many architects and owners in generating appropriate budgets, constructability reviews, and schedules for State Historical Fund grant proposals.

As a LEED® Accredited Professional (Leadership in Energy and Environmental Design), Chris can define green building, integrate whole-building design practices, offer environmental leadership in the industry, stimulate green competition, raise awareness of green building benefits, and help to transform the building.

- Stanley Marketplace Tenant Improvement Program
\$1.5M Tenant finishes of 23 tenants including, drywall, MEP and fire alarm
- Mondo Market at the Stanley Marketplace
\$202,747 2,500 SF tenant finish for specialty food market
- Stanley Marketplace Core and Shell
\$17.8M Adaptive re-use of a 140,000 SF aviation facility
- Medical Office Building Castle Pine
\$5.2M Design-Build Medical Office Building
- Copper Mountain Fire Station – 2010 Gold Hard Hat Award
\$7.4M New Fire Station 06/08 – 08/09



CONSTRUCTION GROUP



CHRIS SPYKE, LEED AP, Vice President of Pre-construction

Chris joined White Construction Group in 2006 just after graduating from the University of Nebraska, Lincoln. Chris' experience includes a vast variety of ground up development projects and adaptive re-use. In 2016 Chris made the transition into Vice President of Preconstruction. In this role he is responsible for providing executive leadership of preconstruction efforts. He will coordinate and deliver all aspects of White Construction Group's preconstruction services including budgeting, cost estimating, guaranteed maximum price development, value analyses, scheduling, subcontracting, bid packaging and building information modeling. His responsibilities also include delivering White Construction Group's services that assist the owner and design team in developing a successful project that delivers true value.

As a LEED® Accredited Professional (Leadership in Energy and Environmental Design), Chris Spyke can define green building, integrate whole-building design practices, offer environmental leadership in the industry, stimulate green competition, raise awareness of green building benefits, and help to transform the building market. LEED® is a voluntary, consensus-based national standard for developing high-performance, sustainable buildings.

- Collegiate Peaks Bank
\$3.3M New 8,300 SF bank in RiNo
- Zeppelin Station
\$17M New four-story 100,000 SF office/mixed use space in RiNo
- STEAM on the Platte
\$8M Adaptive re-use of existing 65,000 SF warehouse
- The Move
\$9.9M Design-Build 50,000 SF office building 03/15- 07/1
- West Denver Library
\$6.9M New Library

RESPONDENT TEAM STRUCTURE | BIOS



JILL DUSTMAN-COE, Pre-construction/Marketing Coordinator

Jill brings over 8 years of marketing experience to White Construction Group. As Marketing Coordinator, Jill wears many hats within White Construction Group and the Castle Rock community. She assists in developing RFP's, RFQ's and SOQ's and works closely with the Business Development team. She manages the website and all social media networks (including STEAM on the Platte's and The Move) designs promotional material, press releases, and provides data for projects, sales opportunities, leads, contacts and personnel. Jill also works closely with the pre-construction department preparing bid documents, maintaining the WCG bidroom, sending bid invites and subcontractor management.

Jill currently serves on the Associated Builders and Contractors (ABC) Rocky Mountain Chapter Young Professionals committee, the Castle Rock Chamber of Commerce Wellness Coalition committee and is sits on the 2017-2018 Castle Rock Chamber of Commerce Board of Directors.



MIKE MAY, Owner and Chief Executive Officer

Mike is a proven business leader, who provides a unique insight to the strategic and financial analysis of real estate investment and opportunities that engage in acquisition, development, ownership and management. His financial background has focused on hospitality, construction, and a variety of other commercial enterprises, which led him to found Mars LLC and its predecessor company, Western Sky Hospitality Group. With more than 30 years of experience as a CPA under his belt, it's easy to see why Mike not only founded his own firm, but served as a partner in the largest CPA firm in Utah as well

Mike's active involvement in the community as a former Colorado State Legislator, Minority Leader in the Colorado House of Representatives and Parker Town Councilman makes him a seasoned expert in strategic planning, market structures and asset management. Mike is an active member of the Colorado Hotel and Lodging Association Board and was appointed by the governor to serve on the Colorado Tourism Office Board of Directors



RESPONDENT TEAM STRUCTURE | BIOS



RICK HILL, Owner and Chief Operations Officer

As an accomplished tradesman with more than 32 years of experience in commercial and residential construction throughout the Western region, Rick offers extensive development and management expertise as a founder of Mars LLC. Rick's experience with site assessment, project feasibility, design, operations and management compliments his natural ability to visualize the conception of each project through development to the finished product. Upon the successful completion of each project, Rick actively oversees the ongoing engineering and maintenance for our hotels and office building

Known throughout the industry, Rick is regularly called upon to provide expert witness testimony in relation to construction site work issues. Rick's meticulous attention to detail in relation to design, aesthetics and brand recognition combined with his reputable engineering and construction knowledge is purely invaluable to the overall development and management of each Mars LLC property.

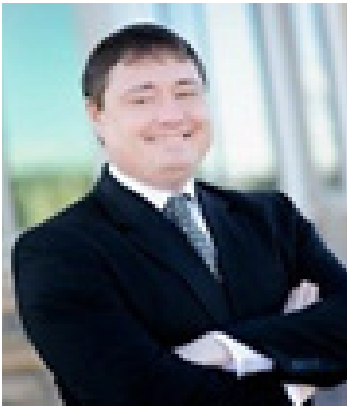


TAMMIE THOMPSON-BOOKER, Vice President of Sales, Marketing & Revenue

An experienced professional with over 20 years of hospitality industry experience, Tammie is responsible for developing and leading the overall Sales & Marketing strategy for all of our hotel brands. She works closely with each property team throughout Colorado, Utah, Wyoming and Wisconsin to coordinate packages and promotions with the goal of augmenting revenue production. Tammie's career has focused on both full-service hotels as a Director of Sales in Colorado and Arizona. Tammie began her career primarily working for Sunstone Hotels, where she was named Director of Sales of the Year in 2001. Upon joining the Mars Hospitality team, Tammie initially administered the start-up sales operations and quickly took on the lead role for sales, marketing and resource management of the company's portfolio of hotels.

Tammie's approachable personality, combined with her sharp knowledge of hotel sales, operations and reservation systems, assists in driving top-line revenues and increasing overall market penetration at each property





JUSTIN MAY, JD, CPA, Vice President of Finance and Legal

A certified public accountant as well as an attorney, Justin successfully oversees the financial operations of the company as well as all legal matters.

Justin is responsible for managing the financial affairs for Mars Development and Mars Hospitality. This includes overseeing Corporate Finance, Operations Finance and supporting all aspects of the company including the existing portfolio of hotels to developing new properties.

Justin also provides leadership to the business as the primary legal advisor to the senior management team and board of directors. His responsibilities include advising on all legal matters, including contract negotiation, transactions, taxation, business development, corporate governance, dispute resolution, compliance and privacy.



Licensed with the Colorado Bar Association, Justin began his career as an income tax preparer after earning his Bachelor's degree in economics from Colorado State University. Later, upon earning his Juris Doctor degree from the University of Colorado, Justin landed a job in Time Warner Telecom's corporate tax department. Since joining Mars in 2007, Justin continues to provide expert financial and legal counsel in support of the Mars business objectives.



JUSTIN HILL, Vice President of Personnel and Operations

Justin is at the helm of the operations control center working closely with the general managers for MARS' hotels overseeing day-to-day operations for each property to ensure that all expectations, including those of ownership and of the franchisor, are exceeded. Justin easily leads each team with implementing new goals, rolling out updated initiatives and programs to best enhance each brand, improve efficiency and exceed guest satisfaction. In addition to those tasks, he is responsible for overseeing the company's policies, procedures, reports, risk management, workers compensation rates and annual inspections.

Justin gained his expertise early in his career in the areas of management, human resources and as a project estimator. This vast knowledge allows Justin to utilize his passion for quality service, mentoring and professional advancement by making it a priority to recruit and hire top talent for Mars Hospitality LLC. Justin's drive and focus on operational execution, reviews, budget planning and implementation are key attributes that strengthen the Mars Hospitality legacy.



RESPONDENT TEAM STRUCTURE | BIOS



KYLE RAMSTETTER, VP of Development and Acquisitions

Kyle Ramstetter brings more than a decade of real estate experience to MARS Development as our VP of Development and Acquisitions. Kyle is exceptionally driven in the areas of commercial real estate, property acquisitions, ground-up mixed use development, asset management, and brokerage. His experience includes new business development & deal sourcing, market feasibility, financial analysis, site selection, negotiations, due diligence, entitlements and lease up for project stabilization. Kyle also manages pro formas and assists with negotiations related to public private partnerships, lease agreements and development agreements, among others. Kyle has also been instrumental in leading the retail branding and leasing strategy for several mixed-use projects.

Notable Projects:

Hotel:

AC by Marriott – Portland, Oregon

The Elizabeth Hotel - Fort Collins

The Maven-LoDo Denver

Great Wolf Lodge -Southern California

-300+ room water park hotel and conference center

Mixed-Use

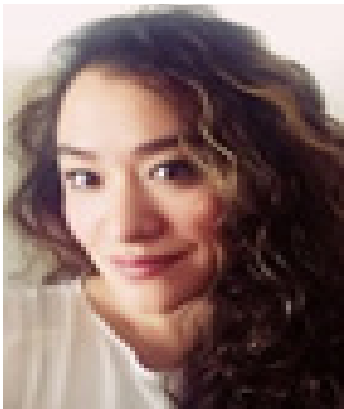
Dairy Block- Office, Retail and Hotel- Denver- \$80

Porta Power- Office, Retail, Hotel, Multi-family- \$200+

Lead overall project vision, leasing and branding

Parcel 206'- Loveland, CO- Hotel, high-end retail and residential- \$60M

Multifamily Projects



TANIA VIJARRO, Accountant

Tania oversees the day-to-day accounting operations with a primary focus on payroll and benefits administration for all of the Mars Hospitality employees throughout Colorado, Utah, Wyoming and Wisconsin. Tania's keen ability to refine processes combined with her expertise with monitoring ACA (Affordable Care Act) regulations, 401k retirement plans and payroll tax compliance is beneficial to the entire Mars team.

Tania holds a Bachelor of Arts degree from Colorado State University, majoring in both political science and sociology (concentrating on criminology/criminal justice) and is currently studying for her Master's degree in Accounting at Regis University. She has extensive experience in the restaurant industry and at the Colorado State Capitol, where she served as a clerk, legislative aide, and press secretary. Tania's intellect in legislative affairs combined with her hospitality experience allows her to serve as a high-level liaison administering human resources and payroll-related functions for our employees.





AMY HOLLAND, Revenue Manager

In her capacity as the revenue manager for Mars Hospitality, Amy is directly responsible for all aspects of revenue strategy and pricing for branded and independent lodging properties; including the Holiday Inn, Holiday Inn Express and Candlewood Suites to name a few. Amy is an executive leader who empowers others to succeed. She is unquestionably a people-person who forms strong bonds and relationships in every area of commitment. Amy brings broad experience to Mars Hospitality spanning development, branding, finance and franchise relations, as well as extensive operations management expertise.

Amy also currently serves as a Councilwoman for Parker, Colorado and has held a number of mid - senior level positions in the areas of project administration, business development, sales and revenue management, ultimately working her way up to vice president for a franchise/independent business funding company. Amy's passion for developing top performing hotel teams that deliver high quality results will greatly enhance the services provided by the Mars Hospitality team.



RESPONDENT TEAM STRUCTURE | EVIDENCE REGARDING CREATION OF RESPONDENT

August 15, 2017

Town of Castle Rock
Town Manager's Office
ATTN: Dave Corliss
100 North Wilcox Street
Castle Rock, CO 80104

Dear Mr. Corliss and Members of the Selection Committee:

Tim White and a group of individuals have agreed to potentially enter into a teaming arrangement with MARS Development. Although the details of the arrangement are not completely worked out the intent will be for two parties to have a 50/50 split interest in a limited liability corporation or Joint Venture organization here on referred to as the "Developer".

To the best of our knowledge all principals or partners who are part of the "respondents team" are eligible to transact business in the Town of Castle Rock.

Sincerely,



Timothy L. White
WCG President



Kyle Ramstetter
MARS VP of Development and Acquisitions



Located at the 38th Street station on RTD's new rail line from Union Station to the Denver International Airport, is Zeppelin Station, an impressive 100,000-square-foot office and retail building opening in 2017. Designed with forward-thinking companies in mind, it is highly accessible and social, with a commitment to design. Inspired by the success of The Source, Zeppelin Station's ground floor is home to experiential food and beverage concepts, such as a Montreal-style bagel shop, fire ramen and tacos al pastor, all meant to encourage a deeper conversation and connection beyond the typical lunch counter. Zeppelin Station's ground floor is home to experiential food and beverage concepts, such as a Montreal-style bagel shop, fire ramen and tacos al pastor, all meant to encourage a deeper conversation and connection beyond the typical lunch counter. With an on-site parking garage, located adjacent to two pedestrian bridges, the project has direct access to the new commuter rail station - just one stop from downtown and 30 minutes to DEN - along with proximity to the city's first elevated cycle track along Brighton Boulevard. Design. Designed by the award-winning Dynia Architects, Zeppelin Station is LEED certified and features indoor-outdoor open spaces, characterized by high ceilings, natural light and native landscaping. Barker Rinker Seacat is the tenant finish architect. Office suites offer roll-up, glass garage doors that pour out onto green terraces overlooking the Denver skyline and Rocky Mountains. Zeppelin Station is a workplace community of innovators and creatives; a curated mix of accomplished local and national firms.

PROPOSED OR ACTUAL FINANCING STRUCTURE OF THE PROJECT

Most of the funding for these projects consists of private sector capital backed by public financing incentives including Tax Increment Financing, low interest second position lending and bank financing. These public-private partnerships have ultimately been the key facilitator financially for these urban renewal projects.



DEVELOPMENT TEAM

RiNo Tod, LLC.

DEVELOPER/OWNER

RiNo Tod, LLC./Zeppelin Development
Kyle Zeppelin | 303.573.0781
kzeppelin@zeppelinplaces.com

GENERAL CONTRACTOR

White Construction Group
202 6th Street, Suite 200 CR, CO 80104
Tim White, President | 303.591.5735
Doug Decker, VP | 303.681.4261

LEAD DESIGN ARCHITECT

GKK Works
Keat Tan | 303.893.1990
ktan@gkkworks.com

TENANT FINISH ARCHITECT

Barker Rinker Seacat Architecture
Frank Buono | 303.455.1366
frankbuono@brsarch.com

ESTIMATED TOTAL DEVELOPMENT COSTS

Anticipated to be about \$36,000,000

QUALIFICATIONS AND EXPERIENCE | REFERENCES

August 14, 2017

Kyle Zeppelin, Owner
Zeppelin Development
3455 Ringsby Ct, Denver, CO 80216
303.573.0781
kzeppelin@zeppelinplaces.com

Dear Mr. Zeppelin,

This letter is to authorize you, Kyle Zeppelin to respond to inquiries by the Town of Castle Rock or it's representatives regarding the design, financing, development, and management of *Zeppelin Station* in Denver, Colorado. We appreciate your time in advance for responding to any such inquiries.

Sincerely,



Timothy L. White
WCG President

QUALIFICATIONS AND EXPERIENCE



THE MOVE

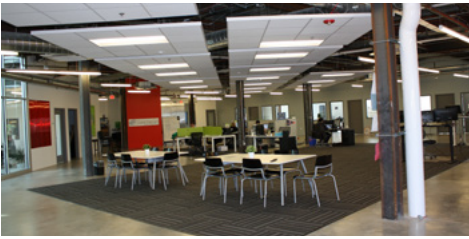
202 6th St. Castle Rock, CO. 80104

71,146 GSF

50,000+ Office

Broke Ground: 03/15

Completion Date: 07/16



The Move is a new multi-tenant office building in downtown Castle Rock. Conceived to fill the gap between available small-scale office space and single-company office buildings. The MOVE balances larger anchor tenant spaces with smaller office and co-working space. The 71,146 GSF building had strict requirements to specifically include 50,000+ SF of rentable space and a minimum of 72 parking spaces to be available to the public after business hours. Located at the corner of the steeply-sloping 6th and Jerry Streets, the challenge of balancing site, program and parking needs led to a two-story parking garage that can be accessed on both levels while the upper stories are cantilevered to shelter the sidewalks below. The design uses construction materials as the finished building expression. Corrugated metal, both galvanized and rusted, is unfinished. Floors are concrete, stairs and elevator cores are ground faced concrete masonry, the structural steel is left exposed, and brightly colored panels emphasize where the upper floors are pulled out from the face of the building. Large openings use overhead sectional doors in aluminum frames while the rhythm of the punched openings responds to the views on all sides; and a large skylight creates a 2-story light well that floods the deep floor plates with natural light that penetrates far into the building. The project as a whole was ultimately achieved due to the partnership fostered between the Town of Castle Rock, DDA and the development group.

PROPOSED OR ACTUAL FINANCING STRUCTURE OF THE PROJECT

Most of the funding for this project consisted of private sector capital but the public financing incentives included a low interest \$900,000 loan that helped secure the remaining financing. This public-private partnership was ultimately the key facilitator for financing the Move.

DEVELOPMENT TEAM

The Move, LLC.

DEVELOPER/OWNER

The Move, LLC – Developer/Owner

Tim White, Owner

Doug Decker, Owner

John and Leann Saunders, Owners

Jeff Cox, Owner | 720.454.7800

GENERAL CONTRACTOR

White Construction Group

Tim White, President

Doug Decker, Vice President

ARCHITECT

Barker Rinker Seacat Architecture

3457 Ringsby Ct #200, Denver, CO 80216

Frank Buono | 303.455.1366

frankbuono@brsarch.com

CIVIL

Wilson & Company

1675 Broadway, Suite 200 | Denver, CO 80202

James Godwin, Project Director, Denver

Site/Civil Operations Manager

303.501.1248

James.Godwin@wilsonco.com

ESTIMATED TOTAL DEVELOPMENT COSTS

\$10.3 Million



CONSTRUCTION GROUP



BARKER
RINKER
SEACAT
ARCHITECTURE

**WILSON
& COMPANY**

QUALIFICATIONS AND EXPERIENCE | REFERENCES

August 14, 2017

Jeff Cox, Founder and CEO
Digital Globe Services
202 6th Street, Suite 401, Castle Rock, CO. 80104
720.454.7800
jeff.cox@dgsworld.com

Dear Mr. Cox,

This letter is to authorize you, Jeff Cox to respond to inquiries by the Town of Castle Rock or it's representatives regarding the design, financing, development, and management of *The Move* in Castle Rock, Colorado. We appreciate your time in advance for responding to any such inquiries.

Sincerely,



Timothy L. White
WCG President

QUALIFICATIONS AND EXPERIENCE

THE MAVEN HOTEL AT DAIRY BLOCK

3501 Wazee St., Denver, CO 80216

Total: 260,000

Retail Space: 25,000 SF

Ballroom: 2,300 SF

Broke Ground: May 2015 Completion Date: Office: December 2016

Hotel: March 2017



Located on the corner of 19th & Wazee Streets, The Maven will anchor the mixed-use redevelopment of the Lower Downtown (LoDo) block that once housed the Windsor Dairy. Mixed-use redeveloped block in lower downtown featuring 260,000 square feet of office space, uniquely crafted retail offerings, an activated alley and a state-of-the-art hotel, meeting space and gathering areas.

Over 25,000 square feet of retail in an activated lobby and a unique connection between The Alley and the hotel. Most prominent among them is a larger-than-life hand that hangs in the center of the lobby, sculpted from reclaimed wood by Colorado Springs-based Andrew Ramiro Tirado. It is the first to be the official hotel partner of the Colorado Rockies and will offer baseball-themed packages that include the ability for guests to get a tour of the stadium and to go down onto the field during batting practice

PROPOSED OR ACTUAL FINANCING STRUCTURE OF THE PROJECT

The majority of funding for these projects consists of private sector capital but the public financing incentives including Tax Increment Financing, low interest second position lending and bank financing. These public-private partnerships have ultimately been the key facilitator for projects such as the Move and Zeppelin Station to make financial sense

***Please note, while this project is not a MARS Development project, Kyle Ramstetter, now VP of Development and Acquisition at MARS, was the lead developer on the project for McWhinney and was ultimately responsible for every phase from concept through final construction.*

DEVELOPMENT TEAM

McWhinney, Sage Hospitality and Grand American

Kyle Ramstetter | 303.946.3211
kramstetter@mars-llc.com

From 2014-2017 - Responsible for the overall development process – entitlements, lead negotiations for all partnership and development agreements, created and directed all leasing visions and programming.

DEVELOPER/OWNER

McWhinney, Sage Hospitality and Grand American

GENERAL CONTRACTOR

Saunders Construction

ARCHITECT

JNS, CRÈME
85 North 3rd Street, #110
Brooklyn, NY, 11249

ESTIMATED TOTAL DEVELOPMENT COSTS

\$54,000,000



QUALIFICATIONS AND EXPERIENCE | REFERENCES

August 14, 2017

Bruce Phillips
Grand American, Inc.
2510 Main street #210, Santa Monica, CA 90405
310.314.1755
bphillips@grandamericaninc.com

Dear Mr. Phillips,

This letter is to authorize you, Bruce Phillips to respond to inquiries by the Town of Castle Rock or it's representatives regarding the design, financing, development, and management of *The Maven Hotel at Dairy Block* in Denver, Colorado. We appreciate your time in advance for responding to any such inquiries.

Sincerely,



Kyle Ramstetter
MARS VP of Development and Acquisitions

PROJECT CONCEPT | OVERALL CONCEPT

People, whether visitors or long-time residents, intuitively understand that there is something unique about this place called Castle Rock, particularly the downtown.

FACTORS OF COMMUNITY CHARACTER

From the 2017 Community Survey, community character was summarized into two key factors.

SENSE OF COMMUNITY

First, residents mentioned "sense of community" as a key strength. It is no accident that our core purpose that hopefully defines this RFP response and eventual execution is to develop and build "captivating community." Our goal here is to stimulate and augment Castle Rock's existing sense of "captivating community" by drawing differing people together and uniting them by sharing, exchanging and celebrating common attitudes, interests and experiences.



THE "BLACKBOX"



We believe that people are best brought together through authentic cultural exchanges and shared experiences in art, cuisine, music, theater, dance and architecture. We believe that the built environment can and should enhance the formation and strengthening of community. This project echoes that belief by providing something sorely missing from the current landscape, a "blackbox" performing arts space. Along with providing flexible performing arts space, this space could, and should be, used for a theater productions, culinary training, flexible school performance space, library events, a musical venue, dance recitals and performances, community meetings of all sorts and DDA and EDC special events, meeting space and officing. The 2017 Survey provided information relative to the importance of Special Events in building and facilitating community. Of the top five responses (Family Fun, Arts and food, Civic and heritage, Healthy living/nature & Sports activities), we believe the blackbox space alone helps address the first four.

ROOFTOP GATHERING

In addition to having unlimited indoor uses, our current blackbox design also features outdoor, roof-top gathering spaces with stunning views and visual connections to both Festival Park and The Rock. We envision this as an incredible opportunity to compound the Festival Park's dramatic impact on the downtown landscape as well as provide additional outdoor meeting spaces that even celebrate Castle Rock's temperate climate.



PHOTO COURTESY OF VERSATILITY CREATIVE GROUP

PROJECT CONCEPT | OVERALL CONCEPT

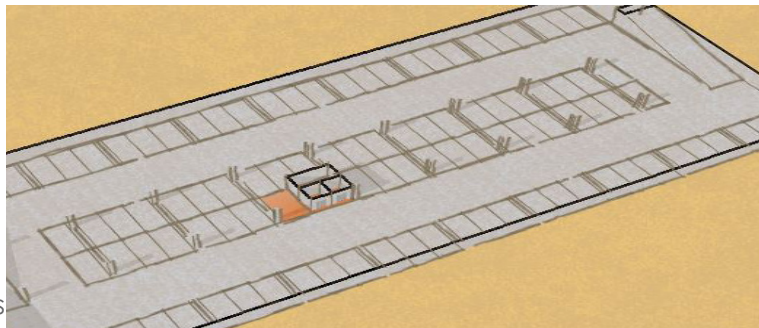
THE HOTEL

Bringing people together, particularly when they are from out of town, also requires the ability to house them. Rather than push them to the edges of town where our current lodging resources are, we believe giving visitors a compelling reason to remain "where the action is" benefits our ability to foster community. We want to bring people together, show them all the amazing experiences our town has available, and increase the amount of time they spend in the heart of our town sampling local fare from dawn and well into the evening. For this reason, we are proposing an approximately 65 room hotel. This hotel will be a higher quality level than currently exists in Castle Rock similar to a Marriot Autograph Collection or perhaps even an independent boutique hotel. Long interested in doing a deal in Castle Rock, MARS Development out of Parker has been specifically selected as a development partner because of their extensive experience in both development and management of hotels throughout the country.



PARKING

Of course, bringing together people also means infrastructure must be planned and executed to accommodate even the mundane impacts, specifically parking. As we know, the town would essentially be losing 93-95 spaces that currently exist on the Development Parcel. In our initial design scheme, we are able to provide 100 parking spaces on a single, below-grade level. Based on our knowledge of the quality of the local soils at this site (we built the existing parking lot when we constructed Town Hall), we know that the existing soils will need to be over-excavated and removed in their entirety, so building one level of below-grade parking is not an overly burdensome cost. However, it should be noted, a second below-grade level of parking is not likely feasible due to levels. If additional spaces is needed to meet would need to add an of parking, above grade. parking demands - we are According to the Denver The Financial Times, "59 executives) said half of not want to own a car in Uber, Lyft and autonomous impact current parking urban design. Because of these trends, we will design the parking level (or levels) as easily reconfigurable spaces that can readily be adapted to other uses when parking is no longer the commodity it is today. It is also important to note that "parking", in and of itself, does not register highly with the resident respondents to the 2017 Survey. In the 83 pages of open ended responses, residents only mentioned parking issues 14 times. Compare that to 67 complaints about "taxes" being too high, over 400 mentions of "traffic" and a whopping 520 mentions of too much "growth". In that light, it appears that downtown may not have quite the parking dilemma that is currently perceived. Even for the open ended comments from business owners, "parking" is mentioned 51 times in comparison with 42 comments about "growth", 44 comments regarding "taxes" being too high, and 87 comments saying, in effect that the town is doing a great job and that no additional help is required by our business owners. Under our proposal, the cost for maintenance of all parking will be borne by the hotel, blackbox and retail entities. Parking would also remain free for all public spaces.



existing groundwater parking, beyond the 100 town requirements, we additional level, or levels An aside in regard to living in exciting times. Business Journal and per cent (of automotive today's car owners will 2025." The impacts of vehicles will greatly demands and resulting

PROJECT CONCEPT | OVERALL CONCEPT

SMALL TOWN CHARACTER

The second key strength mentioned in the 2017 Community Survey was “small town character.” We agree! There is something worth preserving here. In fact, it is essential to preserve our small town character. But how do we do that with the growth pressures that are ever present here in Colorado and especially Douglas County? What is interesting, in reading the 2017 Survey, is what our residents say “adequately describe small town character.” Highest among answers was not what one might think – not cute historical architecture, quaint shops nor tree-lined streets. First and foremost among our residents was, in fact, “safety” and “open spaces” followed by “special events and activities”, “supporting small local businesses” and a “vibrant downtown”. We believe our concept for this project meets and hopefully accentuates each of these. In addition, our response is in keeping with the recommendations of the 2017 Survey in the following ways:



- In the Resource Allocation section it is clear that “Aesthetics and quality of Town structures” is a “Key Driver”. Our goal is to create a very high quality building in terms of both architecture and amenities. In the process, we will be moving an expanse of surface parking and putting it below ground and possibly on some of the upper levels of the building.
- By far, the biggest issue, as perceived by the residents of Castle Rock is Sprawl/Growth. Our response to this RFP directly responds to this concern by densifying development where it should be – downtown. If downtown is not densified and cannot provide a compelling reason for diners and shoppers and tourists to visit, it will surely become like the historic downtowns of so many small communities – a virtual ghost town – while sprawl marches ever outward from the core of a once proud civic center.
- In response to town concerns about growth and how to plan for it, the two areas of most importance are considered “Sustainable development” and “Improving downtown core”. We believe our response again hits the mark. We see a desperate need for more local, chef-driven eating and drinking establishments, a viable hotel concept that can connect the current sports resources of the MAC and Douglas County Fairgrounds, outdoor events like Artfest, Starlighting and Winefest and a stellar venue for visual, theatrical and musical productions like the Art Guild, Castle Rock Players and Theater of Dreams.
- Our project resonates with the high number of residents in support of enacting a lodging tax.
- This project also resonates with the business community of Castle Rock by bringing additional customers to downtown, combatting sprawl, providing additional parking resources and, perhaps more than anything, raising the bar on what can and should be built in downtown Castle Rock in terms of quality architecture and construction. In direct opposition sprawl and in an effort to maximize open space, what we are proposing also focuses on “development techniques that can be maintained for generations.”

PROJECT CONCEPT | OVERALL CONCEPT

A BETTER SOLUTION

While the development parcel, as currently identified in the RFP, that parallels Perry Street is workable and provides some exciting solutions and opportunities for downtown, we believe a vastly better strategy is to take a holistic view of the potential of the entire block that runs between First, South, Wilcox and Perry Streets.

- If we are to consolidate these properties, our development solution benefits and gives back to the community in the following ways:
 - Three non-historic, and somewhat blighted, structures on Wilcox Street will come down.
 - Density of the site, and the number of hotel rooms (along with the accompanying lodging tax revenues) can be increased to 118 by moving the hotel to the west. Under this scheme, the building adjacent to Perry Street remains the home of the blackbox theater, but also becomes a home to additional restaurant/retail spaces, additional flexible event space or civic and up to four floors of office or additional civic or cultural space
 - Parking, just on a single, below-grade level, increases from 100 spaces to 215 spaces. Of course, as needed, additional parking can be built above grade.
 - Architectural control of the whole block means views and amenities can be shared between the adjoined buildings fostering additional opportunities for community building between office dwellers, shoppers and diners, theater patrons and hotel guests.
 - Efficiencies of scale can be realized both in terms of building costs and land cost.



PROJECT CONCEPT | OVERALL CONCEPT

ALIGNMENT WITH THE DDA CASTLE ROCK DEVELOPMENT PLAN

We are especially excited about how a comprehensive plan for this entire block meets the goals and recommendations of the existing DDA's Downtown Castle Rock Plan of Development, specifically those of South Downtown. While Confluence's Riverwalk adds greatly to the amount of multi-family residential units, our project injects missing amenities in the form of high end hotel units, blackbox performing art and event space, and as-yet un-programmed office space. We see this office and event space becoming the ver spine of the Cultural Center mentioned in the Plan of Development, connecting the library and Town Tall while paralleling and reinforcing movement between Festival Park and along Perry Street to Sellars Gulch. Between the hotel and the Cultural Center building is the Civic Plaza, also mentioned in the Plan of Development, nestled intimately between the Wilcox Street and Perry Street thoroughfares, promoting a safe and inviting pedestrian route from Festival Park, past Town Hall and on to the library grounds.



Our current design aligns with the DDA recommendations in the following ways:

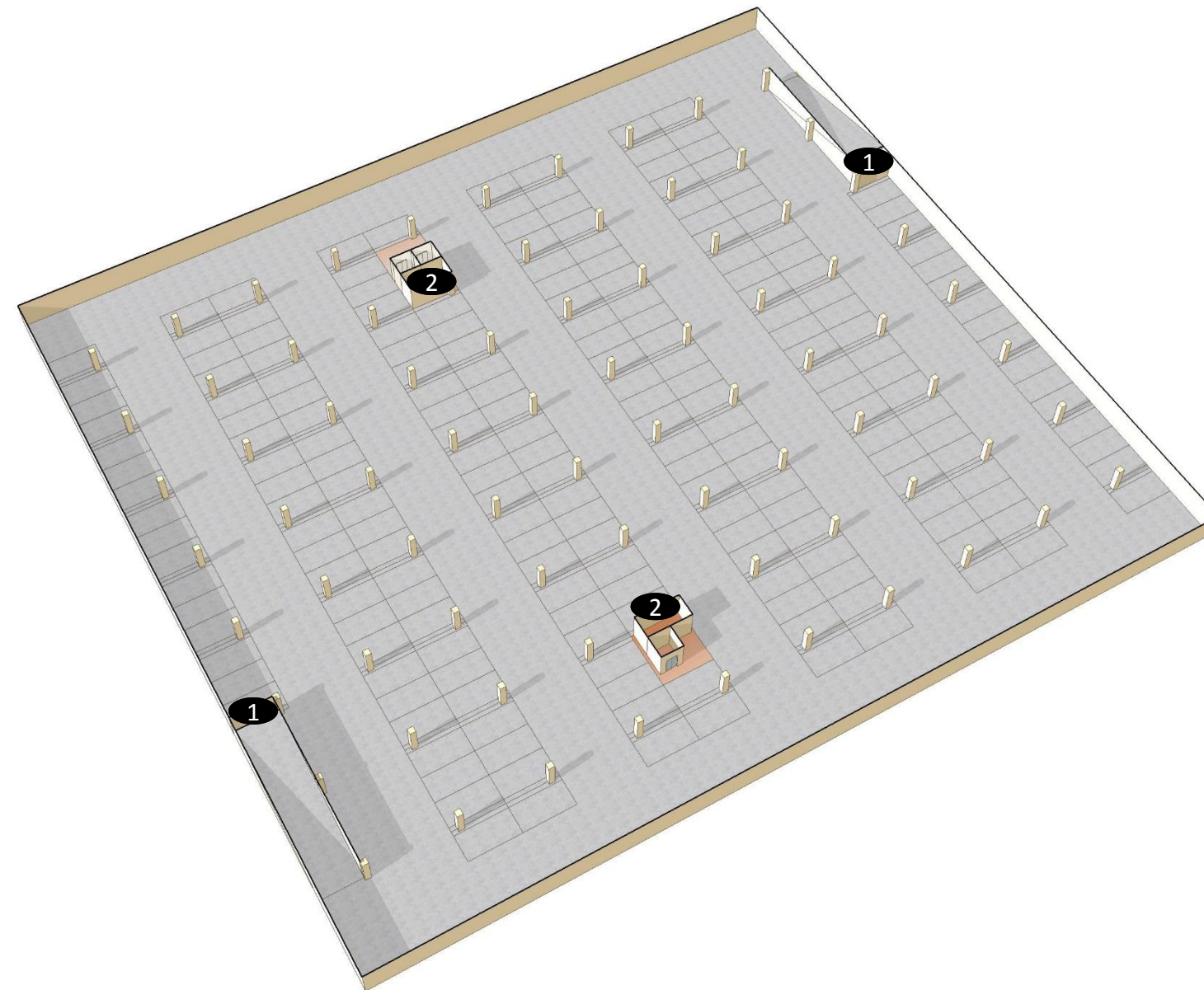
- Connects Town Hall and the library with a Civic Core and Plaza
- Provides a model and scaling point for future more dense, urban development
- Skillfully addresses the historic Sellars Gulch waterway and further encourages public connection to Festival Park and on to Plum Creek
- Provides stunning views from the blackbox space and exterior roof decks north to the Rock and from the hotel west to the Front Range
- Encourages neighborhood business uses and ground level mixed-use opportunities for additional restaurant and retail spaces
- Provides linkages to Perry, Wilcox, Plum Creek Open Space and Sellars Gulch Trail
- Provides flexible office space that could easily serve as Cultural or Civic space
- Injects missing amenities into downtown including an upscale, urban hotel and blackbox performance art venue
- Solidly anchors the Downtown Core
- Moves development to the street and eliminates parking along both Perry and Wilcox
- Provides centrally located parking





LEGEND

1. PARKING GARAGE ENTRY
2. STAIR & ELEVATORS





LEGEND

1. SITE ENTRY
2. PARKING GARAGE ENTRY
3. DROP OFF
4. OPEN TO PARKING GARAGE
5. BREEZEWAY
6. HOTEL ENTRY
7. FOOD HALL
8. SERVICE
9. OFFICE & EVENT CENTER ENTRY
10. RETAIL SPACE



LEGEND

1. HOTEL LOBBY
2. BUSINESS CENTER
3. HOTEL AMENITIES
4. SERVICE
5. BRIDGE
6. EVENT CENTER
7. ROOF TERRACE GARDEN
8. OFFICE SPACE



LEGEND

1. HOTEL ROOMS
2. ROOF TOP POOL TERRACE
3. OFFICE SPACE











CONSTRUCTION GROUP

PARKING LOT AT SOUTH AND PERRY STREET

HOTEL ENTRY VIEW



BARKER
RINKER
SEACAT
ARCHITECTURE

A 10

8/15/2017









CONSTRUCTION GROUP

PARKING LOT AT SOUTH AND PERRY STREET
LOOKING NORTHWEST



BARKER
RINKER
SEACAT
ARCHITECTURE

A 14

8/15/2017



CONSTRUCTION GROUP

PARKING LOT AT SOUTH AND PERRY STREET HOTEL OPTION



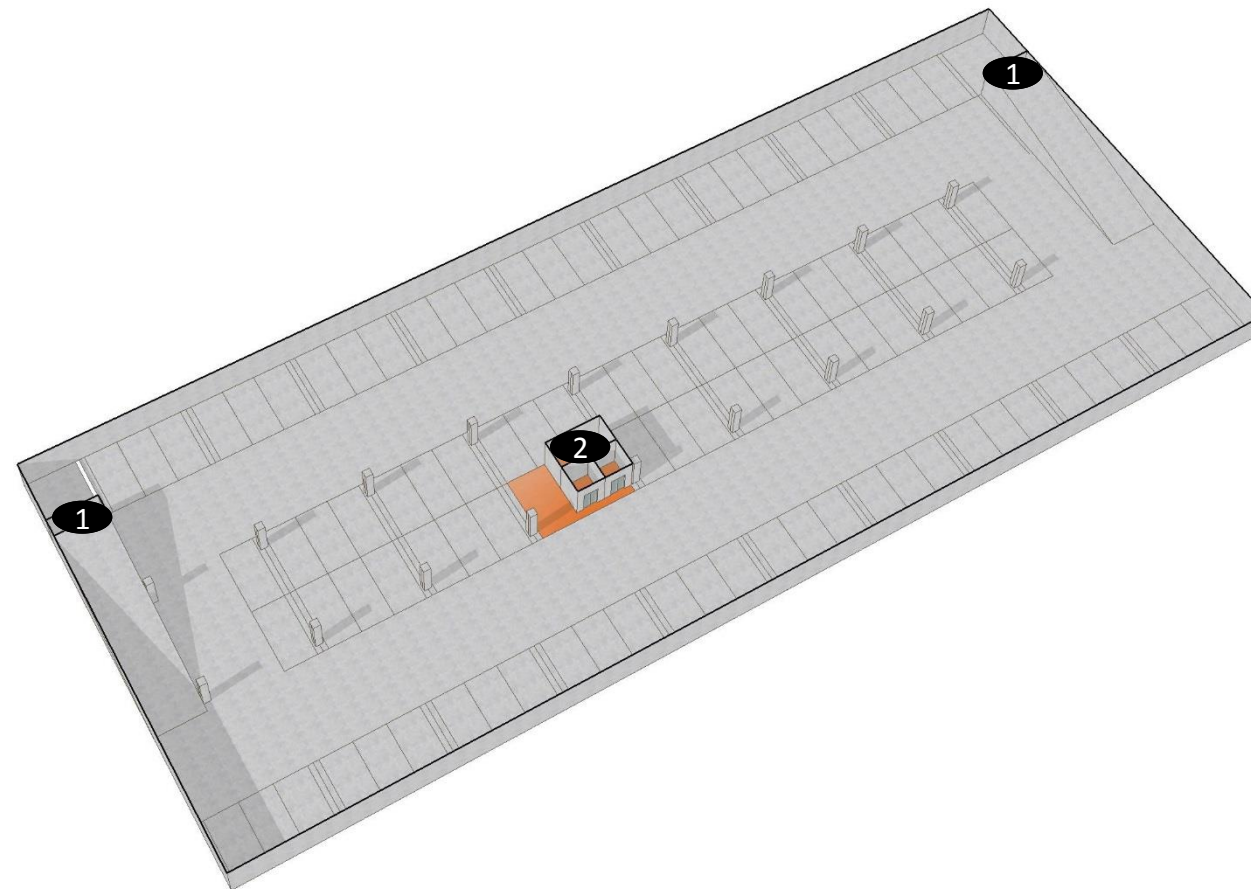
BARKER
RINKER
SEACAT
ARCHITECTURE

A1

8/15/2017

LEGEND

1. PARKING GARAGE ENTRY
2. STAIR & ELEVATORS





LEGEND

1. SITE ENTRY
2. PARKING GARAGE ENTRY
3. DROP OFF
4. OPEN TO PARKING GARAGE
5. HOTEL & EVENT CENTER ENTRY
6. RETAIL SPACE



LEGEND

1. EVENT CENTER
2. SUPPORT SPACE
3. ROOF TERRACE GARDEN
4. OFFICE SPACE



LEGEND

- 1. HOTEL ROOMS
- 2. HOTEL AMENITIES
- 3. ROOF TOP POOL TERRACE









CONSTRUCTION GROUP

PARKING LOT AT SOUTH AND PERRY STREET
LOOKING NORTHEAST



BARKER
RINKER
SEACAT
ARCHITECTURE

A 9

8/15/2017











CONCEPTUAL PROJECT PROFORMA

KEY PROJECT INPUT DATA				
Project Name	<div>South Downtown Castle</div> <div>Rock Hotel & Cultural Center</div>			
Authority Having Jurisdiction	Castle Rock			
SITE AREA	83940	SF	Includes 3 Wilcox Street Parcels	
BUILDING AREAS				
Retail Core & Shell (RSF)	34500	SF		
Hotel (RSF)	65450	SF		
Blackbox Event Center (RSF)	6300	SF		
Cultural/Civic/Pool/Bridge (RSF)	12270	SF	Breakdown between Cultural and Office use is flexible	
Office (RSF)	36000	SF		
Parking (SF)	81000	SF	Assumes single below-grade floor is sufficient	
Land/Site Purchase Price	\$	3,625,000.00	(Assumes no cost on Town Property / 100 year lease or similar)	
Land/Site Land Cost / SF	\$	43.19	/SF (Cost of ground is attainable with Town ground assumed to be free)	
Estimate Name	Conceptual		Cost / SF	
Site Costs	\$	1,678,800	\$	20.00
Retail Core & Shell Hard Cost	\$	6,037,500	\$	175.00
Hotel Hard Cost	\$	16,362,500	\$	250.00
Blackbox Event Cost	\$	1,260,000	\$	200.00
Cultural/Civic/Pool/Bridge Cost	\$	3,067,500	\$	250.00
Office Core & Shell Cost	\$	6,300,000	\$	175.00
Parking Cost	\$	6,885,000	\$	85.00
TOTAL HARD COSTS		\$	41,591,300	\$ 176.59 per SF
Site/Building Amalgamated Costs				
Year to Year Expenses Increase	2.50%			
Lease Rate Increase - Year to Year	3.0%			
Lease Commissions	\$	1.50	/SF	
Lease Term	5 Years			
Tenant Improvement Allowance	\$	35.00	/SF	
Finance Terms				
Rate	4.15%			
Term	360	Months /	30	Years
Base Year of Loan	2017			
Base Month of Loan	October			
Cash Flow				
Annual Reserves	4.00%			
Partnership Management/Accounting	2.00%			
Cap Rate	7.00%			
Cost of Sale	3.00%			

CONCEPTUAL PROJECT PROFORMA

South Downtown Castle Rock Hotel & Cultural Center					
Development Budget					
Land Acquisition	Site Area	Cost/SF	Total		% Total
	Land	83940	\$ 43.19	\$ 3,625,000	6.2%
Soft Costs	Notes	Total		% Total	
Survey & Topo		\$	18,000	0.0%	
Environmental Testing		\$	7,000	0.0%	
Geotechnical Testing		\$	25,000	0.0%	
Building Permit/Plan Review Fees	Castle Rock	\$	320,371	0.6%	
Use Tax	Castle Rock	\$	1,150,000	2.0%	
Domestic Tap Fee	Castle Rock	(2) 2" taps	\$ 293,466	0.5%	
Irrigation Tap Fee	Castle Rock	(2) 1" taps	\$ 61,996	0.1%	
Meter Set Fee	Castle Rock		\$ 7,120	0.0%	
Facility, Fire, Police, Transportation Fees	Castle Rock		\$ 39,040	0.1%	
Stormwater Impact Fee	Castle Rock		\$ 229,864	0.4%	
Capital Reserve Fee	Castle Rock		\$ 232,320	0.4%	
Appraisal		\$	20,000	0.0%	
Loan Fee + Closing Costs		\$	348,480	0.6%	
Accounting		\$	16,000	0.0%	
Legal		\$	60,000	0.1%	
Insurance		\$	11,900	0.0%	
Property Taxes	2 Year - Existing Taxes	\$	77,584	0.1%	
Project Development Fee		\$	1,742,400	3.0%	
Financing Interest Costs		\$	1,568,160	2.7%	
Design & Engineering	8%	\$	3,327,304	5.7%	
Soft Cost Contingency	5%	\$	311,435	0.5%	
Subtotal		\$	9,867,439.30	17.0%	
TI & Commissions	Allowance/SF	Total		% Total	
Tenant Improvement Allowance - Office & Retail	\$ 35.00	\$	2,467,500	4.2%	
Leasing Commission (Retail & Office)	\$ 1.50	\$	528,750	0.9%	
Subtotal		\$	2,996,250	5.2%	
Hard Costs	Total		% Total		
Site Costs	\$	1,678,800	2.9%		
Core & Shell	\$	39,912,500	68.7%		
Subtotal	\$	41,591,300	71.6%		
Total Development Budget		\$	58,079,989	100.0%	

CONCEPTUAL PROJECT PROFORMA

Return Analysis												
Senior Debt Service					Total Development Sources							
Principal Debt Amount		\$	43,559,992		Source		Amount		% of Total			
Rate			4.15%		Senior Debt		\$ 43,559,992		75%			
Ammortizing Term			360 months		Equity		\$ 14,519,997		25%			
					Total Budget		\$ 58,079,989		100%			
Project Year			0	1		2		3		4		5
Gross Rent (Including lease up %)				\$ 3,841,515	\$ 4,090,017	\$ 4,212,717	\$ 4,339,099	\$ 4,469,272				
Expenses				\$ (2,374,518)	\$ (2,433,881)	\$ (2,494,728)	\$ (2,557,096)	\$ (2,621,023)				
Expense Recoveries				\$ 1,631,464	\$ 1,672,251	\$ 1,714,057	\$ 1,756,908	\$ 1,800,831				
NOI				\$ 3,098,461	\$ 3,328,387	\$ 3,432,046	\$ 3,538,911	\$ 3,649,079				
Return on Cost (debt & equity basis)				5.3%	5.7%	5.9%	6.1%	6.3%				
Senior Debt Service				\$ (2,540,959)	\$ (2,540,959)	\$ (2,540,959)	\$ (2,540,959)	\$ (2,540,959)				
			\$ -									
Cash flow after senior debt service			\$ -	\$ 557,502	\$ 787,428	\$ 891,088	\$ 997,952	\$ 1,108,121				
Debt-Service Coverage Ratio - (DSCR)				1.22	1.31	1.35	1.39	1.44				
Annual Reserves 4.0%				\$ (123,938)	\$ (133,135)	\$ (137,282)	\$ (141,556)	\$ (145,963)				
Partnership mgt/acct 2.0%				\$ (76,830)	\$ (81,800)	\$ (84,254)	\$ (86,782)	\$ (89,385)				
Cash Flow available to equity			\$ -	\$ 356,734	\$ 572,492	\$ 669,551	\$ 769,614	\$ 872,772				
Equity Cashflow Model												
Project Year			0	1		2		3		4		5
Equity Investment			\$ (14,519,997)									
Operating Income			\$ -	\$ 356,734	\$ 572,492	\$ 669,551	\$ 769,614	\$ 872,772				
Cap Rate 7.0%				\$ 44,263,732	\$ 47,548,380	\$ 49,029,234	\$ 50,555,873	\$ 52,129,705				
Cost of Sale 3.0%				\$ (1,327,912)	\$ (1,426,451)	\$ (1,470,877)	\$ (1,516,676)	\$ (1,563,891)				
Debt repayment				\$ (42,620,945)	\$ (41,833,897)	\$ (41,013,558)	\$ (40,158,520)	\$ (39,267,315)				
Equity Cash Flow for Sale Year			\$ (14,519,997)	\$ 671,609	\$ 4,860,524	\$ 7,214,350	\$ 9,650,291	\$ 12,171,271				

PLEASE NOTE, THIS IS A CONCEPTUAL PROFORMA ONLY. IT WAS CREATED TO GIVE A GENERAL SENSE OF WHAT PROJECT FINANCIALS MAY LOOK LIKE. THIS WILL BE REVISED AS PROJECT DETAILS DEVELOP. WHAT IS CLEAR, IS THAT CURRENT FINANCIAL PROJECTIONS IN THIS MODEL ARE NOT PARTICULARLY FAVORABLE, AS COMPARED TO OTHER REAL ESTATE DEVELOPMENTS AVAILABLE IN THE MARKET TODAY. IT IS EXPECTED THAT TOWN INCENTIVES WILL NEED TO BE MADE AVAILABLE IN ORDER TO GARNER INTEREST FROM INVESTOR PARTNERS AND FINANANCIAL INSTITUTIONS.