Request for Qualifications
Judge Doyle Square
Madison, Wisconsin

Journeyman Group

LZ
The Gialamas Company, Inc.
MARCUS®
Hotels & Resorts
April 25, 2013

Mr. Steven A. Cover, Director
Department of Planning & Community & Economic Development
Madison Municipal Building, Room LL100
215 Martin Luther King Jr. Blvd.
Madison Wisconsin 53703-3346

RE: Judge Doyle Square RFQ

Dear Mr. Cover:

Journeyman Group, with its development partners Marcus Hotels and Resorts, The Gialamas Company, and LZ Ventures, is pleased to present our Qualifications for the Financing, Planning, Design, Construction and Management of the proposed Hotels and Multi-Use Developments for the repurposing of Blocks 88 and 105 of the Judge Doyle Square. Journeyman Group, acting as Master Developer and Design-Builder for our Development Team, is comprised of highly experienced professionals in the private equity debt financing projects and publicly financed hotel and convention center projects. Our Development Team partners are currently active and highly regarded within the Madison community as hotel, office, and residential developers, which we believe is vital to our ability to deliver projects of this scope and complexity.

Our Development Team, working in conjunction with Marriott and Hilton Hotel Corporations; Metropolitan Capital Advisors, Ltd.; a Design Team consisting of Kahler Slater, CMMI, and Knothe & Bruce; local engineering consultants; and Findorff Construction provides an ideal mix of local and nationally recognized and award winning firms; assuring that this Project will be Planned, Designed, Financed, Constructed and Managed to meet the City of Madison’s highest expectations.

Our Team welcomes the opportunity to work closely with the City staff, its financial advisors, and bond counsel to ensure the City’s preferences and objectives are incorporated into the Project’s design and capital structure. Our team will work diligently to maximize the City’s benefits while minimizing their financial exposure by creating a final capital structure that incorporates the legal and practical ability to support the financing. Our team can deliver a project perfectly tailored to your economic, cultural and environmental needs. We stand ready to serve as your trusted developer for this very exciting project. If you have any questions, please do not hesitate to let me know.

Respectfully,

Journeyman Group

Harley Blackburn
Vice President
Journeyman Group
Judge Doyle Square, Madison, Wisconsin
Program Summary

Journeyman/Marcus/Gialamas/LZ will “Unlock the development potential of two City-owned, tax-exempt parcels to significantly expand the City’s tax base and employment” through careful selection of mixed uses that includes a hotel and provides sufficient parking to achieve the desired density.”

Program Summary

Block 88
- A Marriott full-service hotel of 352-keys or a Marriott full-service 219-key hotel and a 133-key Hilton Garden Inn select-service hotel totaling 352-keys;
- A minimum of “250 room block for the Monona Terrace to grow its book business” and “being commensurate with a full service, first class, convention-oriented, Upscale Hotel to “support and complement Monona Terrace.”;
- 20,502 net square feet of function space consisting of a 7,550 square foot Ballroom and 12,952 square feet of breakout meeting space.
- Hotel Restaurant and Bar will be at street level to accommodate both hotel guests and drop-n-dine patrons;
- Below grade parking to accommodate the need of the hotel(s) and City fleet vehicles.

Block 105
- Retail (~11,000 SF), Bicycle Center (3,000 SF), and Office and Residential Lobbies at grade fronting Doty, Pinckney, and Wilson Streets;
- Approximately 81,000 GSF of Class A office space;
- Approximately 147 residential units;
- Parking shall include 600+ spaces of below grade parking to meet the City’s need of replacing the current East Garage and 470+ spaces of above grade parking to meet the office and residential needs. Above grade parking will be “concealed” to eliminate pedestrian visibility of vehicles.
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RFQ FORM A
SIGNATURE AFFIDAVIT

Note: This form must be returned with your proposal response.

In signing this proposal, we certify that we have not, either directly or indirectly, entered into any agreement or participated in any collusion or otherwise taken any action in restraint of free competition; that no attempt has been made to induce any other person or firm to submit or not to submit a proposal; that this proposal has been independently arrived at without collusion with any other proposer competitor or potential competitor; that this proposal has not been knowingly disclosed prior to the opening of proposals to any other proposer or competitor; that the above statement is accurate under penalty of perjury.

The undersigned, submitting this proposal, hereby agrees with all the terms, conditions, and specifications required by the City in this Request for Qualifications, and declares that the attached proposal is in conformity therewith, and attests to the truthfulness of all submissions in response to this solicitation.

Proposer shall provide the complete information requested below. Include the legal name of the Proposer and signature of the person(s) legally authorized to bind the Proposer.

<table>
<thead>
<tr>
<th>SIGNATURE OF PROPOSER:</th>
<th>DATE:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>April 16, 2013</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NAME AND TITLE OF PROPOSER:</th>
<th>COMPANY NAME:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Harley Blackburn, Vice President</td>
<td>Journeyman Group</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TELEPHONE:</th>
<th>ADDRESS:</th>
</tr>
</thead>
<tbody>
<tr>
<td>512-247-7000</td>
<td>7701 N.Lamar, Ste. 100</td>
</tr>
<tr>
<td>E-mail Address:</td>
<td>Austin, Texas 78752</td>
</tr>
<tr>
<td><a href="mailto:hblackburn@journeymangroup.com">hblackburn@journeymangroup.com</a></td>
<td></td>
</tr>
</tbody>
</table>

Person to Be Contacted If There Are Questions about Your Proposal (if different from above)

<table>
<thead>
<tr>
<th>NAME:</th>
<th>TITLE:</th>
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<tbody>
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<td></td>
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<table>
<thead>
<tr>
<th>TELEPHONE:</th>
<th>E-mail Address:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>
1. Proposing Company Name:
Journeyman Group dba/Journeyman Austin Holdings, Inc.

2. FEIN 76-0793547

3. Form of Organization:
☐ Corporation  ☐ Limited Liability Company  ☐ General Partnership
☐ Sole Proprietor  ☐ Unincorporated Association  ☐ Other: __________.

4. Location of Main Office:
ADDRESS  CITY  STATE  ZIP+4
7701 N. Lamar, Ste. 100  Austin  Texas  78752-1012

5. Location of Office servicing City of Madison account:
ADDRESS  CITY  STATE  ZIP+4
Same

6. Principal Information and Contact:
NAME  Harley Blackburn
TEL  512-247-7000
FAX  512-385-6699
TITLE: Regional Vice President
E-MAIL: hblackburn@journeymangroup.com

7. Contact Person about your proposal if different from above:
NAME
TEL
FAX
TITLE:
TOLL FREE TEL
E-MAIL
<table>
<thead>
<tr>
<th>Organization Name</th>
<th>City of Lawton, Oklahoma</th>
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</thead>
<tbody>
<tr>
<td>Project Name</td>
<td>Hilton Garden Inn &amp; Lawton Fort Sill Convention Center Hotel</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>212 SW 9th Street, Lawton, OK 73501</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Mr. Mayor Fred Fitch</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:fitch@cityof.lawton.ok.us">fitch@cityof.lawton.ok.us</a></td>
</tr>
<tr>
<td>Phone No:</td>
<td>580-581-4792</td>
</tr>
<tr>
<td>FAX:</td>
<td>580-695-9835</td>
</tr>
<tr>
<td>Contract Period</td>
<td>November 2012 - December 2014</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Development and construction of a Hilton Garden Inn &amp; Convention Center Hotel.</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Hilton</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Name</td>
<td>Hilton Hotel at ABIA</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>303 W. 15th Street, Austin, TX 78701</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Mr. Andy Slater</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:andy_slater@hilton.com">andy_slater@hilton.com</a></td>
</tr>
<tr>
<td>Phone No:</td>
<td>512-478-7000</td>
</tr>
<tr>
<td>FAX:</td>
<td>512-970-9300</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Development and construction of a 228,000 square foot 262-room, four star full-full service Hilton hotel near the ABIA Airport.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Landmark Organization</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Name</td>
<td>Hilton Hotel at ABIA</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>8303 N. Mopac Expressway, Suite A-110, Austin, TX 78759</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Mr. Mark Schultz</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:mschultz@landmark.com">mschultz@landmark.com</a></td>
</tr>
<tr>
<td>Phone No:</td>
<td>512-682-6400</td>
</tr>
<tr>
<td>FAX:</td>
<td>512-682-6401</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Development and construction of a 228,000 square foot 262-room, four star full-full service Hilton hotel near the ABIA Airport.</td>
</tr>
</tbody>
</table>
FOR PROPOSER: Journeyman Group

Provide company name, address, contact person and information and appropriate information on up to five (5) or more development projects with requirement similar to Judge Doyle Square. If proposer is proposing any arrangement involving a third party, the named references should also be involved in a similar arrangement.

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Port of Hood River</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project Name</strong></td>
<td>The Hilton Vancouver Hotel and Vancouver Convention Center</td>
</tr>
<tr>
<td><strong>Address (include ZIP)</strong></td>
<td>1000 Port Marina Park, Hood River, OR 97031</td>
</tr>
<tr>
<td><strong>Contact Person</strong></td>
<td>Mr. Steve Burdick</td>
</tr>
<tr>
<td><strong>E-mail</strong></td>
<td><a href="mailto:sm.burdick68@gmail.com">sm.burdick68@gmail.com</a></td>
</tr>
<tr>
<td><strong>Phone No.</strong></td>
<td>541-386-5116</td>
</tr>
<tr>
<td><strong>Contract Period</strong></td>
<td>November 2003-June 2005</td>
</tr>
<tr>
<td><strong>Services Provided</strong></td>
<td>Development and construction of a 226-room Hilton hotel and convention center. This hotel is one of the first LEED certified hotels in the country.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Robert Peters Company</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project Name</strong></td>
<td>The Hilton Omaha</td>
</tr>
<tr>
<td><strong>Address (include ZIP)</strong></td>
<td>3552 Farnam Street, Omaha, NE 68131</td>
</tr>
<tr>
<td><strong>Contact Person</strong></td>
<td>Mr. Robert Peters</td>
</tr>
<tr>
<td><strong>E-mail</strong></td>
<td><a href="mailto:rpeters@robertpeterscompany.com">rpeters@robertpeterscompany.com</a></td>
</tr>
<tr>
<td><strong>Phone No.</strong></td>
<td>402-561-2300</td>
</tr>
<tr>
<td><strong>FAX</strong>:</td>
<td>402-660-4514</td>
</tr>
<tr>
<td><strong>Contract Period</strong></td>
<td>April 2002-March 2004</td>
</tr>
<tr>
<td><strong>Services Provided</strong></td>
<td>Development and construction of a 45-room 320,000 square foot Hilton hotel, which connects to the convention center via a sky bridge.</td>
</tr>
<tr>
<td>Organization Name</td>
<td>Hilton Hotels International</td>
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<tr>
<td>-------------------------</td>
<td>-----------------------------</td>
</tr>
<tr>
<td>Project Name</td>
<td>Hilton Madison - Wisconsin Terrace</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>720 South Michigan Ave, Chicago, IL 60605</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Matt Wehling</td>
</tr>
<tr>
<td>Phone No:</td>
<td>312.294.6666</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:matt.wehling@hilton.com">matt.wehling@hilton.com</a></td>
</tr>
<tr>
<td>FAX:</td>
<td>312.294.6827</td>
</tr>
<tr>
<td>Contract Period</td>
<td>Since 1998</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Franchise Support</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Marriott International</th>
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<tbody>
<tr>
<td>Project Name</td>
<td>Marriott Covington Hotel</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>10400 Fernwood Road, Dept 51, 714.01</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Eric Frye</td>
</tr>
<tr>
<td>Phone No:</td>
<td>301.380.6775</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:eric.frye@marriott.com">eric.frye@marriott.com</a></td>
</tr>
<tr>
<td>FAX:</td>
<td></td>
</tr>
<tr>
<td>Contract Period</td>
<td>Since 2012</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Franchise Support</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Starwood Hotels &amp; Resorts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Name</td>
<td>Westin Columbus - OH</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>5240 Spierlich Court, Westerville, OH 43082</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Jamey Cua</td>
</tr>
<tr>
<td>Phone No:</td>
<td>614.895.3118</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:Jamey.cua@starwoodhotels.com">Jamey.cua@starwoodhotels.com</a></td>
</tr>
<tr>
<td>FAX:</td>
<td>614.895.1462</td>
</tr>
<tr>
<td>Contract Period</td>
<td>Since 2006</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Franchise Support</td>
</tr>
<tr>
<td>Organization Name</td>
<td>Project Name</td>
</tr>
<tr>
<td>-------------------</td>
<td>-------------------------------</td>
</tr>
<tr>
<td>Marcus Hotels and Resorts</td>
<td>InterContinental Hotels &amp; Resorts</td>
</tr>
<tr>
<td></td>
<td>InterContinental Milwaukee Hotel</td>
</tr>
<tr>
<td>City of Oklahoma</td>
<td>Skirvin Hilton Hotel</td>
</tr>
<tr>
<td></td>
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</tr>
</tbody>
</table>
Provide company name, address, contact person and information and appropriate information on up to five (5) or more development projects with requirement similar to Judge Doyle Square. If proposer is proposing any arrangement involving a third party, the named references should also be involved in a similar arrangement.

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Project Name</th>
<th>Address (include ZIP)</th>
<th>Contact Person</th>
<th>Phone No.</th>
<th>FAX No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associated Bank</td>
<td>Associated Bank Building</td>
<td>8040 Excelsior Drive, Madison, Wisconsin 53717</td>
<td>Brian Zimdars, Vice President</td>
<td>608-259-3691</td>
<td>608-259-3680</td>
</tr>
<tr>
<td>Rural Insurance</td>
<td>Farm Bureau Building</td>
<td>1241 John Q. Hammons Drive, Madison, Wisconsin 53717</td>
<td>Peter Pelizza, EVP and CEO</td>
<td>608-828-5400</td>
<td>608-828-5736</td>
</tr>
<tr>
<td>Baker Tilly</td>
<td>Virchow Krause Building (now Baker Tilly Building)</td>
<td>10 Terrace Court, Madison, Wisconsin 53718</td>
<td>Russell L. Wolff, CPA Partner</td>
<td>608-249-6622</td>
<td>608-249-8532</td>
</tr>
</tbody>
</table>
FOR PROPOSER: The Gialamas Company, Inc.

Provide company name, address, contact person and information and appropriate information on up to five (5) or more development projects with requirement similar to Judge Doyle Square. If proposer is proposing any arrangement involving a third party, the named references should also be involved in a similar arrangement.

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Erdman Company</th>
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</thead>
<tbody>
<tr>
<td>Project Name</td>
<td>One Erdman Place</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>One Erdman Place, Madison, Wisconsin 53717</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Brian Happ, President and CEO</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:bhapp@erdman.com">bhapp@erdman.com</a></td>
</tr>
<tr>
<td>Phone No:</td>
<td>608-410-8003</td>
</tr>
<tr>
<td>Contract Period</td>
<td>2007</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Developer, Owner, Property Manager</td>
</tr>
<tr>
<td></td>
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<thead>
<tr>
<th>Organization Name</th>
<th>Accuray (formerly TomoTherapy)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Name</td>
<td>1240 Deming Way</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>1240 Deming Way Madison, Wisconsin 53717</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Rob Zahn, General Manager</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:rzahn@accuray.com">rzahn@accuray.com</a></td>
</tr>
<tr>
<td>Phone No:</td>
<td>608-824-2800</td>
</tr>
<tr>
<td>Contract Period</td>
<td>2002</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Developer, Owner, Property Manager</td>
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</table>

<table>
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<tr>
<td>Address (include ZIP)</td>
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<tr>
<td>Contact Person</td>
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<td>E-mail:</td>
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<td>Phone No:</td>
<td></td>
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<tr>
<td>Contract Period</td>
<td></td>
</tr>
<tr>
<td>Services Provided</td>
<td></td>
</tr>
<tr>
<td>Organization Name</td>
<td>LZ Ventures</td>
</tr>
<tr>
<td>-------------------</td>
<td>-------------</td>
</tr>
<tr>
<td>Project Name</td>
<td>1001 University Ave</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>1001 University Ave, Madison, WI 53715</td>
</tr>
<tr>
<td>Contact Person</td>
<td>John Lesa</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:jlesa@me.com">jlesa@me.com</a></td>
</tr>
<tr>
<td>Phone No.</td>
<td>608-576-3489</td>
</tr>
<tr>
<td>Contract Period</td>
<td></td>
</tr>
<tr>
<td>Services Provided</td>
<td>Developer / Owner</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>LZ Ventures</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Name</td>
<td>Glacier Valley Apts</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>6845 Little More Dr, Madison, WI</td>
</tr>
<tr>
<td>Contact Person</td>
<td>John Lesa</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:jlesa@me.com">jlesa@me.com</a></td>
</tr>
<tr>
<td>Phone No.</td>
<td>608-576-3489</td>
</tr>
<tr>
<td>Contract Period</td>
<td></td>
</tr>
<tr>
<td>Services Provided</td>
<td>Owner / Developer</td>
</tr>
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</table>

<table>
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<tr>
<th>Organization Name</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Project Name</td>
<td>Grand Central Apts</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>1022 W. Johnson, Madison, WI 53715</td>
</tr>
<tr>
<td>Contact Person</td>
<td>John Lesa</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:jlesa@me.com">jlesa@me.com</a></td>
</tr>
<tr>
<td>Phone No.</td>
<td>608-576-3489</td>
</tr>
<tr>
<td>Contract Period</td>
<td></td>
</tr>
<tr>
<td>Services Provided</td>
<td>Owner / Developer</td>
</tr>
</tbody>
</table>
# RFQ FORM C - PAGE 1

## PROPOSER REFERENCES

**FOR PROPOSER:**
LZ Ventures

Provide company name, address, contact person and information and appropriate information on up to five (5) or more development projects with requirement similar to Judge Doyle Square. If proposer is proposing any arrangement involving a third party, the named references should also be involved in a similar arrangement.

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<th>Organization Name</th>
<th>Project Name</th>
<th>Address (include ZIP)</th>
<th>Contact Person</th>
<th>Phone No.</th>
<th>E-mail</th>
<th>FAX</th>
</tr>
</thead>
<tbody>
<tr>
<td>LZ Ventures</td>
<td>Water Crest Condo's</td>
<td>101 Fairview Ave, Madison, WI 53714</td>
<td>John Leja</td>
<td>608-576-3489</td>
<td><a href="mailto:Leja@me.com">Leja@me.com</a></td>
<td></td>
</tr>
<tr>
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<tr>
<th>Organization Name</th>
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<th>Phone No.</th>
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</tr>
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<tbody>
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<thead>
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<th>Organization Name</th>
<th>Project Name</th>
<th>Address (include ZIP)</th>
<th>Contact Person</th>
<th>Phone No.</th>
<th>E-mail</th>
<th>FAX</th>
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</tbody>
</table>
Provide company name, address, contact person and information and appropriate information on up to five (5) or more development projects with requirement similar to Judge Doyle Square. If proposer is proposing any arrangement involving a third party, the named references should also be involved in a similar arrangement.

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Palisades Properties</th>
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<tr>
<td><strong>Project Name</strong></td>
<td>Waterfront Apartments</td>
</tr>
<tr>
<td><strong>Address (include ZIP)</strong></td>
<td>6417 Normandy Lane, Madison, WI 53719</td>
</tr>
<tr>
<td><strong>Contact Person</strong></td>
<td>Chris Houden</td>
</tr>
<tr>
<td><strong>Phone No:</strong></td>
<td>608-770-2335</td>
</tr>
<tr>
<td><strong>E-mail:</strong></td>
<td><a href="mailto:chrish@selectpublishing.com">chrish@selectpublishing.com</a></td>
</tr>
<tr>
<td><strong>Contract Period</strong></td>
<td>Oct 2011 - February 2013</td>
</tr>
<tr>
<td><strong>Services Provided</strong></td>
<td>development and entitlement consulting, government relations</td>
</tr>
</tbody>
</table>

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<th>Organization Name</th>
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<tr>
<td><strong>Contact Person</strong></td>
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<td><strong>Contract Period</strong></td>
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<tr>
<td><strong>Services Provided</strong></td>
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<tr>
<td><strong>Address (include ZIP)</strong></td>
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<tr>
<td><strong>Contact Person</strong></td>
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<td><strong>E-mail:</strong></td>
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<td><strong>Contract Period</strong></td>
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<tr>
<td><strong>Services Provided</strong></td>
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## PROPOSER REFERENCES

<table>
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<tr>
<th>FOR PROPOSER:</th>
<th>ARRIVAL PARTNERS, LLC</th>
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Provide company name, address, contact person and information and appropriate information on up to five (5) or more development projects with requirement similar to Judge Doyle Square. If proposer is proposing any arrangement involving a third party, the named references should also be involved in a similar arrangement.

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Waveland Ventures</th>
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<tbody>
<tr>
<td><strong>Project Name</strong></td>
<td>Block 21</td>
</tr>
<tr>
<td><strong>Address (include ZIP)</strong></td>
<td>515 Congress Ave, Suite 1700, Austin TX 78701</td>
</tr>
<tr>
<td><strong>Contact Person</strong></td>
<td>Rick Hayes</td>
</tr>
<tr>
<td><strong>E-mail:</strong></td>
<td><a href="mailto:rhayes@wavelandventures.com">rhayes@wavelandventures.com</a></td>
</tr>
<tr>
<td><strong>Phone No:</strong></td>
<td>(512) 450-5110</td>
</tr>
<tr>
<td><strong>Contract Period</strong></td>
<td>1/2013 - Current</td>
</tr>
<tr>
<td><strong>Services Provided</strong></td>
<td>Planning, entitlements</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Waveland Ventures</th>
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<tbody>
<tr>
<td><strong>Project Name</strong></td>
<td>Westin Greenwood Village</td>
</tr>
<tr>
<td><strong>Address (include ZIP)</strong></td>
<td>515 Congress Ave, Suite 1700, Austin TX 78701</td>
</tr>
<tr>
<td><strong>Contact Person</strong></td>
<td>Rick Hayes</td>
</tr>
<tr>
<td><strong>E-mail:</strong></td>
<td><a href="mailto:rhayes@wavelandventures.com">rhayes@wavelandventures.com</a></td>
</tr>
<tr>
<td><strong>Phone No:</strong></td>
<td>(512) 450-5110</td>
</tr>
<tr>
<td><strong>Contract Period</strong></td>
<td>1/2013 - Current</td>
</tr>
<tr>
<td><strong>Services Provided</strong></td>
<td>Planning, entitlements</td>
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<tr>
<th>Organization Name</th>
<th>Osthoff Resort</th>
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<tr>
<td><strong>Project Name</strong></td>
<td>Osthoff Resort Conference Center Addition</td>
</tr>
<tr>
<td><strong>Address (include ZIP)</strong></td>
<td>101 Osthoff Avenue, Elkhart Lake, WI 53020</td>
</tr>
<tr>
<td><strong>Contact Person</strong></td>
<td>Lola Roeh</td>
</tr>
<tr>
<td><strong>E-mail:</strong></td>
<td><a href="mailto:lroeh@osthoff.com">lroeh@osthoff.com</a></td>
</tr>
<tr>
<td><strong>Phone No:</strong></td>
<td>(920) 876-5832</td>
</tr>
<tr>
<td><strong>Contract Period</strong></td>
<td>1/2013 - Current</td>
</tr>
<tr>
<td><strong>Services Provided</strong></td>
<td>Planning</td>
</tr>
</tbody>
</table>
### FOR PROPOSER:

Kahler Slater

Provide company name, address, contact person and information and appropriate information on up to five (5) or more development projects with requirement similar to Judge Doyle Square. If proposer is proposing any arrangement involving a third party, the named references should also be involved in a similar arrangement.

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Irgens Development Partners</th>
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<tbody>
<tr>
<td>Project Name</td>
<td>Various Development Projects</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>2610 Lake Cook Road, Suite 150, Rosewood, IL 60015</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Mr. Mark May</td>
</tr>
<tr>
<td>Phone No.</td>
<td>(847) 444-0675</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:MMay@irgens.com">MMay@irgens.com</a></td>
</tr>
<tr>
<td>Contract Period</td>
<td>Various</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Various</td>
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<table>
<thead>
<tr>
<th>Organization Name</th>
<th>First Hospitality Group</th>
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<tbody>
<tr>
<td>Project Name</td>
<td>Hilton Garden Inn Milwaukee</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>10275 W Higgins Rd, Suite 300, Rosewood, IL 60018</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Mr. James Stephenson</td>
</tr>
<tr>
<td>Phone No.</td>
<td>(847) 939-5206</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:jstephenson@fhginc.com">jstephenson@fhginc.com</a></td>
</tr>
<tr>
<td>Contract Period</td>
<td>October 2010 through January 2013</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Planning, architecture, interior design and historic preservation</td>
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<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Marcus Corporation</th>
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<tr>
<td>Project Name</td>
<td>Various Development Projects</td>
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<tr>
<td>Address (include ZIP)</td>
<td>100 E Wisconsin Ave, Suite 1900, Milwaukee, WI 53202</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Mr. David Merritt</td>
</tr>
<tr>
<td>Phone No.</td>
<td>(414) 905-1277</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:davidmerritt@marcushotels.com">davidmerritt@marcushotels.com</a></td>
</tr>
<tr>
<td>Contract Period</td>
<td>Various</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Various</td>
</tr>
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</table>
Provide company name, address, contact person and information and appropriate information on up to five (5) or more development projects with requirement similar to Judge Doyle Square. If proposer is proposing any arrangement involving a third party, the named references should also be involved in a similar arrangement.

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Project Name</th>
<th>Address (include ZIP)</th>
<th>Contact Person</th>
<th>Phone No:</th>
<th>E-mail:</th>
<th>FAX:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jackson Street Management</td>
<td>Marriott Milwaukee Hotel</td>
<td>731 N Jackson St, Suite 818, Milwaukee, WI 53202</td>
<td>Mr. Mark Flaherty</td>
<td>(414) 226-1950</td>
<td><a href="mailto:mark@wavedevelopment.com">mark@wavedevelopment.com</a></td>
<td>(414) 226-1955</td>
</tr>
<tr>
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Contract Period: July 2010 through Present
Services Provided: Planning, architecture and interior design
# RFQ FORM C—PAGE 1

## PROPOSER REFERENCES

<table>
<thead>
<tr>
<th>FOR PROPOSER:</th>
<th>CMMI, Inc.</th>
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Provide company name, address, contact person and information and appropriate information on up to five (5) or more development projects with requirement similar to Judge Doyle Square. If proposer is proposing any arrangement involving a third party, the named references should also be involved in a similar arrangement.

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Inland American Lodging Advisor, Inc.</th>
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<tbody>
<tr>
<td><strong>Project Name</strong></td>
<td>Marriott Charleston Town Center, Marriott Century Center</td>
</tr>
<tr>
<td><strong>Address (include ZIP)</strong></td>
<td>200 S Orange Avenue, Suite 1200, Orlando FL 32801</td>
</tr>
<tr>
<td><strong>Contact Person</strong></td>
<td>Kristine Osburn</td>
</tr>
<tr>
<td><strong>E-mail:</strong></td>
<td><a href="mailto:kristine.osburn@inlandgroup.com">kristine.osburn@inlandgroup.com</a></td>
</tr>
<tr>
<td><strong>Phone No:</strong></td>
<td>407.982.7315</td>
</tr>
<tr>
<td><strong>Contract Period</strong></td>
<td>Marriott Charleston 08/2011-10/2012 \ Marriott Century Center 02/2009-06/2009</td>
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<td><strong>Services Provided</strong></td>
<td>Interior Design, Architecture</td>
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<tr>
<th>Organization Name</th>
<th>Westmont Hospitality Group</th>
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<tr>
<td><strong>Project Name</strong></td>
<td>Hilton Atlanta, Radisson Fisherman's Wharf</td>
</tr>
<tr>
<td><strong>Address (include ZIP)</strong></td>
<td>5847 San Felipe, Suite 4650, Houston TX 77057</td>
</tr>
<tr>
<td><strong>Contact Person</strong></td>
<td>Greg Bingman</td>
</tr>
<tr>
<td><strong>E-mail:</strong></td>
<td><a href="mailto:greg.bingaman@whg.com">greg.bingaman@whg.com</a></td>
</tr>
<tr>
<td><strong>Phone No:</strong></td>
<td>713.782.9100</td>
</tr>
<tr>
<td><strong>Services Provided</strong></td>
<td>Interior Design, Architecture</td>
</tr>
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<table>
<thead>
<tr>
<th>Organization Name</th>
<th>ADVENT pds</th>
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<tr>
<td><strong>Project Name</strong></td>
<td>Westin Birmingham, Renaissance Atlanta Midtown (formerly Palomar Atlanta)</td>
</tr>
<tr>
<td><strong>Address (include ZIP)</strong></td>
<td>3301 Windy Ridge Pkwy, Suite 400, Atlanta GA 30339</td>
</tr>
<tr>
<td><strong>Contact Person</strong></td>
<td>Rod Radcliffe</td>
</tr>
<tr>
<td><strong>E-mail:</strong></td>
<td><a href="mailto:rradcliff@adventpds.com">rradcliff@adventpds.com</a></td>
</tr>
<tr>
<td><strong>Phone No:</strong></td>
<td>404.365.4810</td>
</tr>
<tr>
<td><strong>Contract Period</strong></td>
<td>Westin Birmingham 01/2011-02-2013 \ Renaissance 2006-2009</td>
</tr>
<tr>
<td><strong>Services Provided</strong></td>
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## PROPOSER REFERENCES

### FOR PROPOSER:

Knothe & Bruce

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<table>
<thead>
<tr>
<th>Organization Name</th>
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<th>Phone No</th>
<th>E-mail</th>
<th>FAX:</th>
</tr>
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<tbody>
<tr>
<td>LZ Ventures</td>
<td>Grand Central Apartments</td>
<td>1022 W. Johnson Street, Madison WI 53715</td>
<td>Brad Zellner</td>
<td>608.444.1068</td>
<td><a href="mailto:bzellner@me.com">bzellner@me.com</a></td>
<td></td>
</tr>
<tr>
<td>Badger Bus</td>
<td>The Depot Apartments</td>
<td>18 S. Bedford St, Madison WI 53703</td>
<td>Jim Meier</td>
<td>608.255.1511</td>
<td><a href="mailto:jim@meiertruckservice.com">jim@meiertruckservice.com</a></td>
<td></td>
</tr>
<tr>
<td>LZ Ventures</td>
<td>X-01</td>
<td>1001 University Avenue Madison WI 53715</td>
<td>Brad Zellner</td>
<td>608.444.1068</td>
<td><a href="mailto:bzellner@me.com">bzellner@me.com</a></td>
<td></td>
</tr>
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</table>

Contract Period:
- July 2007 - September 2009
- January 2009 - September 2010
- September 2010 - Present

Services Provided:
- Full architectural services
## PROPOSER REFERENCES

Provide company name, address, contact person and information and appropriate information on up to five (5) or more development projects with requirement similar to Judge Doyle Square. If proposer is proposing any arrangement involving a third party, the named references should also be involved in a similar arrangement.

<table>
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<tr>
<th>Organization Name</th>
<th>Project Name</th>
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<tbody>
<tr>
<td>St. Mary's Hospital</td>
<td>St. Mary's Hospital - East Wing</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>707 South Park Street, Madison, Wisconsin, 53715</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Dr. Frank Byrne, MD</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:frank_byrne@ssmhc.com">frank_byrne@ssmhc.com</a></td>
</tr>
<tr>
<td>Phone No</td>
<td>608-258-6733</td>
</tr>
<tr>
<td>FAX</td>
<td>608-258-6731</td>
</tr>
<tr>
<td>Contract Period</td>
<td>2003 - 2008</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Mechanical, Electrical, Fire Protection, IT design engineering</td>
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<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Project Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>J.P. Cullen &amp; Sons, Inc.</td>
<td>Risser Justice Center and Thompson WHEDA Commerce Center</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>802 Northern Lights Boulevard, Verona, Wisconsin, 53593</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Daniel Swanson</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:daniel.swanson@jpcullen.com">daniel.swanson@jpcullen.com</a></td>
</tr>
<tr>
<td>Phone No</td>
<td>608-777-0129</td>
</tr>
<tr>
<td>FAX</td>
<td>608-777-0225</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Structural engineering</td>
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<table>
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<td>Monona Terrace Community and Convention Center</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>2316 Chamberlain Avenue, Madison, Wisconsin, 53726</td>
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<tr>
<td>Contact Person</td>
<td>George Austin</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:avacivicenterprises@gmail.com">avacivicenterprises@gmail.com</a></td>
</tr>
<tr>
<td>Phone No</td>
<td>608-692-6398</td>
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<tr>
<td>FAX</td>
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<tr>
<td>Contract Period</td>
<td>1994 to 1997</td>
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<tr>
<td>Services Provided</td>
<td>Structural engineering and Project Manager for Structural, HVAC, Electrical, Plumbing, Fire Protection and Civil engineering</td>
</tr>
<tr>
<td>Organization Name</td>
<td>Avante Properties</td>
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<tr>
<td><strong>Project Name</strong></td>
<td>Uptown Mixed-Use Development, Fitchburg Technology Campus</td>
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<tr>
<td><strong>Address (include ZIP)</strong></td>
<td>120 E. Lakeside Street Madison, WI 53715</td>
</tr>
<tr>
<td><strong>Contact Person</strong></td>
<td>Chris Armstrong, President</td>
</tr>
<tr>
<td><strong>E-mail:</strong></td>
<td><a href="mailto:chris@avanteproperties.com">chris@avanteproperties.com</a></td>
</tr>
<tr>
<td><strong>Phone No:</strong></td>
<td>608-294-4086</td>
</tr>
<tr>
<td><strong>FAX:</strong></td>
<td>608-294-9219</td>
</tr>
<tr>
<td><strong>Contract Period</strong></td>
<td>2005 - Present</td>
</tr>
<tr>
<td><strong>Services Provided</strong></td>
<td>Civil engineering, stormwater management, surveying, landscape architecture, urban design</td>
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<thead>
<tr>
<th>Organization Name</th>
<th>T. Wall Properties</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project Name</strong></td>
<td>8333 Greenway Blvd., Community of Bishops Bay, Tribecca Village, The West End</td>
</tr>
<tr>
<td><strong>Address (include ZIP)</strong></td>
<td>8401 Greenway Blvd., Suite 800 Middleton, WI 53562</td>
</tr>
<tr>
<td><strong>Contact Person</strong></td>
<td>Andrew Inman, PE, VP of Development</td>
</tr>
<tr>
<td><strong>E-mail:</strong></td>
<td><a href="mailto:ainman@twallproperties.com">ainman@twallproperties.com</a></td>
</tr>
<tr>
<td><strong>Phone No:</strong></td>
<td>608-441-1647</td>
</tr>
<tr>
<td><strong>FAX:</strong></td>
<td>608-662-0500</td>
</tr>
<tr>
<td><strong>Contract Period</strong></td>
<td>1992 - Present</td>
</tr>
<tr>
<td><strong>Services Provided</strong></td>
<td>Civil engineering, stormwater management, surveying, landscape architecture, urban design, TIF analysis &amp; public funding applications, land use entitlements</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Mortenson Investment Group, LLC</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project Name</strong></td>
<td>Arbor Gate, Cornerstone</td>
</tr>
<tr>
<td><strong>Address (include ZIP)</strong></td>
<td>3001 West Beltline Highway, Suite 202 Madison, WI 53713</td>
</tr>
<tr>
<td><strong>Contact Person</strong></td>
<td>Bradley L. Hutter, President &amp; CEO</td>
</tr>
<tr>
<td><strong>E-mail:</strong></td>
<td><a href="mailto:bradley.hutter@migllc.biz">bradley.hutter@migllc.biz</a></td>
</tr>
<tr>
<td><strong>Phone No:</strong></td>
<td>608-509-1000</td>
</tr>
<tr>
<td><strong>FAX:</strong></td>
<td>608-509-1040</td>
</tr>
<tr>
<td><strong>Contract Period</strong></td>
<td>2004 to Present</td>
</tr>
<tr>
<td><strong>Services Provided</strong></td>
<td>Civil engineering, stormwater management, site design, surveying, landscape architecture, urban design, TIF analysis &amp; public funding, land use entitlements, environmental assessment</td>
</tr>
</tbody>
</table>
Provide company name, address, contact person and information and appropriate information on up to five (5) or more development projects with requirement similar to Judge Doyle Square. If proposer is proposing any arrangement involving a third party, the named references should also be involved in a similar arrangement.

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Project Name</th>
<th>Address (include ZIP)</th>
<th>Contact Person</th>
<th>Phone No:</th>
<th>E-mail:</th>
<th>FAX:</th>
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</thead>
<tbody>
<tr>
<td>Vriebicher Associates, Inc. - Civil Engineering for Journeymen Austin Holdings, Inc.</td>
<td>Flad Development &amp; Investment Corp.</td>
<td>Oakbridge Commons 7941 Tree Lane, Suite 105, Madison, WI 53717</td>
<td>John J. Flad, President</td>
<td>608-833-8100</td>
<td><a href="mailto:jflad@flad-development.com">jflad@flad-development.com</a></td>
<td>608-833-8105</td>
</tr>
<tr>
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Civil engineering, stormwater management, surveying, site design.
**PROPOSER REFERENCES**

<table>
<thead>
<tr>
<th>FOR PROPOSER:</th>
<th>Findorff</th>
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Provide company name, address, contact person and information and appropriate information on up to five (5) or more development projects with requirement similar to Judge Doyle Square. If proposer is proposing any arrangement involving a third party, the named references should also be involved in a similar arrangement.

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Urban Land Interests</th>
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</thead>
<tbody>
<tr>
<td>Project Name</td>
<td>Block 89</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>10 E. Doty Street Madison, WI 53703</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Brad Binkowski</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:bbinkowski@uli.com">bbinkowski@uli.com</a></td>
</tr>
<tr>
<td>Phone No:</td>
<td>(608) 251-0706</td>
</tr>
<tr>
<td>Contract Period</td>
<td>1996-2000</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Pre-construction, Construction</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Lodgeworks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Name</td>
<td>Hyatt Place Hotel</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>333 W. Washington Ave, Madison, WI 53703</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Don Marvin</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:don.marvin@lodgeworks.com">don.marvin@lodgeworks.com</a></td>
</tr>
<tr>
<td>Phone No:</td>
<td>(316) 681-5100</td>
</tr>
<tr>
<td>Contract Period</td>
<td>2008 to 2010</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Pre-construction, Construction</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Executive Management Inc.</th>
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<tbody>
<tr>
<td>Project Name</td>
<td>University Square</td>
</tr>
<tr>
<td>Address (include ZIP)</td>
<td>365 E. Campus Mall, Madison, WI 53715</td>
</tr>
<tr>
<td>Contact Person</td>
<td>Greg Rice</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:greg@emi-mgmt.com">greg@emi-mgmt.com</a></td>
</tr>
<tr>
<td>Phone No:</td>
<td>608-242-5566</td>
</tr>
<tr>
<td>Contract Period</td>
<td>2006 to 2008</td>
</tr>
<tr>
<td>Services Provided</td>
<td>Pre-construction, Construction</td>
</tr>
</tbody>
</table>
**FOR PROPOSER:** Findorf

Provide company name, address, contact person and information and appropriate information on up to five (5) or more development projects with requirement similar to Judge Doyle Square. If proposer is proposing any arrangement involving a third party, the named references should also be involved in a similar arrangement.

<table>
<thead>
<tr>
<th><strong>Organization Name</strong></th>
<th>City of Madison</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project Name</strong></td>
<td>Monona Terrace Convention Center</td>
</tr>
<tr>
<td><strong>Address (include ZIP)</strong></td>
<td>One John Nolen Drive, Madison, WI 53703</td>
</tr>
<tr>
<td><strong>Contact Person</strong></td>
<td>George Austin*</td>
</tr>
<tr>
<td><strong>E-mail:</strong></td>
<td><a href="mailto:avaciviccenterenterprises@gmail.com">avaciviccenterenterprises@gmail.com</a></td>
</tr>
<tr>
<td><strong>Phone No:</strong></td>
<td>608-692-6398</td>
</tr>
<tr>
<td><strong>Contract Period</strong></td>
<td>1995 to 1997</td>
</tr>
<tr>
<td><strong>Services Provided</strong></td>
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</table>

*George Austin was with the City of Madison during this project

<table>
<thead>
<tr>
<th><strong>Organization Name</strong></th>
<th>Marcus Hotels</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project Name</strong></td>
<td>Hilton Madison Monona Terrace</td>
</tr>
<tr>
<td><strong>Address (include ZIP)</strong></td>
<td>9 E. Wilson Street, Madison, WI 53703</td>
</tr>
<tr>
<td><strong>Contact Person</strong></td>
<td>Craig Rambo</td>
</tr>
<tr>
<td><strong>E-mail:</strong></td>
<td><a href="mailto:craigrambo@marcushotels.com">craigrambo@marcushotels.com</a></td>
</tr>
<tr>
<td><strong>Phone No:</strong></td>
<td>414-905-1257</td>
</tr>
<tr>
<td><strong>Contract Period</strong></td>
<td>1999 to 2001</td>
</tr>
<tr>
<td><strong>Services Provided</strong></td>
<td>Pre-construction, Construction</td>
</tr>
</tbody>
</table>
1. Proposer and the Officers

**The Legal Name of the Proposer**

Journeyman Group (JG) is proposing to act as Master Developer for the Judge Doyle Square project. Journeyman Group will form a to be formed single purpose entity to enter into the development agreement and the subsequent closing and holding of the property. JG will be singularly responsible for project delivery and will be accountable for the performance of the team for the duration of the project.

JG, with its team, will offer a full spectrum of professional services necessary to complete the project including, but not limited to, financing; development; pre-construction (including estimating, scheduling); design management; furniture, fixture and equipment (FF&E) procurement; and construction, and operation management.

Our company has a proven track record of providing cities with the best value and the least risk. We are industry experts in public, commercial, hospitality, residential, historic, mixed-use, and office development projects. We understand how to manage the challenges and maximize the opportunities that come with each unique development project.

JG and its team typically funds pre-development costs at risk, demonstrating our commitment to moving projects forward as expeditiously as possible. Therefore, our team fully understands and accepts all pre-development requirements set forth in the RFQ.

**Authorized Officers**

Journeyman Group has authorized Sam Kumar, President, Harley Blackburn, Vice President and Robert Gallup, Vice President to legally bind the development venture to the development contracts.
Journeyman will enter into a series of agreements with third parties in connection with the development of the Hotel(s), Retail, Office, Residential and Parking on Blocks 88 and 105. This section describes the members of the Development Team.

**THE DEVELOPERS**

**JOURNEYMAN GROUP**

The Master Developer, Journeyman Group (JG) employs key staff with a nationwide reputation for providing development and construction services to a broad range of nationwide clients—from commercial to city, state and local governments, as well as the Federal Government. If successful, Journeyman will form a Project specific entity with its Development Partners that will assume responsibility for delivery of all aspects of the Project.

From its staff experience JG has the capabilities of a nationwide leader and innovator in the area of public-private ventures, and our staff pioneering spirit has produced a number of ground breaking development events. Together with its affiliated companies, JG’s staff has master planned or developed over 200 projects at a combined cost of over $2 billion. Journeyman Group, or the established entity, will enter into separate agreements with its Development Partners, Architects and General Contractor(s) for the design and construction of the Project.

**MARCUS HOTELS & RESORTS**

Marcus Hotels & Resorts (MH&R) will become a Development Partner for the ownership and management of the hospitality projects proposed for Block 88. With a considerable presence in the Madison community and current Operator/Owner of the adjacent Hilton Monona Terrace, we believe there are considerable advantages to having Marcus Hotels and Resorts as a partner on the hospitality elements we propose. MH&R is a wholly owned subsidiary of the Marcus Corporation, a 77 year old third generation public company (traded on the NYSE, symbol MCS) based in Milwaukee, Wisconsin. Our organization has had a very distinguished history in the real estate and entertainment industries owning over 150 restaurants under several brand names, founding, growing and subsequently selling a 207 property limited service hotel chain known as Baymont Inns (formerly Budgetel Inns), and have recently become the 5th largest movie theater owner in the United States with nearly 700 movie screens in 65 locations throughout the Midwest, and 20 full service hotels and resorts with an active pipeline of future deals as well.

Marcus Hotels & Resorts is a collection of higher end full service hotels and resorts mainly located throughout the Midwest. Our hotel/resort portfolio consists of many of the premium brands such as Westin, Marriott, Hilton, InterContinental as well as Preferred Hotels & Resorts. Marcus also owns and operates several independent branded properties as well such as the Grand Geneva Resort & Spa in Lake Geneva. In Madison, WI, where Marcus has had a long and prosperous history; developed numerous Marcus Theaters, developed several Baymont Inns and operate two of the region’s largest hotels. The Hilton Madison Monona Terrace is 100% owned, while the Sheraton across from the Alliant Center reflects a minority ownership interest.
MH&R is also well regarded as an operator within the full service lodging industry and are approved to manage all of the major brands including Marriott, Renaissance, Hyatt, InterContinental, Hilton, Westin, Sheraton. In addition to the two Madison hotels, Marcus successfully operates four other hotels/resorts in Wisconsin including; the Pfister in Milwaukee, InterContinental Milwaukee, the Hilton Hotel which is physically connected to the Milwaukee Convention Center as well as Grand Geneva Resort and Spa in southeast WI. Many of the other Marcus owned and managed hotels are other similar Mid-western cities.

LZ Ventures (LZ) will become a Development Partner for the ownership and management of the residential portion of the Project on Block 105. LZ is based in Madison and is known within the community for their recent Grand Central, Glacier Valley, and Water Crest Condominiums residential developments. The combined development and construction experience of LZ’s principals is seldom equaled, as is the role they continue to play in the success of downtown Madison development. For over 20 years the principals of LZ have been working in concert with the City from both the positions of general contractor (past) and developer (current) to deliver high-profile projects of exceptional quality throughout downtown and the UW-Madison campus. As a result, LZ brings a unique and invaluable perspective to the Project.

The Gialamas Company will become a Development Partner for the ownership and management of the office portions of the Project on Block 105. The Gialamas Company specializes in Class A Commercial Real Estate. For more than 35 years, Gialamas has brought its real estate development, brokerage, leasing and building management expertise to the City of Madison and the State of Wisconsin. The company’s fully integrated in-house staff and maintenance team, combined with our distinct knowledge and experience, ensures the highest level of service from all facets of the company.

**Development/Design Consultants**

Schaeffer Consulting will provide services in municipal process, community engagement, government relations, and association management. Their experience covers a wide spectrum, including successfully managed trade associations, spearheading community engagement efforts, and advocacy on behalf of individuals, development projects, associations, and businesses on a myriad of local issues. Their experience in managing and working with a diverse set of clients gives them industry specific expertise, focusing on business trade, economic development, zoning and land use policy, and real estate development project approval.

Arrival Partners will provide development, planning and advisory services for this complex mixed-use development. They will work with the development partners to align the economic feasibility and required investor returns with the physical program, operations and desired guest experiences. Arrival Partners will lead the entitlement efforts. They will work in collaboration with the entire development team to ensure sustained project success through completion and beyond. Prior to founding Arrival Partners, Owner Doug Nyssse spent 17 years with Kahler Slater where he led their Hospitality Design Team, and he has completed numerous four-star and five-star urban hotel and destination resort developments in partnership with premium international hotel brands and independent luxury hoteliers. Mr. Nyssse founded Arrival Partners with his passion for and knowledge of hospitality design that will make him an invaluable resource to our Team and the Madison community.
Michael Best & Friedrich, LLP will act as Development Counsel. With a history that began in 1848, Michael Best has earned a reputation for goal-driven legal representation and construction/infrastructure is one of the firm’s core competencies. Through more than a century and half of business and technological evolution, top regional, national and global businesses have sought their candid, informed counsel. Today Michael Best provides legal services to established businesses, emerging technology companies and individuals navigating important legal and business issues. Their experience on similar projects to those proposed for Judge Doyle Square is considerable with their involvement on Madison’s major infill redevelopment of the University Square property being most notable.

THE DESIGN TEAM

Kahler Slater will lead our Design Team as the Architect of Record for both Blocks 88 and 105. Kahler Slater was the architect for the Hilton Monona Terrace and has been involved with previous hospitality planning efforts for over a decade. They believe that every successful experience has 4 elements—Perception, People, Products/Services and Place—and that each of these elements should be intentionally designed and not left to chance. We expect that they will help create or refine the Developer’s and Community’s vision for Blocks 88 and 105 to design an integrated, authentic total experience. Kahler Slater has the knowledge and shares a passion for hospitality with their clients, and works with them to create hotels and resorts that maintain a long term, sustained competitive advantage in their marketplace.

CMMI will assume responsibility for the planning and interior design of the Block 88 hotel(s). CMMI is an Atlanta architecture firm that has positioned itself over the decades as leaders in the hotel and resort design field on projects across the United States and abroad. Their impressive portfolio of work includes projects for every major hotel flag in the country including Marriott, Hilton, Starwood, Hyatt, Omni, and others. CMMI’s experience should not be judged simply by longevity and volume but by their range and quality. The firm’s versatility and sensitivity to each client’s needs was recently demonstrated by their work on the renovation Hyatt Regency in Milwaukee, Wisconsin.

Knothe & Bruce will assume responsibility for the planning and design of the Block 105 residential elements. Knothe Bruce is an award-winning architectural firm that for almost 40 years has maintained a fresh approach to design. Their quality extends beyond the brick and mortar of the housing, commercial, retail and office developments they design, but results in a richer experience of who we are, where we’re going and where we can go together.
Since 1992, Metropolitan Capital Advisors (MCA) has specialized in arranging debt and equity capital for commercial real estate on behalf of developers, investors and owners. MCA is committed to the exclusive representation of its clients as a financial intermediary, clearly positioned to provide unbiased recommendations and solutions. Exclusive deliverability, certainty of execution and a proven process have allowed MCA to achieve a closing ratio that exceeds 90% on transactions MCA takes to the Capital Markets.

The Design Team (Engineers)

Vierbicher has extensive experience with providing municipal and civil engineering services to both public and private clients for a wide range of project types. Vierbicher is a multi-disciplined consulting firm that provides services to public and private clients in the upper-Midwest. Vierbicher delivers creative, yet proven and responsible solutions for our clients by applying the collective expertise and collaborative vision of our planning, community development and engineering teams. They are committed to providing the highest level of skill and expertise to clients in the Upper Midwest.

Henneman Engineering will provide structural, mechanical, and electrical engineering services. Henneman Engineering is a with nearly 200 engineers and technical employees in eight cities across the nation. Projects range from engineering studies to $200 million building facilities. The mission of Henneman is to provide innovative, cost-effective and quality engineering solutions that are responsive to client’s needs in a professional and profitable manner.

Walker Parking Consultants is the largest parking consulting and parking design firm in the United States with 14 offices, over 200 employees, and more than 10,000 completed parking projects. Their parking consultants, parking garage engineers and designers, assist in realizing parking garage system’s potential. They start by helping better analyze, control, and manage a parking garage’s revenues and expenses, and then work to identify the most cost-effective and efficient options for achieving objectives.

CGC, Inc. specializes in geotechnical engineering and design, construction observation and laboratory testing services on projects ranging from small one-story additions to major high rise buildings, lakes/retention ponds, wastewater treatment facilities, landfills, highways, bridges, and other structures. CGC’s client base is quite diverse, consisting of architects/engineers, developers, contractors, the State of Wisconsin (WDOT, Division of State Facilities, etc.), attorneys and owners. CGC has successfully completed over 10,000 projects since its inception in 1994.
Ken Saiki Design is an award winning, multi-disciplinary firm specializing in landscape architecture and sustainable site design. The company provides services to both public and private clientele with project locations throughout the State of Wisconsin and the upper Midwest. They treat all of our projects as unique challenges, not applying previously developed solutions, though leaning heavily upon the collective wisdom and experience of their staff, our collaborators and clients. Ken Saiki Design is an office with over 100 years of combined staff experience in landscape architecture. Their staff includes professional landscape architects, civil engineer, LEED accredited professionals, landscape designers with degrees in landscape architecture, and student interns.

The General Contractor
Journeyman Group has selected Findorff Construction as it prime General Contractor for both Blocks 88 and 105. Their extensive experience not only within the Madison community but on multiple sites near and adjacent to Judge Doyle Square warrants their involvement. Findorff is a company built on character and integrity with a culture that supports giving generously to our community. Findorff has a reputation for providing the best, most efficient solution for each client, every time; and their standards for craftsmanship make quality their mission. Journeyman recognizes that the quality of convention oriented hotels is vital as it will have a significant impact on the convention and business traveler’s experience contributing to the positive impression of Madison. For “thousands of projects and more than 120 years after their simple beginnings, Findorff is still known for its unparalleled quality and industry leadership.”

We use the term “General Contractors” to reflect our goal to make opportunities available to other local and/or Small or Disadvantaged general contracting entities. Though the opportunities for such other contractors and methods of procurement are yet to be determined, it is possible that streetscape work, tenant interiors, or residential finishes could be performed by others, so that the construction opportunities offered by Judge Doyle Square can be shared. With this being said, it is understood that Findorff will employ fair and open methods for the procurement of subcontractors and suppliers, with an appropriate preference to qualified local, Small or Disadvantaged business entities.
### 3. Key Project Team Members & Affiliates

<table>
<thead>
<tr>
<th>FIRM</th>
<th>KEY MEMBERS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Developers</strong></td>
<td></td>
</tr>
<tr>
<td>Journeyman Group</td>
<td>Sam Kumar, President</td>
</tr>
<tr>
<td></td>
<td>Harley Blackburn, Vice President</td>
</tr>
<tr>
<td></td>
<td>Robert Gallup*, Vice President/Development Manager</td>
</tr>
<tr>
<td>Marcus Hotels</td>
<td>Kirk Rose, President</td>
</tr>
<tr>
<td>LZ Ventures</td>
<td>John Leja, Principal</td>
</tr>
<tr>
<td>The Gialamas Company</td>
<td>George T. Gialamas, President</td>
</tr>
<tr>
<td></td>
<td>Aris Gialamas, Vice President</td>
</tr>
<tr>
<td><strong>Consultants</strong></td>
<td></td>
</tr>
<tr>
<td>Schaeffer Consulting LLC</td>
<td>Carole Schaeffer, President</td>
</tr>
<tr>
<td>Arrival Partners</td>
<td>Douglas Nyssse, Principal</td>
</tr>
<tr>
<td>Michael Best &amp; Friedrich LLP</td>
<td>Angela Black, Principal</td>
</tr>
<tr>
<td></td>
<td>Hamang Patel</td>
</tr>
<tr>
<td>Metropolitan Capital Advisors, Ltd.</td>
<td>Todd McNeil</td>
</tr>
<tr>
<td><strong>Architects</strong></td>
<td></td>
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<tr>
<td>Kahler Slater, Inc.</td>
<td>Glenn Roby, AIA, Principal-in-Charge</td>
</tr>
<tr>
<td>CMMI</td>
<td>William E. Cox, AIA, LEED AP</td>
</tr>
<tr>
<td>Knothe &amp; Bruce, LLC</td>
<td>J. Randolph Bruce, AIA, Managing Member, Principal in Charge</td>
</tr>
<tr>
<td><strong>Engineers</strong></td>
<td></td>
</tr>
<tr>
<td>Hennerman Engineering Inc</td>
<td>Michael Schmidt, PE, SE, AIA, LEED AP, Principal in Charge</td>
</tr>
<tr>
<td>(Structural/MEP)</td>
<td>Liz Douglas, Principal-In-Charge</td>
</tr>
<tr>
<td>Vierbicher (Civil)</td>
<td>David M. Glusick, PE</td>
</tr>
<tr>
<td>Ken Saki Design (Landscape)</td>
<td>Ken Saki</td>
</tr>
<tr>
<td><strong>Geotechnical/Environmental Consultants</strong></td>
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<tr>
<td>CGC Inc.</td>
<td>Michael N. Schultz, PE</td>
</tr>
<tr>
<td><strong>Parking Consultants</strong></td>
<td></td>
</tr>
<tr>
<td>Walker Parking Consultants</td>
<td>Tom Hannula</td>
</tr>
<tr>
<td><strong>Contractor(s)</strong></td>
<td></td>
</tr>
<tr>
<td>Findorff</td>
<td>Dave Beck-Engel, President</td>
</tr>
<tr>
<td>GC (TBD)</td>
<td>TBD</td>
</tr>
</tbody>
</table>
Mr. Robert Gallup, Vice President of Journeyman Group has been chosen as the Development Manager for the Judge Doyle Square project. 

Resumes of key team members are on the following pages.

Sam Kumar, LEED AP BD+C, President
Harley Blackburn, Vice President
Robert Gallup, Vice President
Lisa Houston, Controller

Kirk Rose, President
Bill Reynolds, Sr. Managing Director of MCS Capital, LLC
J. David Merritt, Sr. VP of Development

Bradley S. Zellner, Principal
John J. Leja, Principal

George Gialamas, Owner
Anis Gialamas, Vice President
Andy Van Haren, Facilities and Construction Manager

Carole Schaeffer, President

Douglas P. Nysse, Principal
Glenn Roby, AIA, Principal
David Plank, AIA, CDT, LEED AP
Aaron Ebent, AIA, Associate PM, Lead Designer

William E. Cox, Principal-Architecture
Billie P. Thorne, ASID, Principal - Interior Design
James F. Culpepper, AIA, LEED AP, Senior Principal-Architecture & Interior Design

J. Robert Bruce, AIA, Managing Member/PIC
Donald A. Schroeder, AIA, Member/Architect Designer

Liz Douglas, PE, Principal
Mike Schmidt, PE, SE, AIA, LEED AP, Senior Structural Engineer
Jason Allen, PE, LEED AP, Mechanical Engineer
Engineer Brad Biddick, Electrical Designer
Tim Cole, RCDD, Information Technology Designer
William Peden, CPP, Plumbing and Fire Protection Designer

Dave Beck-Engel, President
Sam Lawrence, Pre-Construction Group Manager
Sam Kumar, LEED AP BD+C
President

Mr. Sam Kumar, President of Journeyman Group and Journeyman Construction, founded the parent company in 2000. Since its inception, Journeyman has experienced rapid growth and an ever-expanding client base.

With over 20 years experience in large commercial project management, Mr. Kumar has led a variety of projects and honed his skills to ensure that each and every project is completed on time, within budget and that it meets the Owner’s and his own high standards. Mr. Kumar has both the experience and the background to quickly evaluate proposed design concepts and perform constructability analyses.

Sam Kumar has built his company on the principle that integrity should always trump celebrity. Every employee at Journeyman shares the same goal, to safely deliver buildings of the highest quality that the Architect, Owner and Journeyman can proudly stand behind. His commitment to excellence, integrity and his understanding of the built environment has given him a unique foundation upon which to create and sustain a successful company.

Select Project Experience
- Triton Center Office Building, Austin, Texas
- 7701 N. Lamar Office Building, Austin, Texas
- Hilton Garden Inn and Convention Center, Lawton, Oklahoma
- Pecan Park Condominiums, Austin, Texas
- Hilton Hotel, Austin Bergstrom International Airport, Austin, Texas
- 5 Fifty-Five Condominiums @ The Hilton Hotel, Austin, Texas
- Hampton Inn & Suites, Moss Point, MS and San Antonio, Texas
- Holiday Inn Hotel & Suites, Georgetown, Texas
- Hilton Garden Inn, Round Rock, Texas
- Hampton Inn, Hattiesburg, Mississippi
- Courtyard Marriott, San Antonio, Texas
- Fort Bragg, Fayetteville, North Carolina
- Holiday Inn Express, Columbus, Texas
- Holiday Inn Express, Rosenberg, Texas
- Lackland 420-Unit Complex, San Antonio, Texas
- Fort Irwin Guest House Hotel, Barstow, California

Education
Masters of Science, Civil Engineering, Construction Engineering and Project Management, University of Texas at Austin

Professional Honors
Ranked first out of 120 students in undergraduate Civil Engineering class
Published work in NSA Magazine
Congressional Testimony on Military Housing Privatization as a privatized housing industry expert
Past Board member with US Hispanic Contractor’s Association
Past Board member with City of Austin Department of Small and Minority Business Resources Advisory Committee
Current Board Member: UT School of Architecture, Dean’s Advisory Council
UT School of Civil Engineering, Dean’s Advisory Council

Congressional Testimony on Military Housing Privatization as a privatized housing industry expert
Past Board member with US Hispanic Contractor’s Association
Past Board member with City of Austin Department of Small and Minority Business Resources Advisory Committee
Current Board Member: UT School of Architecture, Dean’s Advisory Council
UT School of Civil Engineering, Dean’s Advisory Council
Mr. Blackburn has instilled his strong work ethic and drive to succeed into every assignment he has managed for over 20 years.

His depth of experience has led to several award winning projects. With a resume that is both diverse and wide ranging, the Houston native has overseen everything from HEB Plus Stores and historical restorations to the Texas A&M Bonfire Memorial. Specifically, he has worked in Pre-Construction services on multi-story buildings and retail centers to insure that the design meets the parameters of the budget.

A Marine Corps Achievement winner, Mr. Blackburn settles for nothing less than excellence on every single one of his projects.

He has completed multi-million dollar projects through coordinating trades, developing partnerships, and building a positive rapport with architects, engineers, local officials, vendors while maintaining costs. He is well-versed in contract negotiations, project estimating, resolving design issues, document preparation, building codes and regulations, material purchasing and site management.

**Select Project Experience**

- Hilton Garden Inn and Convention Center, Lawton, Oklahoma
- Georgia International Maritime and Trade Center Hotel, Savannah, Georgia
- Exxon Westlake Office Building, Houston, Texas
- Hilton Houston NASA Clear Lake, Houston, Texas
- Houstonian Condominiums, Houston, Texas
- Doubletree Club Hotel Renovations, Austin, Texas
- Silverado Crossing Luxury Apartments, Buda, Texas
- Saltillo Lofts, Austin, Texas
- Potter County Courthouse Historical Restoration, Amarillo, Texas
- Travis County Education, Administration Training Center, Austin, Texas
- H.J. Lutcher Stark Center for Physical Culture & Sports, UT at Austin, Texas
- Jack S. Blanton Museum of Art Café & Bookstore Addition, UT at Austin, Texas
- Episcopal Theological Seminary of the Southwest Rather House Historic Restoration, Austin, Texas
- Lifeworks Family Shelter, Austin, Texas
- Cedar Park Fire Station #04, Cedar Park, Texas
- City of Bee Caves City Hall, Bee Caves, Texas
- Texas A&M Bonfire Memorial, College Station, Texas
- City of Houston Wastewater Treatment Plant, Houston, Texas

**Education**

Electrical Engineering, San Diego State University, San Diego, California
Texas A&M University, College Station, Texas
University of Texas, Austin, Texas
United States Marine Corps

**Associations**

Associated Builders and Contractors
Member, Associated Builders and Contractors, Board of Directors, Central Texas Chapter
Chair, State Board Legislation Committee, Associated Builders and Contractors Committee

**Honors**

Texas A&M Bonfire Memorial, National Award, Assoc. General Contractors of America
Cedar Park Fire Station, Excellence in Construction Merit Award Associated Builders and Contractors, Central Texas
Bee Caves City Hall, Excellence in Construction Merit Award Associated Builders and Contractors, Central Texas
ROBERT S. GALLUP
VICE PRESIDENT

With over 30 years of experience in the construction industry, Mr. Gallup offers extensive expertise in the management of complex projects. With considerable technical and communication skills, he excels in achieving consensus among his project teams and motivating team members to meet or exceed owner expectations.

Throughout his career, Mr. Gallup has worked across the country and directed some of the nation’s highest profile commercial construction projects. His top level experience ranges from lodging, retail, office, healthcare, multi-family and academic facilities.

Mr. Gallup’s ability to view individual projects from such a broad range of perspectives allows him to focus and align the attention the team to the goals of the client.

Select Project Experience
- McDonnell Pediatric Research Building, St. Louis, Missouri
- Union Avenue Streetscape Phase V, Pueblo, Colorado
- Georgia International Maritime and Trade Center Hotel, Savannah, Georgia
- Austin Hilton Convention Center Hotel, Austin, Texas
- Denver Hyatt Convention Center Hotel, Denver, Colorado
- Omaha Hilton Convention Center Hotel, Omaha, Nebraska
- Vancouver Marriott Hotel and Conference Center, Vancouver, Washington
- Osceola County Convention Center and Hotel, Kissimmee, Florida
- Grand Hyatt Convention Center Hotel and Condominiums, San Antonio, Texas
- Intercontinental Forum Hotel, Chicago, Illinois
- City Commons, Chicago, Illinois
- UIC Housing and Commons, Chicago, Illinois
- The Chicagoan, Chicago, Illinois
- 5 Fifty Five Condominiums, Austin, Texas
- Lake 35 Condominiums, Austin, Texas
- Aquaterra Condominiums, Austin, Texas
- Amli II Multi-Use Development, Austin, Texas
- University Park Mixed-Use, Austin, Texas

Education
Bachelor of Science, Civil Engineering, University of the Pacific, Stockton, California

Registrations
Registered Professional Engineer: Texas (retired)
Registered Professional Engineer: Colorado (retired)
Ms. Lisa Houston of Journeyman Group is an accomplished financial executive with a history in public accounting as well as private and independent consulting. Her skills encompass budget forecasts and budgeting, debt restructuring, forensic accounting, HUD multi-family compliance, management of single-purpose entities, real estate development negotiations, and communications with bondholders and trustees.

Throughout her career, Ms. Houston has worked domestically and abroad directing financial management activities and engaging in real estate negotiations for P3 business ventures. Her top level experience includes lodging, multi-family and military installations.

Ms. Houston’s ability to view individual projects from such a broad perspective allows her to focus and align the team’s attention toward financial goals.

**Select Project Experience**
- Hilton Garden Inn, Lawton, Oklahoma
- Holiday Inn Express (Pre-Construction), Austin, Texas
- Holiday Inn Express, Georgetown, Texas
- Holiday Inn Express, Rosenberg, Texas
- Holiday Inn Express, Columbus, Texas
- Hilton Garden Inn, Round Rock, Texas
- Hilton Hotel, Austin Bergstrom International Airport, Austin, Texas
- Austin Hilton Convention Center Hotel (Pre-Construction), Austin, Texas

**Education**
Bachelor of Business Administration, Accounting, University of Texas, Austin

**Certifications**
- Certified Public Accountant
- Certified Forensic Accountant
- Certified in Financial Forensics
KIRK ROSE  
PRESIDENT, MARCUS HOTELS & RESORTS

Kirk A. Rose is president of Marcus Hotels & Resorts, a division of The Marcus Corporation, a NYSE-listed company headquartered in Milwaukee, Wisconsin. Rose joined the company in 2013. Prior to that, he held various positions with Global Hyatt Corporation for nine years, including serving as senior vice president and chief financial officer for six years. Most recently, he was a partner in Salt Creek Hospitality, LLC, a private equity group focused on hospitality real estate that he co-founded with the former president of Global Hyatt. His experience also includes positions with Sears, Roebuck & Company, the Chicago-based law firm of McDermott, Will & Emery, LLP, and Arthur Andersen LLP in Chicago. Kirk currently serves on the board of Crumbs Bake Shop, a New York-based public company known for its innovative and oversized gourmet cupcakes.

Rose was born in Kankakee, Illinois. He received a bachelor’s degree in management sciences from Duke University and a J.D. degree from Indiana University School of Law. In his free time, he enjoys spending time with family, golf, traveling and Duke basketball.
BILL REYNOLDS
Sr. Managing Director of MCS Capital, LLC

Mr. Bill Reynolds has managed the acquisition and disposition of more than $2 Billion of hotels, resorts and executive conference centers in private and public companies as well as numerous management contract and co-investment deals.

Select Project Experience
• D/FW Lakes Hilton Conference Center, Grapevine, Texas
• South Seas Plantation Resort, Captiva, Florida
• Princeton Forrestal Executive Conference Center, Princeton, New Jersey
• Eaglewood Conference Resort, Itasca, Illinois
• Marriott Complex at Miami Airport, Miami, Florida
• Dulles Airport Hyatt, Herndon, Virginia
• Inn at Morro Bay, Morro Bay, California
• Wyndham Milwaukee (now Intercontinental), Milwaukee, Wisconsin
• Hilton Gaslamp, San Diego, California
• Marriott at Vanderbilt, Nashville, Tennessee

Associations
Full Member, Urban Land Institute
Member, ULI Hotel Development Council
Trustee, American Resort Development Association
Trustee, American Hotel Lodging Association
Steering Committee, Americas Lodging Investment Summit (“ALIS”)

Honors
Secretary of the College Emeritus, Trinity College, Hartford, Connecticut
Alumni Medal of Honor, Trinity College, Hartford, Connecticut
Trustee of Trinity College, 1999 - 2007
Chair of Advancement and Physical Plant Committees
Frequent speaker at lodging industry investment conferences
J. DAVID MERRITT  
**Senior Vice President of Development**

David Merritt joined Marcus Hotels & Resorts in 2005 as Senior Vice President of Development. He is responsible for all development-related activities, including ground up projects, acquisition and reposition opportunities as well as sliver investment with existing owners and third-party management. Mr. Merritt maintains an active pipeline of new build and development opportunities as well as several third party management contracts.

Over the course of his career he has been instrumental in the acquisition, development, joint venture or secured third party management contracts for over 100 hotels throughout the United States and Canada. Several of his most recent projects include the acquisition of the Marriott Cornhusker Hotel, Lincoln, NE, the Westin Atlanta Perimeter North in Atlanta, InterContinental Hotel in Milwaukee, Westin Hotel in Columbus, OH, Sheraton Hotel, Madison, WI, Skirvin Hotel, Oklahoma City, and management contracts for the Xona Resort Suites, AZ, and the Sheraton Clayton, MO among others.

Prior to joining Marcus Hotels, Mr. Merritt served as Sr. Vice President of Development for Lane Hospitality, a Chicago based hotel owner and operator. His prior hotel industry experience includes senior positions with Interstate Hotels Corporation, FFC Hospitality, Westmont Hospitality and Laventhol & Horwath.

**Select Project Experience**

- Marriott Cornhusker Hotel, Lincoln, Nebraska
- Westin Atlanta Perimeter North, Atlanta, Georgia
- InterContinental Hotel, Milwaukee, Wisconsin
- Westin Hotel, Columbus, Ohio
- Sheraton Hotel, Madison, Wisconsin
- Skirvin Hotel, Oklahoma City, Oklahoma
- Xona Resort Suites, Scottsdale, Arizona
- Sheraton Clayton, St. Louis, Missouri

**Education**

Bachelor of Science, Cornell University School of Administration, Ithaca, New York

**Associations**

Member, Cornell Society of Hotelman  
Member, Urban Land Institute  
Guest Lecturer, Milwaukee Rescue Mission  
Regularly quoted in industry publications as well as an active panelist in hospitality industry conferences
BRADLEY S. ZELLNER
PRINCIPAL

For over 30 years Mr. Bradley Zellner has built an impressive career in construction and development. Serving as President and Chief Operating Officer for Stevens Construction Corp. in Madison, Wisconsin, Brad was crucial in turning Stevens into one of the largest construction companies in the state—with housing, commercial space and lodging at the heart of its growth.

In 2009, Mr. Zellner co-founded development company, LZ Ventures, with Mr. John Leja. Based in Madison, LZ Ventures has developed several highly successful housing projects, including Grand Central Apartments on the University of Wisconsin-Madison campus and Glacier Valley Apartments on Madison’s far east side.

With extensive experience in both construction and development, Mr. Zellner brings a unique and valuable dual perspective to the art of planning and building. Through LZ Ventures, his commitment to quality, community and the City of Madison continue to turn opportunities into assets for the city and its residents.

Select Project Experience

LZ Ventures
- Water Crest Condominiums, Monona, Wisconsin
- Grand Central Apartments, Madison, Wisconsin
- Glacier Valley Apartments, Madison, Wisconsin
- Xø Apartments, Madison, Wisconsin (completion in August 2013)

Stevens Construction, Principal
- Butler Plaza, Madison, Wisconsin
- The Embassy Apartments, Madison, Wisconsin
- Equinox Apartments, Madison, Wisconsin
- Marina Condominiums, Madison, Wisconsin
- Madison Mark, Madison, Wisconsin
- The Wilderness Resort and Waterparks, Wisconsin Dells, Wisconsin

Education
Bachelor of Science, Industrial Technology Management, University of Wisconsin-Stout, Menomonie, Wisconsin

Honors
Grand Central, 2010 InBusiness Commercial Design Winner for Best New Residential Development (Multi-Unit), 2009 ABC-Wisconsin Projects of Distinction Award
Water Crest Condominiums, 2009 AGC Build Wisconsin Award, 2008 ABC-Wisconsin Projects of Distinction Award
Marina Condominiums, 2007 President’s Award Overall Excellence, Metal Construction Association
Wilderness Hotel & Resort, 2007 Signature Series Award
Equinox Apartments, 2006 ABC-Wisconsin Projects of Distinction
Wilderness Cabins (Phase IV), 2005 ABC-Wisconsin Projects of Distinction
Wilderness On The Lake, 2004 AGC Build Wisconsin Award
Wilderness On The Lake, 2003 ABC-Wisconsin Projects of Distinction
JOHN LEJA  
PRINCIPAL

From 2001 to 2009, Mr. John Leja served as Chief Operating Officer and Executive Director of Stevens Construction Corp. in Madison, Wisconsin. In part through his stewardship and keen insight for emerging markets and trends, Stevens experienced significant growth and success unlike anytime in its decades long history.

After 17 years in the construction industry, Mr. Leja co-founded development company LZ Ventures with his partner Mr. Bradley Zellner in 2009. Mr. Leja’s ability to recognize opportunities where many see none is equaled by his capability to take a project from point A to completion in a streamlined, focused manner.

Combining his 22 years of construction and development acumen with a love of architecture and its importance to the landscape and beauty of both urban and rural settings, Mr. Leja’s role in LZ Ventures has been vital in the success of several developments in Madison and the surrounding area, including Grand Central Apartments on the University of Wisconsin-Madison campus and Water Crest Condominiums on the shores of lake Monona in Monona, Wisconsin.

Select Project Experience
LZ Ventures

• Water Crest Condominiums, Monona, Wisconsin
• Grand Central Apartments, Madison, Wisconsin
• Glacier Valley Apartments, Madison, Wisconsin
• Xo1 Apartments, Madison, Wisconsin (completion in August 2013)

Stevens Construction, Principal

• Butler Plaza, Madison, Wisconsin
• The Embassy Apartments, Madison, Wisconsin
• Equinox Apartments, Madison, Wisconsin
• Marina Condominiums, Madison, Wisconsin
• Madison Mark, Madison, Wisconsin
• The Wilderness Resort and Waterparks, Wisconsin Dells, Wisconsin

Education
Bachelor of Science, Major in Construction Management, Minor in Real Estate & Business, University of Wisconsin-Madison

Honors
Grand Central, 2010 InBusiness Commercial Design Winner for Best New Residential Development (Multi-Unit), 2009 ABC-Wisconsin Projects of Distinction Award

Water Crest Condominiums, 2009 AGC Build Wisconsin Award, 2008 ABC-Wisconsin Projects of Distinction Award

Marina Condominiums, 2007 President’s Award Overall Excellence, Metal Construction Association

Wilderness Hotel & Resort, 2007 Signature Series Award

Equinox Apartments, 2006 ABC-Wisconsin Projects of Distinction

Wilderness Cabins (Phase IV), 2005 ABC-Wisconsin Projects of Distinction

Wilderness On The Lake, 2004 AGC Build Wisconsin Award

Wilderness On The Lake, 2003 ABC-Wisconsin Projects of Distinction
George Gialamas, President of The Gialamas Company, has long been an active member of the Madison community. For more than 35 years, George and his team have been instrumental in several major commercial developments and a driving force in the promotion of Madison, Dane County and the State of Wisconsin. Mr. Gialamas’s vision and philosophy have sparked development for the City of Madison, attracting new people, new jobs and new opportunities. His dedication to promoting economic growth in the area includes the ownership and development of the state’s premier business and research park, Old Sauk Trails Park. Since 1984, “The Park” has grown to more than 57 buildings, totaling in excess of 200+ companies and occupying 3 million SF.

Select Project Experience
- One Erdman Place, Madison, Wisconsin
- 1214 John Q. Hammons Drive, Madison, Wisconsin
- Deming Way Projects, Madison, Wisconsin
  - 1209 & 1240 Deming Way
  - 918 Deming Way
  - 1111 Deming Way
- Excelsior Drive Projects, Madison, Wisconsin
  - 8000 Excelsior Drive
  - 8010 Excelsior Drive
  - 8017-8025 Excelsior Drive
  - 8020 Excelsior Drive
  - 8025 Excelsior Drive
  - 8030 Excelsior Drive
  - 8040 Excelsior Drive
  - 8401 Excelsior Drive
- 1200 John Q. Hammons Drive, Madison, Wisconsin
- 10 Terrace Court, Madison, Wisconsin

Education
Marquette University

Associations
Board Member, UW Lung Cancer Foundation

Honors
Helen Way Klingler College of Arts and Sciences, Distinguished Alumnus of the Year (2008), Marquette University
Midwest Commercial Real Estate Hall of Fame by Midwest Real Estate News

Named to “The Madison All-Century List: A Salute to the Top 50 People who Shaped Madison”
Presented with the Ellis Island Medal of Honor Award
Aris Gialamas is Vice President of Sales and a licensed real estate broker for The Gialamas Company. He primarily focuses on commercial real development and leasing throughout the greater Madison area. Aris has a strong desire to meet his clients’ needs and has evolved with The Gialamas Company from the ground up since the age of 14.

Mr. Gialamas has additional experience in the development, leasing and contracting of several projects for a leading innovator in the dental health care industry. Currently, he is pursuing his Certified Commercial Investment Member certification and is a member of the Commercial Real Estate Brokers Group of Madison.

Select Project Experience

- Old Sauk Trails Park – Development of 490 acre commercial office park, Madison, Wisconsin
- One Erdman Place, Madison, Wisconsin
- 1241 John Q. Hammons Drive, Madison, Wisconsin
- Deming Way Projects, Madison, Wisconsin
  - 1209 Deming Way
  - 1240 Deming Way
  - 918 Deming Way
  - 1111 Deming Way
- Excelsior Drive Projects, Madison, Wisconsin
  - 8000 Excelsior Drive
  - 8010 Excelsior Drive
  - 8017 Excelsior Drive
  - 8020 Excelsior Drive
  - 8025 Excelsior Drive
  - 8030 Excelsior Drive
  - 8040 Excelsior Drive
  - 8401 Excelsior Drive
- 1200 John Q. Hammons Drive, Madison, Wisconsin
- 10 Terrace Court, Madison, Wisconsin
- High Point Office and Shopping Center, Madison, Wisconsin
Andy Van Haren
Facilities and Construction Manager

Andy Van Haren joined The Gialamas Company in 1995. As the Facilities and Construction Manager, he is responsible for monitoring the schedule, performance, and cost of all development projects. He also manages the in-house maintenance staff, repairs, and contractors for more than 1,000,000 SF of office space. Andy also oversees all tenant build-out and remodeling projects, which include estimating and contracting. Prior to joining The Gialamas Company, Mr. Van Haren was a Project Supervisor for Planning Design/Build, (now Iconica).

Mr. Van Haren draws from his more than 35 years of experience in the construction and facilities fields to manage his team and achieve The Gialamas Company goal of providing the best service available. He always aims to exceed tenant expectations.

Select Project Experience

- Old Sauk Trails Park – Development of 490 acre commercial office park, Madison, Wisconsin
- One Erdman Place, Madison, Wisconsin
- 1241 John Q. Hammons Drive, Madison, Wisconsin
- Deming Way Projects, Madison, Wisconsin
  - 1209 Deming Way
  - 1240 Deming Way
  - 918 Deming Way
  - 1111 Deming Way
- Excelsior Drive Projects, Madison, Wisconsin
  - 8000 Excelsior Drive
  - 8010 Excelsior Drive
  - 8017 Excelsior Drive
  - 8020 Excelsior Drive
  - 8025 Excelsior Drive
  - 8030 Excelsior Drive
  - 8040 Excelsior Drive
  - 8401 Excelsior Drive
- 1200 John Q. Hammons Drive, Madison, Wisconsin
- 10 Terrace Court, Madison, Wisconsin
- High Point Office and Shopping Center, Madison, Wisconsin

Education
Madison College
Carole Schaeffer has worked with “the process” at the Federal, State, and Local level, including working with the Executive and Legislative branches, as well as advocacy work in the private sector. She has worked on a myriad of issues, including the recent City of Madison Downtown Plan, economic development, zoning code rewrites, and tax incremental finance policy. Ms. Schaeffer’s association management experience includes work as the Executive Director for Smart Growth Greater Madison, a Dane County real estate development trade organization. She provides advocacy on real estate development issues, program development, fund raising, membership development, meeting facilitation, community outreach, and policy coordination for the organization.

Ms. Schaeffer works with individual businesses and developers in her capacity as a consultant and government relations professional. Recent projects include being part of development teams for several student housing apartment complexes in downtown Madison, rezoning a number of properties in anticipation of redevelopment, signage ordinances in several communities, and a mixed-use project on the Madison’s east side.

Her community engagement involvement is both professional and as a volunteer. She has worked with developers to identify and execute public engagement efforts on individual projects, and has also organized and implemented numerous community outreach and education events on behalf of the associations she represents and groups she volunteers for.

Select Project Experience
- Waterfront Apartments downtown redevelopment, Madison, Wisconsin

Public Sector
- Legislative Staffer, WI State Senate
- Member, Zoning Code Rewrite Advisory Committee, City of Madison
- Legislative Analyst, Legislative Reference Bureau

Core Functions
- Municipal Process Approval Consulting
- Community Engagement
- Government Relations
- Association Management
- Meeting Facilitation

Education
Bachelor of Arts, Political Science, University of Concordia, Mequon
Masters, Public Administration, LaFollette School of Public Affairs, University of Wisconsin, Madison

Associations
Boards of Directors, Downtown Madison Inc, Jazz at Five
Boards of Directors, Madison Symphony Orchestra League.
Member, Downtown Rotary,
Member, TEMPO,
Member, Multiple Chambers of Commerce,
Member, Dane Buy Local,
Member, Madison MAGNET
Served on the City of Madison’s Zoning Code Rewrite Advisory Committee
Member, Board of Directors, Madison Area Music Association

Honors
InBusiness Magazine’s 40 under 40
One of the top five women in Economic Development by InBusiness magazine in March 2010
DOUGLAS NYSSÉ
PRINCIPAL

Doug Nyssé of Arrival Partners provides development, planning and advisory services for complex mixed-use developments. Prior to forming Arrival Partners in 2013, Mr. Nyssé spent 17 years at Kahler Slater where he led the Hospitality Design Team. He has completed numerous four-star and five-star urban hotel and destination resort developments in partnership with premium international hotel brands and independent luxury hoteliers. Mr. Nyssé has published numerous articles and spoken at national hospitality conferences regarding hotel and mixed-use developments. His passion for and knowledge of hospitality design has made him an invaluable resource to joint venture partners and clients.

Select Project Experience
Arrival Partners 2013 project experience:
• Kimpton Hotel, Milwaukee, Wisconsin
• Block 21, Aurora, Colorado
• Confidential Apartment Project, Madison, Wisconsin

Mr. Nyssé’s relevant project experience while at Kahler Slater:
• Hilton Madison at Monona Terrace, Wisconsin
• Marriott Milwaukee Hotel, Wisconsin
• Hilton Milwaukee City Center, Wisconsin
• Skirvin Hilton Hotel, Oklahoma City, Oklahoma
• Hotel Phillips, Kansas City, Missouri
• Osthoff Resort renovation and expansion, Wisconsin
• Grand Geneva Resort and Spa, Wisconsin
• American Club Carriage House and Kohler Waters Spa, Wisconsin
• Pfister Hotel and Well Spa, Milwaukee, Wisconsin
• Hotel Roanoke and Conference Center, Virginia
• Miramonte Resort, Indian Wells, California
• Hotel Mediterran, Ulcinj, Montenegro

Education
Bachelor of Architecture, Bachelor of Building Science, School of Architecture and Building Science, Victoria University of Wellington, New Zealand

Presentations
“Hotel Development Market Analysis”, Commercial Association of Realtors, August 2012
“Mixed-Use Projects”, Midwest Lodging Investment Summit, July 2009
“Affordable Renovations”, Wisconsin Hotel & Lodging Association Annual Conference, November 2009

Honors
Oklahoma, 2007 Historic Preservation Award
Skirvin Hilton Hotel, Oklahoma State Historic Preservation Officer’s Citation of Merit
2008 Wisconsin Innkeeper Associate of the Year
GLENN ROBY, AIA
PRINCIPAL, PRINCIPAL-IN-CHARGE

Glenn Roby is a principal with the firm and serves as team leader for our Business Environments Team. He is a skilled architect with more than 12 years of experience managing complex projects, many of which have been developer-led. Mr. Roby provides his clients with solutions to their various design challenges and aids in the coordination of the architectural team in all work, from project inception to completion. Mr. Roby’s clients appreciate his communication skills, technical expertise, his responsiveness, attention to detail, organizational skills and cost saving solutions.

Select Project Experience

• 833 East Michigan Tower, Milwaukee, Wisconsin
• Eaton Corporation, Milwaukee, Wisconsin
• Baker Tilly, Milwaukee, Wisconsin
• Global Water Center, Milwaukee, Wisconsin
• Samsung Telecommunications America, Richardson, Texas
• Martin’s Point Health Care, Portland, Maine
• MillerCoors, Various
• Bswift, Chicago, Illinois
• Junior Achievement of Wisconsin, Milwaukee, Wisconsin
• Stevens Construction, Madison, Wisconsin
• Summit Place Office Park, Milwaukee, Wisconsin
• Erehwon Mountain Outfitters, Milwaukee, Wisconsin
• Cannella Response Television, Burlington, Wisconsin
• United Heartland National Headquarters, Milwaukee, Wisconsin
• Time Warner Cable, Various

Education
Masters, Architecture, University of Wisconsin, Milwaukee
Bachelor of Science, Architectural Studies, University of Wisconsin, Milwaukee

Registrations
Architect, Wisconsin
Construction Document Technologist (CDT), Wisconsin

Organizations
Adjunct Professor, Interior Architecture, MIAD, 2002-present; American Institute of Architects, AIA Wisconsin, member; National Association of Industrial & Office Properties (NAIOP), member; Commercial Association of Realtors Wisconsin (CARW); Young Professionals of Milwaukee, member

Honors
Business Journal Real Estate Awards, Baker Tilly, Eaton; ASID Gold Design Award, DOKA; ASID Silver Design Award, Association of Equipment Managers; ASID Bronze Design Award, Hanson Dodge; ASID Gold Design Award, Time Warner Cable Regional HQ; ASID Silver Award, Plastic Surgery Associates; Mayor’s Design Award, Commerce Street Power Plant
David Plank is an associate principal at Kahler Slater. He is a skilled architect and project manager with 20 years of experience managing complex projects. Mr. Plank provides his clients with solutions to their various design challenges and aids in the coordination of the architectural team in all work, from project inception to completion. Mr. Plank’s clients appreciate his communication skills, technical expertise, his responsiveness and attention to detail. As a LEED Accredited Professional, he has led the LEED certification process on numerous projects for the firm.

Select Project Experience

- Hilton Monona Terrace Hotel and Skywalk, Madison, Wisconsin
- Skirvin Hilton, Oklahoma City, Oklahoma
- Hilton Garden Inn, Milwaukee, Wisconsin
- Marriott Milwaukee Hotel, Milwaukee, Wisconsin
- Hotel Phillips, Kansas City, Missouri
- Nittany Lion Inn, State College, Pennsylvania
- Hotel Roanoke and Conference Center, Roanoke, Virginia
- Hotel Mediteran Resort, Ulcinj, Montenegro
- The Carolina Inn, Chapel Hill, North Carolina
- The Inn at Grand Traverse Commons, Traverse City, Michigan
- Delafield Hotel, Delafield, Wisconsin
- Red Circle Inn, Nashotah, Wisconsin
- Three Arts Club, Chicago, Illinois
- The City Market European Bakery and Café, Whitefish Bay, Wisconsin
- US Bank Tower Parking Structure, Milwaukee, Wisconsin
- Manpower World Headquarters, Milwaukee, Wisconsin

Education
Masters, Architecture, University of Wisconsin-Milwaukee
Master of Architecture, University of Wisconsin-Milwaukee
Bachelor of Arts, Mathematics, cum laude, Carleton College, Northfield, Minnesota

Organizations
Member, American Institute of Architects, AIA Wisconsin, member, National Trust for Historic Preservation; member, Association for Preservation Technology; member, Urban Land Institute; past member, board of directors, Sheboygan County Habitat for Humanity

Honors
Skirvin Hilton, Oklahoma State Historic Preservation Officer’s Citation of Merit
Skirvin Hilton, AIA Oklahoma Merit Award
Lakewood Cemetery Chapel Restoration, Honor Award, AIA Iowa, AIA Central States
AARON EBENT, AIA, LEED AP, BD+C
ASSOCIATE PRINCIPAL, LEAD DESIGNER

Aaron Ebent is an exceptional architect and talented designer with many years of experience in supporting corporate clients through design. Aaron’s clients value his creative design, incredible speed and thorough understanding of their unique business challenges. Aaron has led the planning and design for several corporate, hotel and mixed-use developments, many of which have been developer-led projects.

Select Project Experience

• Marriott Milwaukee Hotel, Milwaukee, Wisconsin
• Hilton Garden Inn Waukesha, Waukesha, Wisconsin
• Percheron Square Master Plan, Milwaukee, Wisconsin
• 833 East Michigan Tower, Milwaukee, Wisconsin
• Eaton Corporation, Milwaukee, Wisconsin
• Baker Tilly, Milwaukee, Wisconsin
• Global Water Center, Milwaukee, Wisconsin
• Samsung Telecommunications America, Richardson, Texas
• Manpower World Headquarters, Milwaukee, Wisconsin
• Stark Investments Master Plan, Milwaukee, Wisconsin
• General Capital Group - Reed Street Yards Master Plan, Milwaukee, Wisconsin
• Associated Banc-Corp., Various
• US Bank Parking Structure, Milwaukee, Wisconsin
• University of Wisconsin - LaBahn Arena, Madison, Wisconsin
• University of Wisconsin - School of Nursing, Madison, Wisconsin

Education
Master of Architecture, University of Illinois at Urbana, Champaign
Bachelor of Science, Architectural Studies & Certificate of Study in Urban Planning, University of Wisconsin, Milwaukee

Registrations
Wisconsin, Illinois

Organizations
Member, AIA; Member, NCARB; Member, Village of Menomonee Falls Architectural Control Board; Member, Commercial Association of Realtors Wisconsin.

Honors
Business Journal Real Estate Awards, Baker Tilly, Eaton Cultural Center Competition, Shenzen, China, AIA Unbuilt Design Award Category
Torre Paris Office Tower & Retail Arcade, Santiago, Chile, Competition Winning Entry
Mr. William E. Cox specializes in base building hotel architecture and interior architecture. He believes that properly designed buildings can improve the lives and experiences of the people who interact with them, and his work on The Heldrich and The Savannah Convention Center Hotel showcase that interplay. As a forward-thinking architect, Mr. Cox is driven to create new and exciting experiences and cutting edge design.

Select Project Experience

- Williamsburg Lodge Renovation and Expansion - Williamsburg, Virginia
  Master planning, renovation of historic 1939 lodge and design of a new 35,000 SF conference facility, 225-seat restaurant and guesthouses.

- Marriott Charleston Renovation - Charleston, South Carolina
  Renovation of the hotel to incorporate building elements, finishes and furniture according to the most recent version of the Marriott brand standards for the Guest Services, Individual and Social Mingle Zones.

- Atlanta Marriott Alpharetta Renovation - Alpharetta, Georgia
  Renovation of the guestrooms, suites, corridors and Concierge Lounge

- Marriott Century Center Renovation - Atlanta, Georgia
  Renovation of the hotel restaurant, part of the lobby and the meeting rooms.

- Worthington Renaissance Fort Worth Renovation - Fort Worth, Texas
  Master planning services for a renovation of the hotel lobby, spa and bar.

- Savannah Convention Center Hotel - Savannah, Georgia
  Architecture and interior design for a new 500-key convention center hotel with meeting rooms, restaurants, and spa.

- Omni Hotel at CNN Center - Atlanta, Georgia
  A new 27-story, four-star hotel tower including two ballrooms totaling 34,000 SF, 13,000 SF meeting rooms and a 600 guestrooms.

- Grand Hyatt Buckhead Renovation - Atlanta, Georgia
  A renovation including 438 guestrooms, suites and bathrooms.

- Atlanta Hilton Hotel Renovation - Atlanta, Georgia
  Full renovation of a downtown hotel including public areas, meeting areas, recreational areas, 1,226 guestrooms and a new sky bridge.

- Sheraton Ballroom Addition - Atlanta, Georgia
  A 15,000 SF ballroom to be built atop an existing parking deck, with approximately 6,000 SF of breakout space, board rooms, restrooms, and back of house space.

- Hyatt Regency Reunion Tower - Dallas, Texas
  A 300,000 SF addition with 30,000 SF ballroom, 40,000 SF exhibition hall, renovation of 200 guestrooms and parking deck.

- Hyatt Regency DFW Airport Hotel - Dallas, Texas
  Consolidation of two buildings (2,000 rooms) during operations, addition of exterior elevated pool at hotel and a complete renovation of public areas.
Billie P. Thorne, ASID  
Principal - Interior Design

Ms. Thorne has expertise in both interior renovations and new construction. Her success in exceeding client expectations is shown in both the Westin Birmingham and the Omni William Penn Hotel. Ms. Thorne is incomparable in articulating a client’s ‘vision’ through her work.

Select Project Experience

- Marriott Charleston Renovation - Charleston, South Carolina  
  Renovation of the hotel to incorporate building elements, finishes and furniture according to the most recent version of the Marriott brand standards for the Guest Services, Individual and Social Mingle Zones.

- Atlanta Marriott Alpharetta Renovation - Alpharetta, Georgia  
  Renovation of the guestrooms, suites, corridors and Concierge Lounge.

- Marriott Century Center Renovation - Atlanta, Georgia  
  Renovation of the guestrooms, suites, corridors and Concierge Lounge.

- Marriott Century Center Renovation - Atlanta, Georgia  
  Renovation of the hotel restaurant, part of the lobby and the meeting rooms.

- Worthington Renaissance Fort Worth Renovation - Fort Worth, Texas  
  Master planning services for a renovation of the hotel lobby, spa and bar.

- The Anza Hotel Conversion- Calabasas, California  
  Master planning, architecture and interior design for the renovation of a Country Inn & Suites into an independent 3.5/4 star boutique hotel.

- Hyatt Regency Lost Pines Resort and Spa Renovation - Lost Pines, Texas  
  Renovation of 427 guestrooms, 51 suites, concierge lounge, three meal restaurant, lobby and lobby bar.

- Westin Poinsett Renovation - Greenville, South Carolina  
  Renovation of the public areas including the lobby, lobby bar and dining room.

- Westin Hotel - Birmingham, Alabama  
  Interior design of new 300-key hotel with a complex space program with meeting rooms, lobby bar and a pool bar.

- Hyatt Regency Santa Barbara Resort and Spa - Curacao, Netherlands Antillean  
  A 350-key resort with guestrooms, bungalow rooms and suites, restaurants, 6,000 sf meeting space, casino, business center and a world-class spa with 12 treatment rooms.

- Omni William Penn Hotel Renovation - Pittsburgh, Pennsylvania  
  Historic renovation of lobby, meeting room spaces, guestrooms and suites.

- Hyatt Regency Indianapolis Renovation - Indianapolis, Indiana  
  Phased renovation of 498 guestrooms, bathroom upgrades and re-concepting of public areas including the lobby, lobby lounge, bar, restaurant, 8,200 sf ballroom and 280 sf boardroom.

- Westin Atlanta Airport Renovation - Atlanta, Georgia  
  Renovation of exterior porte cochere and public areas including the lobby, registration, bar and meeting rooms.

- InterContinental Westshore Hotel Renovation - Tampa, Florida  
  Conversion of an existing 11-story Wyndham hotel encompassing 322 guestrooms, 22 suites, corridors and public spaces including the lobby, restaurant, bar/lounge, meeting spaces and business center.

Education  
Bachelor of Science, Architectural Studies, University of Texas, Austin

Registrations  
Interior Design Registration: Texas, NCIDQ
Mr. Culpepper is a founding principal of CMMI and a specialist in luxury hotel design. His work is known for a balance of drama and function. One of his most notable projects, the Park Hyatt Chicago, demonstrates a very modern, Eastern aesthetic that combines futuristic technology with hand-crafted artistry. He recognizes that each project represents a dream for his clients, and his goal is to translate these dreams into reality.

### Select Project Experience

- **Westin Hotel, Birmingham, Alabama**
  Interior design of new 300-key hotel with a complex space program with meeting rooms, lobby bar and a pool bar.

- **Renaissance Atlanta Hotel - Atlanta, Georgia**
  A luxury hotel with 302 keys, including guestrooms, suites, public areas, 4,400 sf divisible ballroom, meeting rooms, boardroom, prefunction areas and hotel administrative offices.

- **The Anza Hotel - Calabasas, California**
  Renovation of this boutique hotel includes the master planning and design of all guestrooms, and the lobby and public areas.

- **Hyatt Regency Trinidad - Port of Spain, Trinidad and Tobago**
  A new 422-room urban hotel, with a 150-seat specialty restaurant, 75-seat bistro / café area, 90-seat lobby, pool, health club, spa, 45,000 SF of function space including a 12,000 SF ballroom.

- **One Bal Harbour and Guerlain Spa - Bal Harbour, Florida**
  A five-star condominium hotel with a signature restaurant, 123 guestrooms, Presidential Suite, meeting rooms, an outdoor entertainment terrace, fitness center, world-renowned spa, pool and beach cabanas.

- **Primland Resort - Meadows of Dan, Virginia**
  A new luxury resort located in the Virginia mountains with cabins, a pavilion, golf clubhouse and a lodge overlooking an 18-hole golf course. The main lodge includes 26 guestrooms, a restaurant and lounge.

- **The Heldrich - New Brunswick, New Jersey**
  A 250-key conference center hotel, with 27 condominium units, 7,700 SF ground floor retail, offices totaling 35,500 sf and subterranean parking for 54 cars.

- **Fairmont Condo Hotel - Pompano Beach, Florida**
  A five-star 280-room condo hotel with 20,000 SF spa, 7,000 SF ballroom, 6 meeting rooms, restaurant, pool, and library/bar.

- **Park Hyatt Chicago - Chicago, Illinois**
  A five-star 280-room condo hotel with 20,000 SF spa, 7,000 SF ballroom, 6 meeting rooms, restaurant, pool, and library/bar.

- **Ritz-Carlton Boston Common at Millennium Place - Boston, Massachusetts**
  A contemporary 193-room hotel with 43 suites, 7 meeting rooms, two-story restaurant, bar, health club, condominiums, retail and theater spaces.

- **Hyatt Regency Chicago - Chicago, Illinois**
  A 40,000 SF renovation of the Grand Ballroom and 9,000 SF meeting space addition created from an existing retail area. Also completed renovation design services for three spaces including the Plaza Ballroom, lobby and bar areas.
J. Randolph Bruce, AIA
Managing Member/Principal in Charge

Randy Bruce is the Managing Member at Knothe & Bruce Architects, LLC. He believes that the best projects result from fully engaging clients with an enthusiastic team of consultants dedicated to bringing their unique expertise and professional services to the table. Drawing on over thirty years of housing experience he excels at defining client expectations, and balancing functional or business objectives with project requirements, schedule, and budget constraints. These responsibilities continue through the leadership of master planning, conceptual design, schematic design, and design development to project architecture.

Select Project Experience
• On the Boards- City View, Madison, Wisconsin
• On the Boards- The Waterfront, Madison, Wisconsin
• On the Boards- Theta Chi, Madison, Wisconsin
• Present - Vantage Point, Madison, Wisconsin
• Present - X-01, Madison, Wisconsin
• Empire Photo, Madison, Wisconsin
• Parman Place, Madison, Wisconsin
• City Row Apartments, Madison, Wisconsin
• The Overlook at Hilldale, Madison, Wisconsin
• The Depot Apartments, Madison, Wisconsin
• The Overlook at Midtown, Madison, Wisconsin
• Baldwin Corners, Madison, Wisconsin
• Grand Central Apartments, Madison, Wisconsin
• Telluride, Iowa City, Iowa
• Watercrest, Madison, Wisconsin
• Park Central Apartments, Madison, Wisconsin
• The Equinox, Madison, Wisconsin
• Cortland Commons, Madison Wisconsin

Education
Master of Architecture, University of Illinois, Urbana, Illinois
Bachelor of Business Administration, University of Wisconsin, Madison, Wisconsin

Honors
2012 ABC Project of Distinction Award for Green Building Practices
Wesley Foundation, 2011
Historic Preservation Award for Commercial Rehabilitation
The Depot Apartments, 2011 ABC Projects of Distinction Award for Commercial Over $10 Million.
Baldwin Corners, 2010 ABC Projects of Distinction Award for Commercial
Grand Central, 2009 ABC Projects of Distinction Award for Commercial Over $10 Million
2010 In Business Magazine Award for Best New Development or Renovation - Residential
Watercrest Condominiums, 2008 ABC Projects of Distinction Award for Concrete

Honors
2012 ABC Project of Distinction Award for Green Building Practices
Wesley Foundation, 2011
Historic Preservation Award for Commercial Rehabilitation
The Depot Apartments, 2011 ABC Projects of Distinction Award for Commercial Over $10 Million.
Baldwin Corners, 2010 ABC Projects of Distinction Award for Commercial
Grand Central, 2009 ABC Projects of Distinction Award for Commercial Over $10 Million
2010 In Business Magazine Award for Best New Development or Renovation - Residential
Watercrest Condominiums, 2008 ABC Projects of Distinction Award for Concrete
Donald A. Schroeder, AIA
Member/Architect Designer

Don Schroeder is a partner at Knothe & Bruce Architects, LLC and leads the design team. His 20 years of housing experience includes thoughtful and innovative projects ranging from mixed use buildings to custom residential. He appreciates the challenges created by searching for innovative design solutions and excels at incorporating client input into a holistic design process, resulting in functional and aesthetically pleasing buildings. His extensive experience in all construction practices has resulted in consistently successful projects of all types and scale, and have won him the respect of his colleagues and many loyal clients. Having designed several award-winning projects, Don is skilled at leading as well as listening.

Select Project Experience
• On the Boards, City View, Madison, Wisconsin
• On the Boards, The Waterfront, Madison, Wisconsin
• On the Boards, Theta Chi, Madison, Wisconsin
• Vantage Point, Madison, Wisconsin
• X-01, Madison, Wisconsin
• Empire Photo, Madison, Wisconsin
• Parman Place, Madison, Wisconsin
• City Row Apartments, Madison, Wisconsin
• The Overlook at Hilldale, Madison, Wisconsin
• The Depot Apartments, Madison, Wisconsin
• The Overlook at Midtown, Madison, Wisconsin
• Baldwin Corners, Madison, Wisconsin
• Grand Central Apartments, Madison, Wisconsin
• Telluride, Iowa City, Iowa
• Watercrest, Madison, Wisconsin
• Park Central Apartments, Madison, Wisconsin
• The Equinox, Madison, Wisconsin

Education
Bachelor of Science, Architecture, North Dakota State University, Fargo, North Dakota

Honors
City Row, 2012 ABC Project of Distinction Award for Green Building Practices
Wesley Foundation, 2011 Historic Preservation Award for Commercial Rehabilitation
The Depot Apartments, 2011 ABC Projects of Distinction Award for Commercial Over $10 Million.
Baldwin Corners, 2010 ABC Projects of Distinction Award for Commercial
Grand Central, 2009 ABC Projects of Distinction Award for Commercial Over $10 Million
2010 In Business Magazine Award for Best New Development or Renovation - Residential
Water Crest Condominiums, 2008 ABC Projects of Distinction Award for Concrete
The Equinox Apartments, 2006 ABC Projects of Distinction Award for Residential (Multi-unit)
Liz Douglas, PE
Principal-In-Charge

Ms. Liz Douglas has been a Senior Vice President of the Wisconsin Division since 2001. Prior to 2001, she was a division leader for the company. She has performed quality mechanical engineering design for Henneman since 1993, while providing client advocacy and project management. She is a registered professional engineer in Wisconsin and Illinois and led Henneman’s project team for the $175 Phase II Expansion at St. Mary’s Hospital in Madison, Wisconsin.

Select Project Experience

• Covance, New Clinical Research Center, Madison, Wisconsin
• University of Wisconsin, School of Medicine and Public Health, Centennial LEED Gold Certified Faculty Office Building, Madison, Wisconsin
• University of Wisconsin, University Houses Graduate Student and Family Housing, Master Plan, Wisconsin
• Rock Cut Crossing, New Medical Office Building, Loves Park, Illinois
• Northern Illinois Health and Wellness Campus, Roscoe, Illinois
• Wheaton Franciscan Health, Brown Deer Medical Office Building, Brown Deer, Wisconsin
• St. Mary’s Hospital, Phase II Master Plan and Implementation, Madison, Wisconsin New Inpatient Building, Central Plant Expansion, Parking Structure, Renovation
• OSF Healthcare System, Saint Anthony Medical Center, Rockford, Illinois Administrative Offices Relocation, Support Services, Dietary Expansion/Renovation, Master Plan, Patient Room Expansion Study, Sleep Lab Renovation

Education
Bachelor of Science, Mechanical Engineering, University of Illinois at Urbana-Champaign

Registrations
Registered Professional Engineer: Wisconsin, Illinois
Mike Schmidt, PE, SE, AIA, LEED AP
Principal-In-Charge

Mr. Schmidt is a Senior Structural Engineer with more than 30 years of professional experience. He has a wealth of design and management experience. Mr. Schmidt has considerable experience with public/private projects. He has been involved in many projects that require a unique solution. Mr. Schmidt is very active in Downtown Madison, Inc. Economic Development and Madison, Inc. Transportation and Parking Committees.

Select Project Experience

- Riser Justice Center, Madison, Wisconsin
- Tommy G. Thompson WHEDA Commerce Center, Madison, Wisconsin
- 21 North Park Street Office Building and Parking Structure, Madison, Wisconsin
- Evanston Place, Evanston, Illinois
- Holiday Inn Express, Hillside, Illinois
- Monona Terrace Community and Convention Center and Parking Structure, Madison, Wisconsin
- Dunton Place Apartment Building, Arlington Heights, Illinois
- State of Wisconsin Administration Building, Madison, Wisconsin
- Tenney Building Addition and Parking Structure, Madison, Wisconsin
- University of Wisconsin Foundation Office Building and Parking Structure, Madison, Wisconsin
- Weston Place Condominium, Madison, Wisconsin
- Yankee Hill, Apartment Buildings, Milwaukee, Wisconsin
- Rait Ruess Federal Plaza, Parking Structure and Pedestrian Bridge, Milwaukee, Wisconsin
- Main Street Retail and Parking Structure, La Crosse, Wisconsin

Education

Master Degree, Architecture with specialization in Structural Engineering, University of Illinois at Urbana-Champaign

Bachelor of Science, Architectural Studies, University of Illinois at Urbana-Champaign

Registrations

Registered Professional Engineer: Wisconsin, Iowa, Michigan, Ohio
Licensed Structural Engineer, Illinois
Licensed Architect, Wisconsin, Illinois
LEED® (Leadership in Energy & Environmental Design) Accredited Professional by U.S. Green Building Council
JASON ALLEN, PE, LEED AP
MECHANICAL ENGINEER

Mr. Jason Allen is a Senior Mechanical Engineer with more than 15 years of professional experience. He holds a Bachelor of Science in Architectural Engineering degree from the Milwaukee School of Engineering. He is a Registered Professional Engineer and LEED Accredited Professional. Mr. Allen specializes in the design of HVAC systems.

Select Project Experience

- **Avalon at Mission Bay, Phase II, San Francisco, California**
  - 17-Floor Residential Apartments
  - Retail Space
  - Parking Complex

- **The Village at Town Center, El Cerrito, California**
  - 9 apartment buildings; 163 living units encompassing 4 city blocks
  - 8,500 SF of retail

- **The Hayes, 55 Page Street, San Francisco, California**
  - 8 stories; 128 living units
  - Residential lobby, retail, restaurant, and parking

- **188 King Street, San Francisco, California**
  - 44 living units; 6 floors of residential over 1 floor of retail

- **Bryant Street Pier (aka The Watermark), San Francisco, California**
  - 22 stories; 136 single level condominium dwelling units
  - 6-two level town homes
  - 136 car parking structure
  - Restaurants, swimming pool, and exercise room

- **Bryant Street Pier, 2-Floor Condominiums, San Francisco, California**

- **Extended Stay America, Vacaville, California**

- **Northern Illinois Health and Wellness Campus, Roscoe, Illinois**

- **Yahoo! Campus, Five Building Campus, Sunnyvale, California**

- **Britannia East Grand Campus, South San Francisco, California**

- **Britannia Oyster Pont Campus, South San Francisco, California**

- **The Creekside Residence, Woodside, California**
  - 7,8000 SF main house
  - 14-Car underground parking
  - Guesthouse and caretaker house
  - Office and pool pavilion

- **Casa Kea Extraordinary Residences, Mauna Kea and Maui, Hawaii**

- **Project Hogan, Extraordinary Residence, Atherton, California**

- **Mountain Home Road, Extraordinary Residence, Woodside, California**

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**Education**

Bachelor of Science, Architectural Engineering, Milwaukee School of Engineering

**Registrations**

Registered Professional Engineer: Wisconsin, California, South Dakota

LEED® (Leadership in Energy & Environmental Design) Accredited Professional by U.S. Green Building Council
BRAD BIDDICK
ELECTRICAL DESIGNER

Mr. Biddick is an Electrical Designer with more than 15 years of professional experience. He holds an Architectural Technology Degree from Madison Area Technical College. He is a Registered Designer of Electrical Engineering Systems. Mr. Biddick has extensive experience with commercial and mixed-use facilities, and he is passionate about sustainable design and design of lighting systems.

Select Project Experience

• Country Inn and Suites, Middleton, Wisconsin
  - New Hotel
  - Conference Room
  - Restaurant and Bar

• Athena Office Building, Madison, Wisconsin

• WPPI-E, Sun Prairie, Wisconsin
  - Addition and Remodel

• CUNA Mutual Group, Madison, Wisconsin

• Third Wave Technologies, Madison, Wisconsin

• Tomo Therapy, Madison, Wisconsin
  - Corporate Headquarters

• Discovery Springs, Middleton, Wisconsin
  - New Office Building

• Gilda’s Club, Middleton, Wisconsin

• Meriter, Madison, Wisconsin
  - Business Center

• ANiU Spa and Salon, Middleton, Wisconsin

• Kahunaville, Lake Delton, Wisconsin
  - Restaurant and Bar

• Keylime Cove Waterpark and Resort, Gurnee, Illinois

• Ruth’s Chris Steak House, Middleton, Wisconsin

• Sub-Zero and Wolf, Manhattan, New York
  - Showroom

• Eragen Biosciences, Madison, Wisconsin

• Eno Vino, Madison, Wisconsin
  - Wine Bar and Restaurant

• Kalahari Waterpark and Resorts, Sandusky, Ohio

Education
Architectural Technology Degree, Madison Area Technical College

Registrations
Registered Designer of Electrical Engineering Systems, State of Wisconsin
Mr. Tim Cole is a Senior Information Technology Designer and has extensive experience designing voice and data networks, especially structured cabling systems, security systems and audio-visual systems. He is an expert in communication room and data center design, construction and remodel, including outside and inside cable plant design. Mr. Cole’s main focus is providing multiple technology systems in large, multi-floor and multi-building sites.

Select Project Experience

- **University of Wisconsin, Madison, Wisconsin**
  - School of Medicine and Public Health, Centennial Faculty Office LEED Gold Certified Building
  - School of Medicine and Public Health, Centennial Faculty Office Data Center

- **Edward Jones, Headquarters Campus, Multiple Buildings and Site Cabling**
  - Infrastructure, St. Louis, Missouri
  - 30,000 SF Raised Floor Computer Lab

- **Training Facility, North and South Campuses**

- **Marathon Oil Refinery, New Administration Building Addition, Robinson, Illinois**

- **Illinois State University, Julien Hall Data Center, Normal, Illinois**

- **Iowa State University, Student Welcome Center, Ames, Iowa**

- **Boeing, New Office Building, Beijing, China**
  - Telephone and LAN Infrastructure
  - LAN Hub and Router Installations

- **Boeing, New Office Building, London, England**
  - New Structured Cable Plan
  - Telecommunication Room Improvements

- **State of Wisconsin, State Capital Fiber Optic Ring, Madison, Wisconsin**

- **University of Cincinnati, Cincinnati, Ohio**
  - Medical Science Building
  - Center for Academic and Research Excellence

- **St. Mary’s Hospital, Phase II Master Plan and Implementation, Madison, Wisconsin**
  - New Inpatient Building
  - Central Plant Expansion
  - Parking Structure
  - Renovation

**Education**

Bachelor of Arts, Industrial Technology, Washington State University

**Registrations**

Registered Communications Distribution Designer (RCDD)
Network Transport Systems Specialist (NTS)
Mr. William Peden is a Senior Plumbing and Fire Protection Designer with more than 36 years of professional experience. He is a Registered Designer of Plumbing Engineering Systems. Mr. Peden has extensive experience with commercial and mixed-use facilities.

**Select Project Experience**
- University of Wisconsin, Madison, Wisconsin
  Lakeshore Residence Hall, Phase II
  School of Medicine and Public Health, Centennial Faculty Office LEED Gold Certified Building
  School of Nursing – Nursing Science Center
- Sub-Zero, Fitchburg, Wisconsin
  Communications Center
- Madison Investment Advisors, Madison, Wisconsin
  New Office Building
- J.H. Findorff & Son, Madison, Wisconsin
  New LEED Certified Headquarters Building
- Dane County, Madison, Wisconsin
  Exhibition Center
- Monona Terrace, Madison, Wisconsin
  Community and Convention Center, LEED Certified
  Parking Structure
- Covance Laboratories, Madison, Wisconsin
  2 West Buildout
  North Building Renovation
- University of Wisconsin, Superior, Wisconsin
  Ross and Hawkes Residence Hall
- University of Wisconsin, Whitewater, Wisconsin
  Drumlin Dining Hall
- St. Mary’s Hospital, Phase II Master Plan and Implementation, Madison, Wisconsin
  New Inpatient Building
  Central Plant Expansion
  Parking Structure
  Renovation

**Education**
Various Engineering Courses, Ohio State University

**Registrations**
Registered Designer of Plumbing Engineering Systems, State of Wisconsin
American Society of Plumbing Engineers, Certified in Plumbing Engineering

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**William Peden, CPD**
**Senior Plumbing and Fire Protection Designer**

[Image of William Peden]
DAVID M. GLUSICK, PE
CIVIL ENGINEER

Mr. David Glusick, Principal at Vierbicher Associates, Inc., manages the firm’s Madison, Wisconsin office. Mr. Glusick offers over 18 years of experience in the greater Madison area and has been a part of numerous successful redevelopment projects. His experience has allowed him to build positive relationships with City of Madison staff as he has assisted his clients through the City’s land development approval process. His staff provides an integrated range of services including civil engineering, land surveying, land planning, and landscape architecture.

Mr. Glusick’s experience covers a wide variety of project types, from individual site redevelopment projects to large master-planned mixed-use communities. His background in civil engineering allows him to understand the needs of a site in the early stages of a project while his management experience allows him to assemble the optimal team for a project. He is a trusted resource and partner to the clients he works with.

Select Project Experience
City of Madison Experience
• The Depot Mixed-Use Redevelopment
• Grand Central Apartments
• The Overlook at Hilldale
• Ganser Heights
• Courtland Commons
• Midtown Commons
• The Colony Condominiums
• City Row Apartments
• The Equinox

Other Experience
• Uptown Mixed-Use Master Planned Development, Fitchburg, Wisconsin
• Arbor Crossing, Shorewood Hills, Wisconsin
• Fitchburg Technology Campus, Fitchburg, Wisconsin
• Tri-North Builders Corporate Headquarters, Fitchburg, Wisconsin

Education
Bachelor of Science, Civil Engineering, University of Wisconsin, Madison, Wisconsin
M.B.A. (2013 Expected Completion), University of Wisconsin, Madison, Wisconsin

Registrations
Licensed Professional Engineer: Wisconsin
Licensed Professional Engineer: Illinois

Affiliations
Downtown Madison, Inc.
Smart Growth Greater Madison, Inc.
Metropolitan Builders Association
Findorff's President Dave Beck-Engel will be responsible for ensuring that the necessary Findorff resources are in place for the success of this project. Mr. Engel's extensive experience will be invaluable and he will work closely with the project team, particularly during preconstruction and budget preparation.

Select Project Experience

- **University Square Mixed Use Development**, $132 Million, Madison, Wisconsin
  This one million plus SF project is located in the heart of the University of Wisconsin Madison campus. Building features include retail and restaurant space in its lower levels with upper levels containing student housing and office space for the UW Bursar’s office, Financial Aid Office, Registrar’s office, Student Health Services, and the Student Organizations Student Activity Center. Scope also included 500 underground parking spaces.

- **33 E. Main Office Building**, $13 Million, Madison, Wisconsin
  Located directly across from the Wisconsin State Capitol in downtown Madison, this nine-story glass and brick mixed use facility provides 141,000 SF of office and retail space for tenants such as Park Bank, Heller Erhman, Quarles & Brady and Murphy Desmond.

- **University Club Tower Condominiums**, $70 Million, Milwaukee, Wisconsin
  This project involved the construction of a 38-story complex featuring 53 luxury condominiums with high-end custom interiors, large terraces and exceptional views. A separate four-story parking structure including a rooftop garden with walking paths for tenants and pets was also part of the project scope.

- **100 Wisconsin Mixed Use Facility**, $36 Million, Madison, Wisconsin
  100 Wisconsin Avenue features four floors of premier office space topped by eight floors of luxury condominium homes with spectacular views of the Wisconsin State Capitol, Lake Mendota, Lake Monona, Downtown, and the City of Madison. This 12-story building with underground parking is constructed entirely of concrete except for the brick and glass exterior.

Other Projects

- **American Family Children’s Hospital Surgical Services Unit**
- **Capitol Point Condominiums**
- **First Unitarian Society**
- **Fourth Ward Lofts**
- **Hilton Madison, Monona Terrace**
- **Hyatt Place Hotel**
- **Madison Children’s Museum**
- **Meriter Hospital**
  Floors 3, 4, 6-10, Tower Remodel
  Lobby Remodel
  Parking Ramp Vertical Expansion
  Elevator Tower Addition
- **Oakwood Village Hebron Hall Remodel**
- **Overture Center for the Arts**
- **Stoughton Hospital**
  Phase 2 Vertical Expansion
  Medical/Surgical/ICU
  Dean Clinic Buildout
  Ambulatory Care
As Findorff’s Pre-construction Group Manager, Mr. Sam Lawrence will provide leadership and direction for all pre-construction activities related to this project. With more than 20 years of industry experience, Mr. Lawrence will guide the project team on issues related to architectural design, value engineering and constructability analysis.

**Select Project Experience**

- **University Square, $132 Million, Madison, Wisconsin**
  
  This one million plus SF project is located in the heart of the University of Wisconsin (UW) Madison campus. Building features include retail and restaurant space in its lower levels with upper levels containing student housing and office space for the UW Bursar’s office, Financial Aid Office, Registrar’s office, Student Health Services, and the Student Organizations Student Activity Center. Five hundred underground parking spaces were also included as part of the project scope.

- **Edgewood College Dominican Hall, $9 Million, Madison, Wisconsin**
  
  This 72,000 SF, four-story residence hall features a wide range of living suites and community spaces. Home to nearly 200 students, Dominican Hall is also the first college dorm in Wisconsin to be awarded a Leadership in Energy and Environmental Design (LEED) Silver certification by the U.S. Green Building Council (US).

- **Capitol West, $38 Million, Madison, Wisconsin**
  
  Located in downtown Madison, this project consists of 126 residential units, 18,000 SF of commercial space and 234 parking spaces. In addition to the utilization of BIM technology, Findorff also partnered with the Madison Environmental Group to recycled more than 42 tons of materials.

- **Epic Systems Corporation Campus I, $150 Million, Verona, Wisconsin**
  
  Located in a rural setting just outside of Madison, this project consists of six individual buildings containing more than 500,000 SF, as well as a 1,400-stall underground parking facility. In addition to numerous recycling and sustainable building efforts, this project also features one of the nation’s largest geo-thermal heating and cooling systems.

- **American Family Children’s Hospital, $78 Million, Madison, Wisconsin**
  
  Located in a rural setting just outside of Madison, this project consists of six individual buildings containing more than 500,000 SF, as well as a 1,400-stall underground parking facility. In addition to numerous recycling and sustainable building efforts, this project also features one of the nation’s largest geo-thermal heating and cooling systems.

**Other Projects**

- 33 E. Main, Multiple Projects
- Aberdeen Apartments
- Datex-Ommeda Office & Lab Remodel
- First Unitarian Society Addition
- Foley & Lardner Office Remodel
- Fourth Ward Loft Condominiums
- Hyatt Place Hotel
- Kahler Slater Office Buildout
- Network 222, Multiple Projects
- Nolen Shore Condominiums
- St. Francis Xavier Parish Addition
- UW Hillel Center
Our proposed organizational structure for the project team planning to undertake the Judge Doyle Square project is below with solid lines reflecting direct reporting responsibilities and dashed red lines indicating indirect reporting responsibilities. Though open communications between all parties will be encouraged the team interface with the City of Madison project management will be with Journeyman Group as Master Developer. Further definition of the roles of team members is further below.
Journeyman Group, Master Developer

Journeyman employs a single source management approach to each project delivery process. The City of Madison point of contact at Journeyman for all correspondence and communication from the onset of the project will be Journeyman’s Development Manager, Robert Gallup. Mr. Gallup will lead the design and construction teams in meeting the project goals. Specific responsibilities of the Development Manager will eventually be further defined in rather extensive and site specific Project Procedure Manual (PPM) but will include:

- Primary interface with the City of Madison;
- Overall responsibility for project coordination;
- Coordinates efforts of Architects, Consultants and Contractors;
- Involve legal and other consultants as required;
- Responsible for financial reporting;
- Prepare monthly status reports updating past, present and future activities;
- Prepare monthly control report providing the City and other stakeholders with key construction management tools;
- Assure development and implementation of project specific quality assurance/quality control and safety programs;
- Provides value studies, life cycle cost studies, cost benefit studies and constructability reviews with input/feedback from Design Manager and Construction Project Manager;
- Establish budget, cost control, and coordinates periodic cost estimates with General Contract and Journeyman estimating resources;
- Oversee preparation of milestone schedule and near term schedules to ensure timely project execution;
- Manage facility programming;
- Conduct project meetings and produces meeting minutes; and
- Develop project needs list; and Develops Guaranteed Fixed Price in conjunction with Architect, General Contractor, FF&E, and other project components and resource.

Journeyman/Marcus/LZ/Gialamas, Ownership Entity(s)

The anticipated ownership structure of the Project components is reflected in the identity of key entities earlier in this Chapter 1. It is expected that each entity may have indirect communications with the City of Madison, Architects, and Constructors, though formal communications should flow through the Master Developer. Each entity will have a shared responsibility for financing, design, and construction of the specific elements of the Project for which they are involved.

Kahler Slater/CMMI/Knothe & Bruce, Architects

Kahler Slater, CMMI, Knothe & Bruce, and engineering consultants shall be responsible for the design of the Project with Kahler Slater assuming the design lead role. Direct reporting from Kahler Slater shall be to the Development Manager though it is expected that there will be considerable indirect communications between the designers and specific ownership entities. Kahler Slater shall:

- Report to Development Manager;
- Manage architects/engineers;
- Monitor permitting process;
- Monitor quality of A/E documents;
- Prepare budget estimate for A/E services;
- Participate in value engineering studies;
- Monitor A/E schedule;
- Prepare A/E master schedule;
- Participate in preparation of monthly progress reports;
- Develop project design criteria; and
- Coordinates with other entities and consultants.
**FINDORFF, GENERAL CONTRACTOR(S)**

Findorff will have direct reporting to the Development Manager though it is expected that the Contractor(s) will have considerable indirect communications between with the designers and specific ownership entities. The General Contractor(s) shall:

- Report to Development Manager;
- Manage and coordinates all trade contractors;
- Observe and reports on construction progress;
- Analyze trade contractors, vendors and specialty product manufactures change orders;
- Monitor QA/QC program and ensure work is in compliance with the contract documents;
- Monitor on-site safety program and ensures on-site safety and quality;
- Review logic of construction schedule for proper phasing and sequencing;
- Participate in preparation of budget estimates;
- Participate in review and approval of all trade contractor’s monthly billings;
- Participate in preparation of monthly progress reports;
- Participate in value engineering studies;
- Direct and controls all means and methods of construction; and
- Review the contract documents for conflicts or omissions.
### 6. Availability of Project Team Members

<table>
<thead>
<tr>
<th>Company</th>
<th>Personnel</th>
<th>Pre-Construction</th>
<th>Construction</th>
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</thead>
<tbody>
<tr>
<td>Journeyman Group</td>
<td>Sam Kumar, President</td>
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<tr>
<td></td>
<td>Harley Blackburn, Vice President</td>
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<td></td>
<td>Robert Gallup, Vice President</td>
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<tr>
<td></td>
<td>Lisa Houston, Comptroller</td>
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<tr>
<td>Marcus Hotels</td>
<td>Kirk Rose, President</td>
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<td></td>
<td>Bill Reynolds, Sr. Managing Dir, MCS LLC</td>
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<td>David Merritt</td>
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<tr>
<td>LZ Ventures</td>
<td>Bradley S. Zellner, Principal</td>
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<td>John Leja, Principal</td>
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<td>Galamas Company</td>
<td>George Gialamas, President</td>
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<td>Aris Gialamas, Vice President</td>
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<td></td>
<td>Andy Van Haren, Fac &amp; Const. Mgr.</td>
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<tr>
<td>Schaeffer Consulting</td>
<td>Carole Schaeffer, Owner/President</td>
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<td>Arrival Partners</td>
<td>Douglas Nysse, Principal</td>
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<tr>
<td>Kohler Slater</td>
<td>Glenn Roby, AIA, Principal, PIC</td>
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<td></td>
<td>David Plank, AIA, CDT, LEED AP, Assoc. Principal, Project Manager</td>
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<tr>
<td></td>
<td>Aaron Ebent, AIA, LEED AP, BD+C, Assoc. Principal, Lead Designer</td>
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<tr>
<td>CMMI</td>
<td>William E. Cox, AIA, LEED AP, Principal, Architecture</td>
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<td>Billie P. Thorne, ASID, Principal, Interior Design</td>
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<tr>
<td></td>
<td>James E. Culppepper, AIA, LEED AP, Sr Principal, Architecture &amp; Interior Design</td>
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<tr>
<td>Knothe &amp; Bruce</td>
<td>Randolph Bruce, AIA, Managing Member/Principal-in-Charge</td>
<td>50%</td>
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<tr>
<td></td>
<td>Donald A. Schroeder, AIA, Managing Member/Architect Designer</td>
<td>50%</td>
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</table>
### 6. Availability of Project Team Members

<table>
<thead>
<tr>
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<td>Henneberry</td>
<td>Liz Douglas, PE, Principal-in-Charge</td>
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<td>Mike Schmidt, PE, SE, AIA, LEED AP, Principal-in-Charge</td>
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<tr>
<td></td>
<td>Jason Allen, PE, LEED AP, Mechanical Engineer</td>
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<td>Brad Biddick, Electrical Designer</td>
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<td>Tim Cole, RCDD, Information Technology Designer</td>
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<td></td>
<td>William Peden, CPD, Sr. Plumbing &amp; Fire Protection Designer</td>
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<tr>
<td>Vierbicher</td>
<td>David M. Glusick, PE, Civil Engineer</td>
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<tr>
<td>Findorff</td>
<td>Dave Beck-Engel, President</td>
<td>25%</td>
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<tr>
<td></td>
<td>Sam Lawrence, Pre-Construction Group Manager</td>
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</table>
Chapter 2 - Experience of the Team to Successfully Undertake the Project

Hilton Madison at Monona Terrace - Marcus Hotels - Kahler Slater, Marcus Hotels, Findorff
Chapter 2 - Experience of the Team to Successfully Undertake the Project

1. Mixed-Use Urban Scale Projects

Journeyman Group

Journeyman Group is a recognized expert in real estate development, financing, design and construction of quality properties in a variety of settings. The Journeyman team has engaged with a variety of clients ranging from commercial to federal, state and municipal agencies.

As a Developer Journeyman Group is a complete source offering a comprehensive scope of services to achieve project success. Our core competencies include real estate development and acquisition, market analysis, conceptual vision and budget, architectural design, estimating, financing, construction management, FF&E selection/procurement and hotel operations. Guaranteed Performance Journeyman Austin Holdings and its general contracting affiliate, Journeyman Construction, Inc., have developed and constructed over 200 projects at a combined cost over $2 Billion. Journeyman has found success by providing a guaranteed construction price and schedule, turnkey design-build delivery and payment and performance bonding, thereby mitigating the client's risk.

Fast-Track Delivery

Delivering new construction projects is a collaborative process. We understand that each construction project is unique and calls for an individualized approach. Journeyman has self-performed challenging construction projects and served as at-risk program managers. We organize our projects around a single firm point of contact and responsibility that covers both design and construction. This approach translates into lower costs and expedited delivery schedules.

Local and W/DBE Participation

Journeyman Group is dedicated to equal and representative employment, with an emphasis on utilizing local, small, woman-owned and minority subcontractors, vendors and consultant firms (W/DBE). Journeyman enjoys a record-setting history of exceeding minority and local participation guidelines.

Even when compliance with W/DBE standards is not a project requirement, we have exceeded our goals. For example, the Hilton Austin-Bergstrom Airport project (44.5%) and the Hilton Austin Convention Center Hotel project (35.4%) both exceeded the City’s target of 32.2%. In addition, the Omaha Hilton Convention Center Hotel achieved a record 95% local and W/DBE participation.
CONVENTION CENTER HOTEL EXPERIENCE

The principals of Journeyman Austin Holdings have completed over six convention hotels totaling 3,004 rooms since 2004. Additionally, our senior executives have successfully financed a convention center hotel with more than $75 Million of private equity, Hyatt San Antonio.

Our portfolio includes one of the first LEED certified hotels in the country, Hilton Vancouver as well as the award-winning Hilton Austin and the Hilton Garden and Conference Center, Lawton Oklahoma, Hilton. The Hilton Austin is a convention center hotel with 98 privately and separately owned condominium units, a first of its kind in the country.

SUMMARY OF DEVELOPMENTS

The table below describes the collective development experience of our senior executives over the past six years.

Services are indicated by the following:

• Developer (D)
• Design-Builder (D-B)
• Financial Advisor (F)
• General Contractor (GC)
• Construction Manager (CM)
• Program Manager (PM)

<table>
<thead>
<tr>
<th>PROJECT NAME</th>
<th>FIRM</th>
<th>SIZE</th>
<th>SERVICES</th>
<th>START/COMPLETION</th>
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<tbody>
<tr>
<td>Hilton Garden Inn and Convention Center Lawton, OK</td>
<td>Journeyman</td>
<td>162 Keys 20,000 SF</td>
<td>D, F, GC, CM, PM</td>
<td>June 2012-Dec 2013 (est)</td>
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<td>Airport Hilton Hotel Austin, TX</td>
<td>Landmark*</td>
<td>262 keys 228,000 SF</td>
<td>D, D-B, F, GC, CM Turnkey delivery</td>
<td>Feb 1999-Feb 2001</td>
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<tr>
<td>Austin Hilton Convention Hotel Austin, TX</td>
<td>Landmark*</td>
<td>804 keys 633,000 SF</td>
<td>D, D-B, F, GC, CM Turnkey delivery</td>
<td>June 2001-Dec 2003</td>
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<tr>
<td>Omaha Hilton Convention Hotel Omaha, NE</td>
<td>Landmark*</td>
<td>50 keys 4364,480 SF</td>
<td>D, D-B, F, GC, CM Turnkey delivery</td>
<td>Apr 2002-Mar 2004</td>
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</tbody>
</table>

*Indicates projects completed by Journeyman principals under a previous entity.
CHAPTER 2 - EXPERIENCE OF THE TEAM TO SUCCESSFULLY UNDERTAKE THE PROJECT

MARCUS HOTELS AND RESORTS

Marcus Hotels and Resorts is a compelling force in the hospitality industry, with expertise in management, development, and historical renovations. Marcus holdings include a wide variety of properties ranging from city center meeting hotels to upscale resorts.

The senior management team collectively brings experience in developing and operating luxury hotels and resorts, as well as managing branded first-class hotels. Our size enables us to provide significant economies of scale in purchasing, technology, and marketing, yet we are right-sized to provide personal attention and senior management involvement at every hotel we operate.

DISTINCTIVE COMPETENCIES

At the center of impressive resources, Marcus Hotels and Resorts brings management and financial acumen in:

- Meetings and conference marketing and management;
- Spa and fitness;
- Accommodations;
- Retail;
- Quality food and beverage;
- Recreation and resort facilities; and
- Real estate management.

RESTORATION MANAGEMENT

Restoration Management is a strong suit of Marcus Hotels and Resorts. Our proven success in rebirthing properties spans more than 50 years, implementing a simple, clear approach to complex challenges. Every property has its own distinct challenges and opportunities. Our proficiency lies in evaluating, identifying and prioritizing areas of improvement.

REPLENISHING LEADERSHIP

Marcus team members are experts at conceptualizing and rebuilding any facet of operations. Extensive knowledge of all aspects of hotel administration is shared to assure that each Marcus owned or operated property receives attention, support and operating direction to prosper.

Every Marcus success begins with a clear focus on excellence. At Marcus, restoration management involves more than adding new brick and mortar. It involves restoring pride, profits, integrity, and vision, by creating a corporate culture for success at each property.

RE-ENERGIZING SYSTEMS

Management systems are developed to work in concert with the owners’ core beliefs and philosophy. Whether as full owner, equity holder, or managing partner, we operate each property from a well developed, plain language business plan. We analyze all aspects of operations and recommend capital and staff enhancements. We then assume day-to-day management responsibility to ensure maximum return on investment.
CHAPTER 2 - EXPERIENCE OF THE TEAM TO SUCCESSFULLY Undertake the Project

Retaining the Best Human Resources
Training that teaches essential skills and attitudes is reinforced consistently through unique, targeted incentives that ensure loyalty and enthusiasm. Training programs such as Marcus Magic, use the concept People Pleasing People to reaffirm Marcus’ commitment to quality service through helpful and courteous associates. Recognized as innovative human resource specialists, Marcus attracts, trains and retains the right people for key positions in a hotel’s renaissance. Our inclusive style encourages new ideas from every division and every associate, continually fine-tuning performance.

Revitalizing Properties
An impressive range of properties owned and/or operated by Marcus Hotels and Resorts have been rejuvenated or completely renovated.

The historic Grand Geneva Resort & Spa of Lake Geneva, Wisconsin was an ambitious restoration project. Originally one of Hugh Hefner’s Playboy Resorts, the 30 year old property received a complete renovation, updating the Frank Lloyd Wright-inspired architecture, modernizing 50,000 SF of meeting space and three distinctive restaurants. Also updated and improved were two tour-quality golf courses, the Highlands and the Brute. The Grand Geneva Resort was transformed into one of the premier resort, golf and spa destinations in the Midwest and was awarded AAA Four Diamond status.

The beautiful Pfister Hotel is a four star, Four Diamond crown jewel of Milwaukee. Originally built in 1893, the grandeur of crystal chandeliers and richly appointed rooms faded over the years. In decline and slated to be replaced with a parking lot, Marcus purchased the property and four years later restored the Pfister to its original glory. Today the Pfister Hotel is a national historic landmark.

An Oklahoma City landmark, the Skirvin Hotel was neglected and in need of repair for many years prior to closing in 1988. Now transformed into a modern facility, the Skirvin Hilton retains the elegance and beauty of the past, but updated as a full-service facility and hub of activity within the city. Building a Legacy of Success Marcus Hotels and Resorts’ track record of quality and consistency, strategic decision-making, and resolve to succeed sets in action a course to do things right, but also to do the right thing.
The Hilton Garden Inn and Convention Center is a 4-story, 162 room hotel situated on a 261,360 SF site. Hotel amenities include a Great American Grill restaurant and bar, business center and swimming pool.

The Convention Center meeting space is approximately 20,300 SF with a 9,750 SF ballroom. The property is currently under construction with an estimated completion date of December 2013.

**Project Location:** Lawton, Oklahoma

**Total Project Cost:** $24 Million

**Start/Completion:** 2012/Estimated Completion: December 2013

**Key Personnel:** Sam Kumar, Robert Gallup, Harley Blackburn
Completed ahead of schedule in October 2002, Journeyman principals served as design-builder and developer for the 31-floor, 804-room Hilton Austin convention center headquarters hotel. The total project includes 98 luxury residential units, ground floor retail space, Class A commercial office space, fine dining, a cafe, tavern and the Tower Health Club and Spa.

The Hilton Austin is the largest hotel in Austin and offers more ballroom and meeting space square footage than any other Austin property with 32 room configurations.

In addition, the Hilton Austin is convenient to Austin’s famous Sixth Street entertainment district and local museums.

**Project Location:** Austin, Texas

**Total Project Cost:** $165,000,000

**Start/Completion:** 2000/2002

**Key Personnel:** Sam Kumar, Robert Gallup
This facility is a 450 spacious guest room, four star quality, full service hotel located adjacent and connected to the Omaha Convention Center. The newly constructed facility contains over 320,000 SF on eight (8) floors and connects to the Convention Center via a sky bridge over a major thoroughfare with a large open courtyard in the center.

In addition to standard amenities, the luxurious hotel offers several restaurant choices in addition to a full service Health Club, a coffee shop and an indoor pool for year-round swimming. The hotel also offers 30,000 SF of flexible, state-of-the-art meeting and banquet space with a 10,000 SF ballroom.

The design intent was to enhance adjacent developments and create a new Omaha image from the transportation portal to and from the Omaha Regional Airport (Eppley Airfield). This was accomplished by a complex and extensive glass facades at the public levels of the hotel assuring “interaction” between the hotel activities and pedestrian traffic at the exterior. The hotel Lobby and Porte Cochere incorporates a number of local and national art elements. The hotel is located just blocks away from the Historic Old Market, making it a choice location for leisure and business travelers alike.

Please note this project represents work completed by Journeyman Principals while with another firm.
The Hilton Vancouver Hotel and Vancouver Convention Center, located in downtown Vancouver, Washington, includes more than 30,000 SF of meeting space.

The project opened two weeks ahead of schedule in June 2005 and is one of the first LEED certified hotels in the country. Contemporary architectural design and custom interior décor give the Hilton Vancouver Washington an upscale boutique atmosphere.

Special measures were taken during the construction to lessen the hotel’s impact on the environment, including upgraded heating and cooling systems, light sensors and water flow devices. Designed and decorated by a local firm using the majority of materials and artwork from local craftsmen, guests feel at home with the warm color palette, lobby fireplace and grand granite staircase, original artwork and comfortable furniture groupings. The “front yard” of the hotel, Esther Short Park, is the oldest town square in the state of Washington and has become a focal point for the downtown district. Managed by the City of Vancouver, the park can be reserved for convention or local events.

**Project Location:** Vancouver, Washington

**Total Project Cost:** $48,000,000

**Start/Completion:** 2003 / 2005

**Key Personnel:** Robert Gallup

Please note this project represents work completed by Journeyman Principals while with another firm.
This facility is a 262 room, 292,000 SF four star quality, full service hotel located in an existing building at the entrance of the new Austin-Bergstrom International Airport. The existing building was originally used as the command and control center for Bergstrom Air Force Base. The building is circular and contained 124,000 SF on three floors with a large open courtyard in the center.

A fourth floor was added and the outside courtyard enclosed into an atrium bringing the total square footage to 228,000 SF. In addition, the facility contains 16,000 SF of meeting and conference space, along with a full service restaurant and lobby lounge located within the atrium. As a focal point of the project, the circular atrium space is 180 feet in diameter and was once an outdoor area within the building ring. The design intent was to create an indoor-outdoor environment accomplished by integrating a complex steel structural system with a natural environment of native stone, plantings and water features. The mood of the space can be altered to create a park-like atmosphere through general lighting or a more intimate atmosphere in smaller areas through the use of accent lighting. A large mural, painted by a local artist, adds color and enlivens the space.

Project Location: Austin, Texas
Total Project Cost: $35,200,000
Start/Completion: 1999 / 2000
Key Personnel: Sam Kumar

Please note this project represents work completed by Journeyman Principals while with another firm.
Kahler Slater partnered with Marcus Hotels and Resorts and was awarded the development of a headquarters hotel to serve the Monona Terrace Community and Convention Center. The Hilton Madison Monona Terrace includes 240 guestrooms and suites, meeting space, swimming pool, 14th floor executive lounge overlooking the Wisconsin State Capitol and Lake Monona, and a restaurant located in an attached historic building.

The hotel offers a pleasant, pedestrian-friendly streetscape, which complements the neighboring historic buildings. A vehicular entry courtyard and porte-cochere provides off-street guest access. Pedestrians can access the convention center through a climate-controlled skywalk.

The site challenges included the Lake Monona water level below, the Capitol height restriction above, existing historic buildings and their foundations on three sides, and an operating railroad and convention center on the fourth side. A 193-space underground parking structure was built below the hotel and the foundations of the adjacent historic buildings. The hotel opened in 2001 and it continues to lead the market.

**Project Location:** Madison, Wisconsin

**Total Project Cost:** $30,000,000

**Start/Completion:** 1999/2001

**Key Personnel:** Douglas Nysse, David Plank

**Participating Firms:** Kahler Slater, Marcus Hotels, Findorff
Grand Central Apartments is a 14-story, 162 unit residential building for students, graduate assistants and university staff located in the heart of the University of Madison campus.

The building integrates into its urban context with a strong presence at the street corner. A generous landscaped plaza and associated commons area substantially improve the pedestrian streetscape on this corner of campus.

The building is composed of twelve stories of glass and masonry architecture that changes at the thirteenth floor to a lighter glass and precast concrete expression. Step-backs and architectural differentiation are provided to create a 4-story street presence as the building meets the adjoining parcels. Both private and public open spaces are provided. The street level plaza provides a public space at the corner of Johnson and Mills, while a south facing roof terrace above the twelfth floor becomes a space for semi-public social gatherings. Private balconies and patios provide private outdoor spaces to each apartment.

This project represents Knothe & Bruce Architect’s expertise in planning, implementing design, documentation and construction administration of large scale, dense student housing projects. Grand Central’s location and amenities create an ideal student housing experience.

**Project Location:** Madison, Wisconsin

**Total Project Cost:** $26,000,000

**Status:** 2007/2009

**Key Personnel:** J. Bruce, AIA

**Participating Firms:** Knothe & Bruce, Vierbicher, LZ Ventures
CMMI was retained to design and document a guestroom and corridor renovation for the Atlanta Marriott Alpharetta. This project incorporated elements from Marriott’s “Refreshing Mint” guest room scheme, and was augmented with designs for the suites and corridors. CMMI also provided design services for a new concierge lounge and some work in the guest elevator lobbies. The project was completed on an extremely aggressive schedule. CMMI was well positioned to provide design services for this project due to our vast experience in hospitality architecture and interior design.

**Project Location:** Atlanta, Georgia  
**Total Project Cost:** $2,300,000  
**Start/Completion:** February 2012-December 2012  
**Key Personnel:** William Cox & Billie Thorne  
**Participating Firms:** CMMI
Located in the heart of midtown, the Renaissance Atlanta Midtown (formerly Hotel Palomar) is within walking distance to Atlanta’s central business district, the finest restaurants, arts and entertainment. This property is a 4 star, 4 diamond world-class hotel with 302 guestrooms and suites, a 4,000 SF divisible ballroom, meeting rooms, upscale restaurant and lounge. From its prominent location, guests enjoy spectacular views of the skyline and bustling streetscape. Finishes in rich bold colors and luxurious textures are featured throughout the hotel in a contemporary, yet elegant style. Our scope of services included planning, design, selection, and documentation of all interior materials, furnishings, and recommendation of artwork and accessories.

**Project Location:** Atlanta, Georgia  
**Total Project Cost:** $77 Million  
**Start/Completion:** 2006/2009  
**Key Personnel:** James Culpepper  
**Participating Firms:** CMMI
CHALLENGE Group RFQ 8272-0-2013 | SAC Judge Doyle Square Madison Wisconsin | 59

CHARLESTON MARRIOTT TOWN CENTER

CMMI provided design services for the public areas of the Marriott Town Center. The scope included a re-envisioning of how the guest first perceives the hotel through the entry sequence, and registration. We provided a new feature wall and fireplace in the atrium area, and new decorative lighting above. Further, we implemented Marriott’s lobby program with a new day/night bar, and social zones. We added a new board room, providing the hotel with a new revenue source, and reoriented the entrance to provide better flow for the guest. In addition we provided design services for a new concierge lounge in the guest tower, and some upgrades to the hotel’s pool area. All interior materials, furnishings, and recommendation of artwork and accessories.

Project Location: Charleston, North Carolina
Total Project Cost: $800,000
Start/Completion: 2011/2012
Key Personnel: William Cox, Billie Thorne
Participating Firms: CMMI
Arrival Partners, in partnership with Waveland Ventures and Jackson Street Holdings, will begin construction in late 2013 on Block 21, a new seven-acre mixed-use urban development adjacent to Aurora’s Fitzsimons complex of medical-related facilities.

A nod to “Army Hospital 21,” the name of the WWI hospital that once stood at the location of Fitzsimons medical complex, the Block 21 development will encompass a four-star hotel and conference center; a four-story apartment complex; dining; retail and “the Quadrangle,” as well as a heavily-landscaped urban park, benefitting the development’s guests, residents and visitors.

**Hotel and Conference Center**
Block 21’s six-story hotel and conference center will include 200 spacious guestrooms and suites; a signature restaurant and bar; swimming pool; fitness center; 30,000 SF of meeting, exhibition, and reception space, comprised of a 15,000 SF divisible ballroom, a 5,000 SF junior ballroom, and additional pre-function space and breakout meeting rooms. The hotel and conference center also includes an adjoining secured covered parking structure with 500 spaces.

**Apartment Residences**
The four-story apartment complex will include 100 apartment residences, ranging in size from one-bedroom to two-bedroom and two-bedroom plus den units. Residents will have access to a private clubhouse and swimming pool, as well as 300 covered parking spaces in an adjoining secure parking structure.

**Dining & Retail**
Block 21 will also include 8,000 SF of space for a destination restaurant, as well as 10,000 SF of retail space, located on the first floor of the apartment building.

**Project Location:** Aurora, Colorado
**Total Project Cost:** $160,000,000
**Start/Completion:** 2013/Estimated 2015
**Key Personnel:** Douglas Nyssse
**Participating Firms:** Arrival Partners
Arrival Partners, in partnership with Waveland Ventures and Jackson Street Holdings, will begin construction in late 2013 on the Westin Greenwood Village.

The Westin Hotel will include 200 spacious guestrooms and suites; a signature restaurant and bar welcoming both hotel guests and the Greenwood Village neighborhood; conference and banquet space comprising a grand ballroom, meeting rooms and reception space; and a swimming pool and fitness center. The hotel is positioned to offer expansive views north towards Denver Tech Center and downtown Denver and south towards Pikes Peak. This transit-oriented development is located steps from the pedestrian bridge and parking structure serving the RTD Arapahoe at Village Center light-rail station and the Village Center retail and office buildings. The hotel will be highly visible and convenient to I-25 that runs adjacent to the hotel.

The development is being undertaken as a public private partnership with the City of Greenwood Village. It will involve a collaborative effort between many stakeholders including the development team, the City of Greenwood Village, the Regional Transportation District, the Colorado Department of Transportation and the Federal Transportation Administration.

**Project Location:** Aurora, Colorado  
**Total Project Cost:** Withheld  
**Start/Completion:** 2013/Estimated 2015  
**Key Personnel:** Douglas Nysse  
**Participating Firms:** Arrival Partners
Uniquely shaped to the site, Water Crest achieves a harmonious balance between Lake Monona and Madison. This unique, 42-unit condominium offers exceptional floor plans with large, multi-pane windows and patio doors to maximize views of the water and Capitol. While cast stone bands and medallions accent the Masonry Vernacular style indicative of historic urban areas.

The overall structure is two levels of post-tension concrete with four levels of mixed structural steel and wood frame with membrane roof. The exterior features wrought iron fences, decorative grilles, steel railings, masonry walls and beautiful landscaping that complement the thoughtful architecture.

In addition, large private balconies with an expansive waterfront terrace offer spectacular views and easy access to the lake for a life on the water on unlike any lakeside residence on Lake Monona.

**Project Location:** Madison, Wisconsin  
**Total Project Cost:** $14,000,000  
**Start/Completion:** 2008/2009  
**Key Personnel:** Bradley S. Zellner, John J. Leja  
**Participating Firms:** LZ Ventures
Located amid a scenic valley setting on Madison’s far eastside, Glacier Valley is a series of five, thoughtfully designed apartment buildings surrounding a beautiful clubhouse and pool. Built among single-family houses in the residential neighborhood of Reston Heights, Glacier Valley was developed to feel more like a home than an apartment—offering the benefits of apartment living without the apartment life.

Glacier Valley comprises a range of two-story to three-story buildings from 27,000 up to 50,000 SF apiece. Each building is wood frame, shingle roof with vinyl siding and stone veneer at the first floor. To encapsulate the feeling of a single-family home, Glacier Valley offers amenities that include walk-up entries, two bedrooms with a den, two-story units, porches and dormers with a mature, wooded backyard that’s adjacent to a walking path.

Project Location: Madison, Wisconsin
Total Project Cost: $15,500,000
Start/Completion: 2009/2012
Key Personnel: Bradley S. Zellner, John J. Leja
Participating Firms: LZ Ventures
The Butler Plaza complex includes 83 bedrooms, covering 53,000 SF, and 102 underground parking stalls. Six stories of steel and concrete make up Butler’s structure. One block off the state’s capitol square, Butler’s masonry facade and copper clad bay windows offer a distinct presence amongst the downtown atmosphere.

**Project Location:** Madison, Wisconsin

**Total Project Cost:** Approx $11,000,000

**Status:** Completed March 1999

**Key Personnel:** Bradley S. Zellner, John J. Leja

**Participating Firms:** LZ Ventures

Please note this project represents work completed by LZ Ventures Principals while with another firm.
12 story steel framed brick veneer student housing with two levels of underground parking, concrete plaza and penthouse.

**Project Location:** Madison, Wisconsin  
**Total Project Cost:** Approx $11,000,000  
**Status:** Completed August 2001  
**Key Personnel:** Bradley S. Zellner, John J. Leja  
**Participating Firms:** LZ Ventures

Please note this project represents work completed by LZ Ventures Principals while with another firm.
Project consists of 113 units of housing, retail space on first floor, three levels of underground parking in a 12 story post-tension concrete frame building. Approximately 200,200 SF consists of 55,194 SF of parking, 11,080 SF of retail space and 133,926 SF of housing.

**Project Location:** Madison, Wisconsin  
**Total Project Cost:** Approx $14,000,000  
**Status:** Completed February 2005  
**Key Personnel:** Bradley S. Zellner, John J. Leja  
**Participating Firms:** LZ Ventures  

Please note this project represents work completed by LZ Ventures Principals while with another firm.
The Gialamas Company was handpicked by Erdman Company to develop and partner in the design of a Gold LEED certified building to house their new corporate headquarters in Madison, Wisconsin. One Erdman Place is Gold LEED Certified and Energy Star Rated. The building is 115,000+ SF and includes a state of the art fitness facility, underground parking, energy efficient HVAC, advanced security system, certified green cleaning and maintenance program, outdoor terrace and fuel efficient vehicle parking program. The Project was awarded the Energy Star Rating 2008-2009-2010-2011. Common area finishes include terrazzo, cork, bamboo, glass, limestone, and granite.

Project Location: Madison, Wisconsin
Total Project Cost: $25,000,000
Status: Completed 2007
Key Personnel: George Gialamas, Andy Van Haren
Participating Firms: The Gialamas Company, Inc.
The Gialamas Company was asked to develop a new building to house the Madison main branch office for Associated (then First Federal) Bank. The building is a Class A Commercial Office Building. The project includes 77,000+ SF including state of the art fitness facility, underground parking, energy efficient HVAC, advanced security systems, outdoor terrace. The project is developer owned, financed and maintained in-house. The building finishes include, glass, architectural aluminum panel ceiling and building panels, porcelain tile, wood, and stainless steel.

**Project Location:** Madison, Wisconsin  
**Total Project Cost:** $15,000,000  
**Status:** Completed 2005  
**Key Personnel:** George Gialamas, Andy Van Haren  
**Participating Firms:** The Gialamas Company, Inc.
At the request of Rural Insurance, The Gialamas Company developed and constructed a new multi-tenant building to house their corporate headquarters. The project is a Class A Commercial Office Building. The building is 103,000+ SF including state of the art fitness facility, underground parking garage, energy efficient HVAC, advanced security systems, outdoor terrace. The project is developer owned, financed and maintained in-house. Building finishes include, glass, limestone.

**Project Location:** Madison, Wisconsin  
**Total Project Cost:** $17,000,000  
**Status:** Completed 2005  
**Key Personnel:** George Gialamas, Andy Van Haren  
**Participating Firms:** The Gialamas Company, Inc.
Class A Commercial Office Building was Built-To-Suit for Virchow Krause & Company, LLP (now Baker Tilly). The project is a 122,000+ SF building that includes underground parking, energy efficient HVAC, security system. The building is developer owned, financed and maintained in-house. Building finishes include granite, glass, porcelain floors, wood wall panels and architectural features, stainless steel ceiling clouds, and glass.

**Project Location:** Madison, Wisconsin  
**Total Project Cost:** $25,000,000  
**Status:** Completed 2000  
**Key Personnel:** George Gialamas, Andy Van Haren  
**Participating Firms:** The Gialamas Company, Inc.
Kahler Slater is working with HKS Holdings and Chicago Holdings to design a new Kimpton hotel in Milwaukee’s historic Third Ward. The 158-room boutique hotel will feature an eight-story building housing a restaurant on the ground floor, plus a rooftop bar, fitness center and expansive meeting space. The hotel is scheduled to open in 2015.

**Project Location:** Milwaukee, Wisconsin  
**Total Project Cost:** Withheld  
**Start/Completion:** 2013/Estimated 2015  
**Key Personnel:** Douglas Nysse, David Plank, Aaron Ebent  
**Participating Firms:** Kahler Slater, Arrival Partners
Kahler Slater was hired by Ivory Tusk, LLP to transform this historic, former department store, built in 1887, into a mixed-use office, hotel and retail complex. The renovated building fronts the Riverwalk and includes Class A office space, underground parking, a new landscaped entrance plaza, and a new façade where a structurally unsound and historically insignificant portion of the building once stood. This mixed-use project also includes a 131 suite Residence Inn Hotel and a retail space.

The building posed considerable challenges, including extremely large floor plates and some structural deterioration. Its prominent location on the Milwaukee River created a unique opportunity to be a catalyst in the revitalization of the entire Milwaukee Central Business District. Financed in part with federal tax-credits for historical preservation, the exterior work was required to meet strict federal guidelines. Creative planning led to the final result - the resurrection of one of Milwaukee’s architectural gems and the continued resurgence of downtown Milwaukee.

Today the ASQ Center is once again considered the hub of downtown Milwaukee. The central location provides for major interaction with Riverwalk and street pedestrians, as well as public transportation and vehicular traffic. Skywalk connections to adjoining high-rise buildings, a shopping center and popular downtown restaurants sustain the high energy of this building, 24-hours a day.

**Project Location:** Milwaukee, Wisconsin

**Total Project Cost:** $51,000,000

**Start/Completion:** 1999/2001

**Participating Firms:** Kahler Slater
Kahler Slater worked with Chicago-based First Hospitality Group on the adaptive reuse of a historic office building to be a 127-key Hilton Garden Inn. This Richardsonian Romanesque structure once housed the headquarters of Northwestern Mutual Life Insurance and is one of the best remaining examples of its kind in the Midwest, from its solid granite exterior to its soaring atrium. It sits in a critical location to help revitalize the key Broadway Corridor in downtown Milwaukee.

Work includes key plan studies for various hotel brands, code analysis, historic consulting services and entitlement support, and architectural and interior design work. Exterior restoration includes removing layers of paint to expose the striking granite detail, repointing, window restoration and the addition of a sensitively-designed entrance canopy. Inside, the hotel lobby, restaurant, meeting space, guest rooms and other hotel amenities will be inserted in the former tenant spaces and will center around the restored atrium.

The building is listed on the National Register of Historic Places and has been designated as a City of Milwaukee Landmark. As such, we worked closely with the State Historic Preservation Office, National Park Service and City to ensure compliance with the Secretary of the Interior’s Standards for Rehabilitation and to fully utilize Historic Preservation Tax Credits.

**Project Location:** Milwaukee, Wisconsin

**Total Project Cost:** $20,000,000

**Start/Completion:** 2010/2012

**Key Personnel:** Douglas Nysse, Aaron Ebent, David Plank

**Participating Firms:** Kahler Slater
The North Park Street Office Building is situated in an urban setting on the University of Wisconsin (UW) Madison's East Campus. Kahler Slater worked on this public-private project as the design architect, architect of record and interior designer for the 140,000 SF office building, which sits on top of a 340-car parking structure.

The office building provides needed space for six different UW-Madison administrative departments which currently are distributed throughout the campus. Natural daylighting and warm, inviting interior finishes have been incorporated in the office areas. The interior design focused on re-establishing office standards, incorporating more collaborative work spaces for all departments and allowing for future expansion. The project included specifications of all new furniture using state-contracted furniture vendors. The exterior design was derived from the UW's plan to create a more collegiate appearance for the East Campus and, therefore, makes reference to historical elements found on other existing campus buildings.

Along the Park Street side of the building, a new two-story visitor's center serves as a “gateway” to the campus to the north, as Park Street has become the “front door” to the campus. Interior finishes were selected for the visitor’s center to complement the UW-Madison school colors and to highlight displays for the University and the community of Madison.

**Project Location:** Madison, Wisconsin  
**Total Project Cost:** $27,900,000  
**Start/Completion:** 2004/2006  
**Participating Firm:** Kahler Slater
A world-class hotel – replacing five deteriorating, outdated and severely underutilized buildings in a high-profile location – will be a tremendous plus for Milwaukee in many ways. It will be a gorgeous addition to the area and provide meaningful activity to spark economic growth for downtown’s revitalization. It will enhance the Milwaukee region’s national reputation and help draw more visitors to town for business, conventions and pleasure.

Kahler Slater was selected by Jackson Street Management to design this important hotel project. What started as design work has turned into much more. Helping to lead the project through the complex municipal approval process amidst great community attention and scrutiny, the design team has developed a brilliant solution to please both the historic preservation community and contemporary business and economic proponents.

The design solution is an L-shaped hotel that wraps around a beautifully restored and renovated corner building. It preserves and recreates the original facades of 19th century buildings along Wisconsin Avenue, while a modern brick building rejuvenates the Milwaukee Street side. A nod to both the new and old are designed to create a compromise for a divided community. This hotel includes 205 guestrooms, a ballroom, meeting rooms, restaurant and bar, retail space, indoor pool and fitness center, concierge lounge and an underground parking structure.

**Project Location:** Milwaukee, Wisconsin

**Total Project Cost:** $28,000,000

**Start/Completion:** 2011/2013

**Key Personnel:**
Douglas Nysse, David Plank, Aaron Ebent

**Participating Firms:**
Kahler Slater, Arrival Partners
This redevelopment consists of an eight-story residential building and includes 79 student housing units on the UW-Madison campus. Units range in size from one to five bedroom apartments. The redevelopment also includes the relocation and preservation of a 930’s masonry chapel, St. Francis House. The new apartments are responsive to the surrounding neighborhood, which poses unique challenges of tying academic and religious buildings with a variety of architectural styles. The development is sensitive to the solar impacts and view lines to the neighboring church and bell tower.

The building is a post-tensioned concrete structure with two levels of under-building parking. The contemporary exterior skin is a combination of stone, metal panels, and spandrel glazing. Metal balconies and railings articulate the facade and create usable open space for the residents.

**Project Location:** Madison, Wisconsin  
**Total Project Cost:** $16,000,000  
**Start/Completion:** Under Construction, to be completed in Summer of 2013  
**Key Personnel:** J. Robert Bruce, Donald A. Scroeder, John Leja  
**Participating Firms:** Knothe Bruce, LZ, Ventures, Vierbicher
The Depot Apartments is a redevelopment project in the Bassett neighborhood district of Madison near the UW-Madison campus. This project required demolition of a bus depot and parking area and construction of three linked buildings that line the edges of the site and contain an internal surface parking area. The finished building contains 11,000 SF of retail space, 82 apartment units and 26 surface and 96 underground parking stalls.

The proximity of the site to other large warehouse buildings and the City’s requirement to position the buildings close together and close to the street required careful consideration of access points and stormwater management. Accessible transitions from the adjacent City Street to the parking entrances and to the retail space were critical. Surface parking is positioned above the underground parking at street level. This requires collecting stormwater in multiple small inlets installed within the parking structure and piping it through the structural support system to the public storm sewer.

**Project Location:** Madison, Wisconsin  
**Total Project Cost:** $10,000,000  
**Status:** January 2009/September 2010  
**Key Personnel:** J. Robert Bruce, Donald A. Scroeder  
**Participating Firms:** Knothe & Bruce, Vierbicher
Development, design, and construction of Block 89 represented downtown Madison’s most challenging and ambitious real estate developments in recent decades. The project consisted of three main structures: a 325,000 SF underground parking ramp, a nine-story, 135,000 SF Doty Building and the 80,000 SF One East Main Building.

Construction logistics planning was critical to the success of the $30 Million Block 89 project, located between Main Street on Madison’s Capitol Square, and Doty Street, one of the city’s busiest thoroughfares.

Traffic routing, construction deliveries, and safety precautions for pedestrian traffic were all carefully planned and coordinated. Regular events, such as the Farmer’s Market and Art Fair on the Square required special attention.

**Project Location:** Madison, Wisconsin  
**Total Project Cost:** $30,000,000  
**Status:** Completed 2002  
**Participating Firms:** Findorff
Designed for the busy lifestyle of today’s multi-tasking business traveler, Hyatt Place features a selected range of services aimed at providing casual hospitality in a well-designed, high-tech and contemporary environment.

Findorff constructed this 150-room, 11-story hotel for Lodgeworks, a privately held hotel development company based out of Wichita, Kansas. Highlights of the building include an indoor pool, conference rooms, fitness center and one- and two-room accommodations. The lobby area features a great room and den area with an outdoor patio.

Project Location: Madison, Wisconsin
Total Project Cost: $13,800,000
Status: Completed March 2010
Key Personnel: Dave Beck-Engel
Participating Firms: Findorff
The design for downtown Madison’s Monona Terrace Convention Center is one of the last creations of internationally acclaimed architect Frank Lloyd Wright. Extending 1,200 feet along Madison’s Lake Monona shoreline, the facility consists of a 250,000 SF multi-level convention center building and an adjacent bi-level parking ramp with 560 spaces.

The center includes a 40,000 SF exhibition hall, 16,000 SF ballroom, 8,000 square foot assembly hall, 10,000 SF of meeting rooms, a 300-seat lecture hall, full-service kitchen and concession facilities, and generous circulation and community spaces. A finely detailed rooftop garden with unique lighting features and extensive landscaping provides a park-like setting for outdoor activities. Olin Terrace and the State Capitol are directly accessed by a pedestrian bridge.

In 2007, Monona Terrace became the first convention center in the country to earn LEED-EB Silver certification from the U.S. Green Building Council. LEED-EB is a nationally accepted benchmark for environmentally friendly, energy-efficient operations and maintenance in existing buildings.

**Project Location:** Madison, Wisconsin

**Total Project Cost:** $57,400,000

**Status:** Completed 2007

**Key Personnel:** Dave Beck-Engel

**Participating Firms:** Findorff
This exciting mixed use urban redevelopment project is located in the heart of the University of Wisconsin Madison campus. The base of the building is surrounded with retail space and features outdoor seating and dining. The upper levels include Lucky Apartments student housing and office space for the University of Wisconsin.

The one million plus square foot building is now home to the UW Bursar’s office, Financial Aid Office, Registrar’s office, Student Health Services, and the Student Organizations Student Activity Center. Five hundred underground parking spaces were also provided as part of the project.

Sustainable features of the project included a “green” roof that provides a small park-like environment that functions as a storm-water management system, allowing plants to absorb rainwater and prevent runoff.

**Project Location:** Madison, Wisconsin  
**Total Project Cost:** $146,000,000  
**Status:** Completed 2008  
**Key Personnel:** Dave Beck-Engel, Sam Lawrence  
**Participating Firms:** Findorff
Arbor Gate is a mixed-use redevelopment project consisting of 215,000 SF of office and retail space, with a parking structure, at the intersection of Todd Drive and the West Beltline Highway in the City of Madison. The project includes redevelopment of seven under utilized parcels and served as a catalyst for improvements throughout the central Beltline area.

Through a rigorous schedule and in constant cooperation with the City of Madison, the Arbor Gate team was able to first design, permit, and construct new facilities to relocate existing businesses within 180 days. The team then secured entitlements for the Arbor Gate project within 109 days from submittal.

**Project Location:** Madison, Wisconsin  
**Total Project Cost:** $140 Million  
**Status:** Complete  
**Participating Firms:** Vierbicher
The Development Team for the Judge Doyle Square project have a depth of experience in managing mixed-use urban scale projects.

The principals of Journeyman Group had experience on projects of similar scope and complexity, with the Austin Convention Center Hotel being the closest in comparison with office, retail, and residential totaling 1.1 MSF with ~30,000 SF of retail/office space, 103 residential condominiums, along with the 800-key convention oriented hotel. The principals of Journeyman provided executive management (Sam Kumar and Robert Gallup), preconstruction (Robert Gallup), and property management (Lisa Houston) related to the design, construction, and management of the property.

<table>
<thead>
<tr>
<th>PROJECT NAME</th>
<th>LOCATION</th>
<th>SIZE</th>
<th>PROGRAM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hilton Garden Inn and Convention Center</td>
<td>Lawton, OK</td>
<td>162 Keys, 20,000 SF</td>
<td>Full-Service Restaurant, Meeting Space, Bar, Pool, 21,500 SF of convention and meeting space, state-of-the-art fitness center, swimming pool/jacuzzi, outdoor patio, full commercial kitchen</td>
</tr>
<tr>
<td>Silverado Crossing</td>
<td>Buda, TX</td>
<td>18.39 Acre Site 300 Units</td>
<td>3, three story buildings with units ranging from 625 SF to 1295 SF, large resort style pool, outdoor fireplace, clubhouse with theatre, fitness center and aerobics center.</td>
</tr>
<tr>
<td>Triton Office Building</td>
<td>Austin, TX</td>
<td>28,939 SF 1.56 Acres</td>
<td>High end finishes, common area restrooms with shower facilities and direct remote key building access.</td>
</tr>
<tr>
<td>Concordia University Building</td>
<td>Austin, TX</td>
<td>5 Stories 55,000 SF</td>
<td>New restroom facilities, custom wood trim package, multi-tone accent roles, dramatic architectural finishes.</td>
</tr>
<tr>
<td>9th Red River</td>
<td>Austin, TX</td>
<td>184 Keys 8 Stories 98,545 SF</td>
<td>Urban select-service hotel with fitness center, swimming pool, outdoor amenity deck, pantry, meeting rooms, and 191-spaces in 3 levels of below grade parking.</td>
</tr>
<tr>
<td>Savannah Convention Center Hotel</td>
<td>Savannah, GA</td>
<td>503 Keys, 361,000 SF</td>
<td>Full-service convention center hotel with 503-keys, 30,000 NSF of meeting space, restaurant, bar, fitness center, spa, pool, amenity deck, full commercial restaurant and banquet kitchens, laundry facilities, and related site work.</td>
</tr>
</tbody>
</table>
## Chapter 2 - Experience of the Team to Successfully Undertake the Project

### 2. Managing Mixed-Use Urban Scale Projects

<table>
<thead>
<tr>
<th>MARCUS HOTELS AND RESORTS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PROJECT NAME</strong></td>
</tr>
<tr>
<td>The Pfister Hotel</td>
</tr>
<tr>
<td>Hilton Madison Monona Terrace Hotel</td>
</tr>
<tr>
<td>Four Points by Sheraton - Downtown Chicago Hotel</td>
</tr>
<tr>
<td>Sheraton Madison Hotel</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>THE GIALAMAS COMPANY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PROJECT NAME</strong></td>
</tr>
<tr>
<td>One Erdman Place</td>
</tr>
<tr>
<td>10 Terrace Court</td>
</tr>
<tr>
<td>8040 Excelsior Drive</td>
</tr>
<tr>
<td>1241 John Q Hammons Drive</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LZ VENTURES</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PROJECT NAME</strong></td>
</tr>
<tr>
<td>Glacier Valley</td>
</tr>
<tr>
<td>Water Crest</td>
</tr>
<tr>
<td>Grand Central</td>
</tr>
</tbody>
</table>
**PUBLIC/PRIVATE PARTNERSHIPS**

In previous projects, the principals of Journeyman Group have secured project financing on a tax-exempt and taxable basis, have led the industry in structuring debt through the use of non-profit public facility corporations, and provided sources for both debt and equity. We have repeatedly demonstrated an ability to successfully arrange large, complex capital structures necessary to ensure projects are built, operational and completed within the terms set forth in our contracts.

We are known for our innovative concepts and financing strategies. In 1997, Journeyman’s principals secured the first ever public-private financing structure of a hotel project, the Hilton Austin-Bergstrom Airport. Additionally, our senior executives have successfully financed a convention center hotel with more than $75 Million of private equity. The following table provides an overview of public-private partnership (P3) financing structures for our representative projects, including sources of public and private funding.

<table>
<thead>
<tr>
<th>PROJECT NAME/LOCATION</th>
<th>%</th>
<th>PUBLIC INCENTIVES</th>
<th>%</th>
<th>PRIVATE EQUITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Austin Hilton Convention Hotel</td>
<td>98%</td>
<td>Revenue Bonds issued by City and Land Lease</td>
<td>2%</td>
<td>Developer Equity</td>
</tr>
<tr>
<td>Austin, TX</td>
<td></td>
<td></td>
<td>18%</td>
<td>Target Return</td>
</tr>
<tr>
<td>Omaha Hilton Convention Hotel</td>
<td>98%</td>
<td>Public tax-exempt financing and ownership (Revenue</td>
<td>2%</td>
<td>Developer Equity</td>
</tr>
<tr>
<td>Omaha, NE</td>
<td></td>
<td>Bonds issued by City)</td>
<td>18%</td>
<td>Target Return</td>
</tr>
<tr>
<td>Vancouver Hilton Convention Hotel</td>
<td>98%</td>
<td>Public tax-exempt financing and ownership (Revenue</td>
<td>2%</td>
<td>Developer Equity</td>
</tr>
<tr>
<td>Vancouver, WA</td>
<td></td>
<td>Bonds issued by City)</td>
<td>18%</td>
<td>Target Return</td>
</tr>
<tr>
<td>Austin-Bergstrom Hilton Hotel</td>
<td>98%</td>
<td>Revenue bonds issued by City and Land lease</td>
<td>2%</td>
<td>Developer Equity</td>
</tr>
<tr>
<td>Austin, TX</td>
<td></td>
<td></td>
<td>18%</td>
<td>Target Return</td>
</tr>
<tr>
<td>Hilton Garden Inn</td>
<td>20%</td>
<td>Non-recourse loan and grants (New Market Tax Credits,</td>
<td>15%</td>
<td>Developer Equity</td>
</tr>
<tr>
<td>Lawton, OK</td>
<td></td>
<td>public incentives)</td>
<td>20%</td>
<td>Target Return</td>
</tr>
</tbody>
</table>

Journeyman Group
<table>
<thead>
<tr>
<th>Company</th>
<th>Legal Contract Issue</th>
<th>Conflict of Interest</th>
</tr>
</thead>
<tbody>
<tr>
<td>Journeyman Group</td>
<td>Journeyman Group does not have any prior contract failures, contract breaches, tax delinquencies, civil or criminal litigation investigation pending or contracts, filings or bankruptcies that may affect performance.</td>
<td>Journeyman Group has no potential conflict of interest due to any other clients, contracts or property interests.</td>
</tr>
<tr>
<td>Marcus Hotels</td>
<td>Marcus Hotels does not have any prior contract failures, contract breaches, tax delinquencies, civil or criminal litigation investigation pending or contracts, filings or bankruptcies that may affect performance.</td>
<td>Marcus Hotels has no potential conflict of interest due to any other clients, contracts or property interests.</td>
</tr>
<tr>
<td>LZ Ventures</td>
<td>LZ Ventures does not have any prior contract failures, contract breaches, tax delinquencies, civil or criminal litigation investigation pending or contracts, filings or bankruptcies that may affect performance.</td>
<td>LZ Ventures has no potential conflict of interest due to any other clients, contracts or property interests.</td>
</tr>
<tr>
<td>Gialamas Company</td>
<td>The Gialamas Company, Inc. does not have any prior or ongoing contract failures or breaches. There have been no tax delinquencies, civil or criminal litigation or investigations pending or contracts, filings or bankruptcies that may affect performance.</td>
<td>The Gialamas Company, Inc. has no potential conflicts of interest due to any other clients, contracts or property interests.</td>
</tr>
<tr>
<td>Arrival Partners</td>
<td>In response to the Judge Doyle Square RFQ criteria, Arrival Partners LLC has no prior contract failures, contract breaches, tax delinquencies, civil or criminal litigation or investigation pending or contracts, filings or bankruptcies that may affect performance.</td>
<td>Arrival Partners has no potential conflict of interest due to any other clients, contracts or property interests.</td>
</tr>
<tr>
<td>Schaeffer Consulting</td>
<td>Schaeffer Consulting, LLC does not have any prior contract failures, contract breaches, tax delinquencies, civil or criminal litigation investigation pending or contracts or bankruptcies that may affect performance.</td>
<td>Smart Growth Greater Madison is a client of Schaeffer Consulting, LLC. Participation in the RFQ process has been disclosed to the Board of Directors.</td>
</tr>
<tr>
<td>Kahler Slater</td>
<td>In July 2009, Northcentral Technical College filed a lawsuit against Kahler Slater and four other companies related to water damage. In a mediation in September 2010, Kahler Slater agreed to pay 12% of the cost, without blame or liability.</td>
<td>Kahler Slater has no potential conflict of interest due to any other clients, contracts or property interests.</td>
</tr>
<tr>
<td>CMMI</td>
<td>CMMI was retained in 2002 to design a large multi-use facility in New Brunswick, New Jersey. During the course of the project, the owner alleged defects in the design of certain HVAC units. CMMI was named as a defendant in action by the owner against the MEP consultant. While the owner had repeatedly stated that CMMI, as architect, was not the target of litigation in this matter, New Jersey contract law required that the owner include CMMI in the suit as we were the holder of the sub consultant’s contract. All parties settled this matter through mediation in December 2011.</td>
<td>CMMI has no potential conflict of interest due to any other clients, contracts or property interests.</td>
</tr>
<tr>
<td>Firm</td>
<td>Experience and Conflict of Interest Details</td>
<td></td>
</tr>
<tr>
<td>----------------------</td>
<td>-----------------------------------------------------------------------------------------------------------</td>
<td></td>
</tr>
<tr>
<td>Knothe &amp; Bruce</td>
<td>Knothe &amp; Bruce does not have any prior contract failures, contract breaches, tax delinquencies, civil or criminal litigation investigation pending or contracts, filings or bankruptcies that may affect performance.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Knothe &amp; Bruce has no potential conflicts of interest due to clients, contracts or property.</td>
<td></td>
</tr>
<tr>
<td>Hennerman Engineering</td>
<td>Hennerman Engineering does not have any potential conflict of interest due to any other clients, contracts or property interests, nor any contract failures, contract breaches, tax delinquencies, or civil or criminal litigation or investigation pending within the last five years.</td>
<td></td>
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<tr>
<td></td>
<td>Hennerman Engineering has no potential conflicts of interest due to clients, contracts or property.</td>
<td></td>
</tr>
<tr>
<td>Vierbicher</td>
<td>Vierbicher Associates, Inc. does not have any potential conflict of interest due to any other clients, contracts or property interests, nor any contract failures, contract breaches, tax delinquencies, or civil or criminal litigation or investigation pending within the last five years.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Neither the firm nor key project team members have any contracts in which they were found guilty or liable, nor any bankruptcy filing by the firm for key team members or entities.</td>
<td></td>
</tr>
<tr>
<td>Findorff</td>
<td>Findorff does not have any prior contract failures, contract breaches, tax delinquencies, civil or criminal litigation investigation pending or contracts, filings or bankruptcies that may affect performance.</td>
<td></td>
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<tr>
<td></td>
<td>Findorff has no potential conflicts of interest due to clients, contracts or property.</td>
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</tr>
</tbody>
</table>
**Preliminary Project Concept(s)**

The preliminary site plan, building massing, and perspectives are one of many options we considered for the Judge Doyle Square development. Though, details of our concept are outlined further, in summary our concept consists of the following:

**Block 88**

- (1) A Marriott full-service hotel of ~352-keys or (2) Marriott full-service 219-key hotel and a 133-key Hilton Garden Inn select-service hotel; with a commitment to the City of Madison minimum 250-key room block; and
- Below grade parking to accommodate the need of the hotel(s) and City fleet vehicles.

**Block 105**

- Retail (~11,000 SF), Bicycle Center (3,000 SF), and Office and Residential Lobbies at grade fronting Doty, Pinckney, and Wilson Streets;
- Approximately 81,000 GSF of Class A office space on levels 2 thru 5;
- Approximately 147 residential units on levels 6 thru 12;
- Approximately 612-spaces of below grade parking to meet the City’s need of replacing the current East Garage; and
- Approximately 479-spaces of above grade parking to meet the office and residential needs. Above grade parking is “concealed” by the office floors to west and where “exposed” on the north and south will be clad consistent with the office façade to avoid pedestrian visibility of vehicles.

**Economic Development**

The level of development on these underutilized blocks, primarily the quality of the hospitality components proposed, represent what we believe to be the highest and best use of the parcels and are certain to:

(1) “Retain and grow the business of the Monona Terrace Community and Convention Center”;
(2) “Unlock the development potential of two City-owned, tax-exempt parcels to significantly expand the City’s tax base and employment”;
(3) Be “consistent with the Project Requirements” found in Section 3 of the RFQ”;
(4) “Unlock the development potential of the sites through careful selection of mixed uses that includes a hotel and provides sufficient parking to achieve the desired density”; and
(5) “Increase economic and retail activity from additional convention attendees, visitors, downtown workers and residents”.

**Land Use**

We propose is a mixed-use development covering the entire development parcels on Blocks 88 and 105 and include the following elements:

(1) One or two hotels on Block 88 with a minimum of a 250 room block committable to support not only the Monona Terrace Community and Convention Center, but the adjacent Hilton Hotel and surrounding neighborhood;
(2) The hotel(s) on Block 88 will have restaurant(s) and a bar at grade fronting Pinckney and Wilson Streets. ~11,000 SF of retail space fronting Doty, Pinckney, and Wilson Streets on Block 105 will likely accommodate retail and restaurant tenants;
(3) A 3,000 SF bicycle center, as further described in the RFQ, is included and would front Doty Street at grade;
(4) We have a parking plan for both blocks to support the entire development as defined above with the appropriate level of separation to accommodate the specific needs of the users; and
(5) Our concept further includes office and commercial spaces and residential housing as encouraged by the RFQ and we have made a “preliminary market analysis” for these uses to “justify the land use mix and density”.

---

Journeyman Group

RFQ 8272-0-2013 | SAC Judge Doyle Square Madison Wisconsin | 88
Phasing of the Project warrants further discussion that we anticipate will result in the following deliveries:

<table>
<thead>
<tr>
<th>Phase</th>
<th>Description</th>
<th>Completion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phase 1A</td>
<td>Block 88 Parking</td>
<td>October 2015</td>
</tr>
<tr>
<td>Phase 1B</td>
<td>Block 88 Hotel</td>
<td>November 2016</td>
</tr>
<tr>
<td>Phase 2A</td>
<td>Block 105 Garage (Below Grade)</td>
<td>January 2017</td>
</tr>
<tr>
<td>Phase 2B</td>
<td>Retail/Office/Above Grade Garage</td>
<td>July 2017</td>
</tr>
<tr>
<td>Phase 2C</td>
<td>Residential</td>
<td>November 2017</td>
</tr>
</tbody>
</table>

**Phase 1A:** The initial phase of construction will involve demolition of the Madison Municipal Building (MMB) loading dock and construction of the below grade garage on Block 88. This garage, when completed, will become a temporary public parking until the Block 105 public garage is demolished and reconstructed below grade. Given that construction of the hotel(s) will continue above while the Block 88 garage is utilized, careful consideration to the means of vehicle and pedestrian access must be made and implemented. It is expected that Pickney Street will be closed at this initial stage and remain closed until the completion of Phase 2C.

**Phase 1B:** Construction of the hotel(s) will continue on Block 88 without disruption in sequence with the garage below. With a duration of 18 months it appears there could be an issue with the hotel opening before the permanent public parking on Block 105 is completed.

**Phase 2A:** Demolition of the City’s East Parking Garage on Block 105 will commence after the below grade garage on Block 88 is completed and ready for occupancy. This phase is expected to take 11 months from the date of its commencement, and again similar to that of Block 88, after City occupancy will require careful consideration to the means of vehicle and pedestrian access while construction of the office and residential above are in progress.

**Phase 2B:** Completion of the structural portions of the above grade parking, retail, and office shell should be completed upon City occupancy of the Phase 2A garage. It is likely that Pickney Street will remain closed until completion of the office shell. Completion and occupancy of the office shell and above grade garage will coincide with the reopening of Pickney Street.

**Phase 2C:** The Project’s final phase will consist of completion and occupancy of the residential elements.

**Design and Density**

Though our site and massing concept plans are preliminary, they represent an exciting urban design with appropriate architectural themes, scale, and massing that is compatible with surrounding buildings including historic structures. Our proposed redevelopment is relatively dense, and we believe maximizes the amount of above-grade development given the consideration to the needs of the neighborhood and substantial public parking element.

For Block 88 the use is exclusively hospitality related but it’s at grade restaurant and bar with public access will support the Development’s retail mission. For Block 105, we have an ideal mix of street level retail, and office and residential above grade. Though our discussions with retail tenants are preliminary, we expect to attract a compatible and complimentary restaurant use to those in
the neighborhood. With the Block 88 restaurant and bars fronting Pickney, along with the Office Lobby and Retail of Block 105, we will generate significant activity that will enliven Pinckney Street and create a sense of place. The Judge Doyle Square pedestrian experience will become highly active from the Marriott Hotel fronting Wilson Street, the Hilton Garden Inn Hotel and residential lobby fronting Doty Street; and sidewalks widths of 15 feet will be maintained at a minimum to support these uses. Our design, with maximum heights of ~105’ for block 88, and ~145’ for block 105, is well under the height limits of the City of Madison Capitol View Preservation ordinance.

Our massing concept leverages the potential of Pickney Street from the Capitol Square to Lake Monona. The streetscape developments proposed will greatly enhance public spaces, and our building orientations are intended to capitalize on natural views to Lake Monona and achieve connectivity for pedestrians and bicyclists. We will make Judge Doyle Square a destination for residents, employees and visitors by unifying the emerging restaurant and entertainment district in the southeast quadrant of the Square with the Monona Terrace Community and Convention Center. The design the parking structures proposed will be given greater emphasis later in this Chapter, but will provide a customer-friendly parking experience, optimizing first floor uses, and meet the specific needs of each user.

**INTERMODAL CONNECTIVITY**

We understand in March 2013 the City entered into an agreement for the South Capitol Transit Oriented Development District, of which the Judge Doyle Square site is in, to complete a Planning Study. Absent the completion of that Study we are aware that the Madison Metro Capitol Loop passes to our north on Doty Street, and the location of the Bicycle Center fronting Doty and other street amenities will ensure a high quality pedestrian and bicycle connectivity to Madison Metro. The below grade public parking component on Block 105 will further have elevator access to all garage levels from pedestrian street level lobbies on both Doty and Wilson Streets. Connectively to the loop that encircles Capitol Square and passes in front of the MMB.

We will be improved by our Doty and Wilson streetscape improvements on the east half of Block 88.

We understand the plans for a passenger rail service now appear far in the future, but we do see the potential from the Judge Doyle Square density, and adjacent Hilton Monona Terrace and Block 89 developments, warrants consideration in future studies and plans.

**Hotel**

Though plans for the hotel(s) we would propose will be further developed for the RFP stage a description of the type of hotel product(s) to be developed are identified above and again would include a full-serve hotel or two (2) hotels with one being full-service and the other being select-service, with below grade parking to accommodate the need of the hotel(s) and City fleet vehicles. The hotel(s) we propose:

- Are within “easy walking distance of the Monona Terrace Community and Convention Center”;
- Will provide a minimum of “an additional 250 room block for the Monona Terrace to grow its book business”;
- Will provide “hotel facilities that support and complement Monona Terrace”, with such facilities we propose being commensurate with a full service, first class, convention-oriented, Upscale Hotel operating under a Marriott brand consistent with such class of hotel; and
- Address unmet opportunities for capturing the group, commercial and leisure travel sectors and periodic, peak demand.
CHAPTER 3 - PRELIMINARY PROJECT CONCEPT(S)

1. Preliminary Plans

Our current plans for the amount of function space will include a 7,550 net SF Ballroom and 12,952 net SF of breakout meeting space. We believe this amount and allocation of space will be ideal to address convention and conference needs and further should complement more than compete with Monona Terrace; and we agree “most significant need is for additional break-out meeting rooms” as stated in the RFQ and from our analysis of the Monona Terrace program. The meeting space as now proposed will further compliment and fill a need of the Hilton Monona Terrace and as contemplated, will truly allow the City to more seamlessly market events requiring the combined room block and function space of both these hotels.

By adding these additional rooms with great proximity to the Convention Center will enhance Madison’s ability to capture more and larger group demand. The combination of new first class rooms, the ability of the meeting planners to leverage the premier Marriott brand and the convenience of interior access to the Convention Center will certainly enhance the Convention Center capture for these attractive larger events. Regarding the corporate demand, these additional rooms will better support the strong typically weekday demand coming from the area corporations that already exist. This dynamic is evidenced by the strong weekday demand that the Hilton and the recently opened Hyatt Place currently enjoys. Leisure demand is also expected to increase given the additional connected rooms to the Convention Center. Monona Terrace has been an attractive venue for area weddings, galas, fund raisers and other related social venues over the years.

By combining the 150 rooms at the Hilton and the 250 rooms with this planned hotel(s) the Monona Terrace will be given the needed tools to book larger groups throughout the peak periods of demand, while the shoulder season and off peak season should be reduced.

On the convention center hotels that our principals have been involved with only one, the Hilton - Omaha Convention Center Hotel, had a bridge connection to the convention center. The Hilton - Vancouver Hotel and Conference Center had a direct connection but the others planned and constructed, most often had no such climate controlled connection and relied on sidewalk systems for 1 to 3 blocks for intentional urban considerations. We have made initial studies and believe a skywalk between the Hilton and new hotel is likely the most feasible if such a connection is found a need, but even with this, the total distance to Monona Terrace and vertical transfer hurdles, it may not be utilized except for the most inclement weather conditions. For this reason the skywalk costs has not been included within our estimates presented in Chapter 4 of this response. At this time we believe it is more prudent to rely on the sidewalk systems for all but the largest events with a suggested mid-block pedestrian crossing for a direct access across Wilson Street to the Hilton for a more direct route to the existing pedestrian bridge to Monona Terrace. It may be worth further considering a pedestrian friendly tram to and from the hotels on larger events to Monona Terrace during large events.
A delineation of how our hotel plans conforms or deviates from the HSP market study referenced in the RFQ is in the following table:

<table>
<thead>
<tr>
<th>Description</th>
<th>HSP Study</th>
<th>Proposed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Guest Rooms</td>
<td>400</td>
<td>352</td>
</tr>
<tr>
<td>Grand Ballroom</td>
<td>14,000 SF</td>
<td>7,550 SF</td>
</tr>
<tr>
<td>Junior Ballroom</td>
<td>4,800 SF</td>
<td>0 SF</td>
</tr>
<tr>
<td>Meeting Rooms</td>
<td>(5 ea) 10,000 SF</td>
<td>(15 ea) 12,952 SF</td>
</tr>
<tr>
<td>Board Room</td>
<td>(1 ea) 500 SF</td>
<td>(1 ea) 500 SF</td>
</tr>
<tr>
<td>Concierge Lounge</td>
<td>No</td>
<td>(1 ea) 1,080 SF</td>
</tr>
<tr>
<td>Parking</td>
<td>380 spaces</td>
<td>246 spaces</td>
</tr>
<tr>
<td>3-Meal Restaurant</td>
<td>96 seats</td>
<td>100 seats</td>
</tr>
<tr>
<td>Fine Dining</td>
<td>80 seats</td>
<td>TBD</td>
</tr>
<tr>
<td>Sports Bar</td>
<td>72 seats</td>
<td>TBD</td>
</tr>
<tr>
<td>Lobby Lounge/Bar</td>
<td>16 seats</td>
<td>40 seats</td>
</tr>
<tr>
<td>Coffee Bar</td>
<td>No</td>
<td>20 seats</td>
</tr>
<tr>
<td>Spa</td>
<td>Yes</td>
<td>TBD</td>
</tr>
<tr>
<td>Fitness</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Indoor Pool</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Concierge Desk</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Business Center</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Extended Hours Room</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Service</td>
<td>High Speed Internet (WI/FI)</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>

The variances between our program and that recommended in the HSP Study are based on our interpretation of the City’s needs along with the considerable experience and knowledge of Marcus Hotels on the Madison hospitality market.

Our proposed program:

- Has the amount of function space to allow the hotel to induce its own in-house meetings business when the CVB or Monona Terrace is not generating business for the hotel. It also provides an offsite meeting package for convention planners that may want to host board meetings or other side meetings during a conventions while leaving Monona Terrace the market size it is designed to accommodate.

- One three-meal restaurant is included within our hotel(s) as we want to generate opportunities for other restaurateurs we hope to have as tenants in Block 88 and 105, and further support other businesses in the neighborhood.

- We have included a coffee bar as it has proven to be a desired amenity and a profit center in all similar projects of which we have been involved.

- We have yet to determine if the market can support a full-service spa, but an indoor pool and fitness center, business center and room service are included.

- We currently expect our hotel will be flagged as a full-service Marriott, or if multiple hotels, a full-service Marriott with a select-service Hilton Garden Inn. The hotel(s) will benefit from their national affiliations and the national sales force and reservation system for the hotel use(s).

We currently expect our hotel will be flagged as a full-service Marriott, or if multiple hotels, a full-service Marriott with a select-service Hilton Garden Inn. The hotel(s) will benefit from their national affiliation and the national sales force and reservation system for the hotel use(s).

Our 246-space parking program for the hotel use is based on a ratio of 0.70 spaces per key which is that Marcus Hotels believes can be utilized by these hotel(s). Given the costs of below grade parking surplus parking (“too much”) could become a financial burden to hotel operations.

We are aware of the 1999 a development right to Marcus Hotels, Inc. granted by the City for Block 88. We have reached preliminary agreement with Marcus Hotels to
become our partner for the development of Block 88, and should we not come to final terms in the future, we understand we will have the obligation to negotiate exclusively with Marcus for operation and management of the hotel component of the project in total compliance with the terms of the City’s Agreement would remain.

**Residential**

The residential proposed on Block 105 is a significant part of our mixed-use plans and will attract additional residents to the central business district, not only increasing the vitality of the area but also specifically that of our Judge Doyle Square. Our residents will further attract additional services to support our residents and others downtown.

Further details of our residential plans will be presented during the RFP stage but currently is programmed to include 147 total units of 1 and 2 bedrooms and likely ranging in size from 750 net SF to 1,200 net SF. The residential component will include 221 allocated spaces within the Block 105 parking component that will be addressed further in the Parking section of this Chapter. Anticipated rental rates have yet to be determined but the expected range of $1.80 to $2.10 per square foot is anticipated which is consistent with that of comparable quality products.

**Office, Retail, Restaurant and Entertainment**

Our Block 105 program currently includes 81,053 SF of Class A office space on levels 2 thru 5 and 10,954 SF of retail space fronting Wilson, Pickney, and Doty Streets. The inclusions will “stretch the downtown retail/business district from the Capitol Square and King Street toward the Monona Terrace and Wilson Street and activate the street levels for pedestrians and bicyclists on Doty, Wilson, and Pinckney Streets” and “draw residents and visitors to an eclectic mix of retail and restaurants that engage the sidewalk with activity to enhance the destination quality of the southeast area of the Capitol Square.”

The office component will be somewhat unique in how its supporting parking will be delivered. Though this will be discussed further in the parking section we have programmed the residential and parking that serves the office and residential users to be above grade that allows for office tenants to access their space directly from the garage with the inefficiency common in most urban office developments. Further details of this approach, which we believe is a significant benefit to its marketability, will be provided during the interview or RFP process. The level of retail, all at street level, is restricted by the level of parking to be delivered, along with that allocated for the Bicycle Center component, but is considered adequate and comfortably absorbable by the market for Judge Doyle Square. We expect to provide further details of anticipated lease rates and terms for both office and retail space at the RFP stage but expect it will be competitive with newer Class A developments within the adjoining blocks. We have had some preliminary discussions with limited potential tenants but from our involvement with The Gialamas Company as a Development Partner for this component we are confident this space will be highly desired and expect to provide letters of interest if not letters of intent as part of the future RFP process. At the RFP stage, we further expect to designate whether prospective tenants as new or relocation from within/outside of Madison, provide an overview of employment from prospective tenants (estimate of the number of employees, wages, etc.).
To accommodate the demand created by our retail and office use we have allocated 267 spaces in our program which is based on 1 space per 350 gross square feet of office and 1 space per 275 gross square feet of retail.

**Bicycles**

As stated above we have currently allocated 3,000 SF of street level space fronting Doty Street for a sustainable, secure bicycle center bicycle center that meets the needs of both the current bicycling community and the new cyclist. The Center will present itself as retail space allowing it to be “architecturally integrated into the project”. We expect this center will “promote and enhance the utilization of bicycles as a viable mode of transportation”, and further believe it will be a highly desired amenity to our office and residential tenants. Though this Center is expected to front Doty Street, its proposed location is 36’ from the corner of Pickney Street, making it highly visible and enhancing Pickney Street as an important connection for bicyclists and pedestrians. We understand that the City’s involvement in the Bicycle Center will be limited to at most the front-end/capital costs, and we expect to provide operation details for this Center as a part of our future RFP response that doesn’t require ongoing City financial assistance.

**Parking**

We believe our parking approach for Judge Doyle Square achieves the goals of achieving an affordable cost to the Parking Utility and its customers, and provide a customer-friendly parking experience. As these parking elements will also serve as support elements for the hotel(s), retail, office, and residential developments above the City can be assured that the Project and its parking elements will have a “75+ year horizon life cycle”, and will be “affordable”. Our preliminary plans for Blocks 88 and 105 provide a total of 1,384 parking stalls. For this reason our preliminary parking program is reflected in the following table.

<table>
<thead>
<tr>
<th>Block</th>
<th>Parking Allocation</th>
<th>Levels</th>
<th>Qty (Spaces)</th>
<th>Garage Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>Block 88</td>
<td>Hotel Parking</td>
<td>B1 to B4</td>
<td>246</td>
<td>107,877</td>
</tr>
<tr>
<td></td>
<td>City Parking</td>
<td>B1</td>
<td>44</td>
<td>19,089</td>
</tr>
<tr>
<td>Block 88 Subtotal</td>
<td></td>
<td></td>
<td>290</td>
<td>126,966</td>
</tr>
<tr>
<td>Block 105</td>
<td>City Public Parking</td>
<td>1 to B4</td>
<td>612</td>
<td>197,966</td>
</tr>
<tr>
<td></td>
<td>Retail Parking</td>
<td>1</td>
<td>34</td>
<td>11,891</td>
</tr>
<tr>
<td></td>
<td>Office Parking</td>
<td>P2 to P6</td>
<td>227</td>
<td>79,388</td>
</tr>
<tr>
<td></td>
<td>Residential Parking</td>
<td>P2 to P6</td>
<td>221</td>
<td>77,115</td>
</tr>
<tr>
<td>Block 105 Subtotal</td>
<td></td>
<td></td>
<td>1,094</td>
<td>366,360</td>
</tr>
<tr>
<td>Project Totals</td>
<td></td>
<td></td>
<td>1,384</td>
<td>493,326</td>
</tr>
</tbody>
</table>

We believe the parking for the proposed mixed-use development can be delivered at a lower costs and better service the needs of its users by a plan that isolates the parking as much as possible to meet the specific security and access needs of each user as outlined above. The costs of a temporary shoring for the below grade garages on these Blocks is ~$560K, but we do not believe that mandates that parking be constructed under Pickney Street as has been previously proposed. The cost of shoring excavations fronting Pickney Street can be avoided if Pickney is closed between Doty and Wilson during construction until the completion Phase 2B as discussed in the Land Use section of this Chapter above.
We understand that the City prefers the parking for the development be placed below ground, but to meet the needs of the specific users our preliminary concept has above grade parking to serve the residential and office needs to best serve the Development and City Public Parking components. We will make certain that the above ground parking will be visually appealing as viewed from the sidewalk and adjacent structures, and we further believe this added above grade mass further contributes to the developments urban scale.

Phasing or staging of the parking is also discussed in our Land Use section and we acknowledge that the first phase of the parking ramp to be constructed on Block 88 includes 290 parking stalls, which is far short of the 516 parking stalls that are available in the current Government East ramp and the 81 surface parking stalls that are currently located behind MMB. We plan to study this issue further, including enlarging the footprint and/or or adding one level to this garage, which would increase the capacity to 430 spaces. We will address this issue further as part of the RFP process, but we do expect that the State Street Capital Ramp, that we understand has a surplus capacity, might be part of a temporary solution during the 15 month period when the Block 105 garage is completed. If not made clear above the 40 spaces needed for the City’s municipal vehicle fleet have been allocated in our plans for Block 88 and will likely include if desired a direct connection into the MMB.

The current needs for security in parking areas have become heightened and will be greater emphasis due to the fact that the garages will support the occupied structures above. This Parking Utility’s #1 customer concern is shared by our users as the greatest security risk to hotel guests, office tenants, and residents is most commonly in garage areas. Though the specifics of security elements will not be completely defined until the final stages of design if not construction, at minimum the provisions are certain to include video surveillance, higher lighting levels, and likely other analytical technologies commonly employed at Federal and Military facilities.

Measures to address the issues of customer queuing time will ultimately require further study but our concepts initially address this to some degree by the Public Parking elements have points of ingress/egress on both Doty and Wilson Streets and that being isolated to the greatest degree from the office and residential users. The queuing needs during special events can be accommodated, as they are likely no greater than that of the daily peak hour exit times. With our Block 105 Doty and Wilson access points being at the eastern extent of the development, this should best accommodate street capacities and conditions and provide a good parking experience with particular attention paid to entry/exit efficiency. We anticipate we will comply and concur with the requirements of the RFQ to have “a 3-way entry/exit on Wilson Street at Block 105, a minimum of one entrance and one exit lane on Wilson Street at Block 88, a minimum of one entrance lane and one exit lane on Doty Street at Block 105, and a minimum of one entrance and one exit lane on Doty Street at Block 88”, and no entries to either the Block 88 or Block 105 garages from Pinckney Street.

Our parking solution will build an adequate supply “not too much or too little” of parking at an affordable rate for the Parking Utility and its customers, but no more than necessary while remaining out of the permanent water table (both due to costs) in order to support the potential multiple uses for above grade development (i.e. public, city fleet, hotel, residential, office). We will include and employ revenue systems that provides choices of a variety of payment options for customers in order to provide both a safe and efficient entry/exit and payment process, including special events.
**Madison Municipal Building (MMB)**

From our preliminary analysis we agree with the City’s current position to maintain the MMB as city offices and thus have no plans to utilize the MMB for some other purpose. As expected, the loading dock area of MMB will be removed, and there will be a shared loading area with an access drive between the MMB and Block 88 developments.

Though the extent of our proposed development will extend from the east of our “zero lot line” with the MMB, we have interest in seeing the existing structure remain as a vital element. We understand that the “City is currently conducting a schematic design study for the renovation of the MMB for City offices”, and that the “MMB is on the National Register of Historic Places and is a City of Madison designated landmark”. Accordingly, our preliminary Block 88 plans are sensitive to the context of this National Register building. Further studies for connections from our Block 88 developments to the MMB will be made in the future including the potential of shared use of meeting rooms/spaces.

As stated above, we again do agree that the MMB should remain as City offices, and further we do have an interest in aiding the renovation of the MMB if possible to be concurrent with the Judge Doyle Square’s Redevelopment, and do have some thoughts on how this might be feasibly achieved. We believe an option to be considered would be for the City to form a the formation of a MMB public/private partnership which could allow for the renovation to receive the benefit of an estimated $7.8 Million of Historic and New Market Tax Credits. In such a structure, upon completion of the renovation, the City would lease the MMB from the private entity for a minimum period of 7 years, and at the end of that minimum term, the ownership of the MMB could revert back to the City. We are open to further discussions on such an option for the MMB should the City have an interest in exploring this further.

The above is further supported by our preliminary site plan, building massing concepts and perspective on the following pages.
Site Plan
CHAPTE R 3 - PRELIMINARY PROJECT CONCEPT(S)

Aerial Plan

View from the Southeast
View from the West

View from the East
Aerial View - Pickney Axis

Aerial View - Pickney Axis
CHAPTER 3 - PRELIMINARY PROJECT CONCEPT(S)

Aerial to South

Aerial to South 2
CHAPTER 3 - PRELIMINARY PROJECT CONCEPT(S)

Aerial to North

Aerial to East
Journeyman, the Master Developer has two development projects worth approximately $48 Million currently under construction. One of the projects is a 165-room Hilton Garden Inn Conference Center Hotel being constructed in Lawton, Oklahoma. This project will be ready for occupancy in Spring of 2014. Journeyman worked with the City, Comanche County Industrial Development Authority, Lawton Economic Development Authority, New Market Tax Credits and with a local bank to come up with the financing plan that worked with the project. Journeyman has also invested its own equity in the project (please see the BancFirst and US Bancorp commitment letters under Appendix 2 for this project). The second project is a 300-unit garden style class A luxury apartment project being constructed in Buda, Texas. Currently, the project is 12% occupied and 35% leased. This $24 Million project included a conventional loan and mezzanine equity (please see attached term sheet from Bank of the Ozarks under Appendix 3 for this project).

In addition, the Developer, through a competitive selection process, was awarded and is currently working with Chatham County and the City of Savannah, Georgia on a $130 Million, 500-room convention center headquarters hotel; and expects to further become involved on adjacent residential and retail developments. Please see the Bank of the Ozarks term sheet attached under Appendix 4 for this project. Journeyman is also currently planning and anticipates commencing construction on a 200-key hotel in downtown Austin, Texas before the end of 2013.

Metropolitan Capital Advisors, who placed our loans on the Lawton Hilton Garden Inn Convention Center project, will be the financial key member on this project. Attached under Appendix 1, please find the term sheet from Metropolitan Capital for this project.
Our preliminary estimate of the expected range of total project costs is ~$188.4 Million as delineated by element below. This budget includes:

- Allocations of estimated values of land cost;
- Construction, design, and escalation contingencies;
- FF&E;
- Pre-construction costs;
- Soft costs including finance fees, cost of issuance, construction period interest, and interest reserves; and
- Development and Construction Management Fees.

A further delineation of the expected range of total project costs of ~$188.4 Million by element is below:

<table>
<thead>
<tr>
<th>Block 88</th>
<th>Block 105</th>
<th>Project Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marriott Hotel</td>
<td>Select Service Hotel</td>
<td></td>
</tr>
<tr>
<td>$67,404,965</td>
<td>$29,268,500</td>
<td>$188,394,595</td>
</tr>
<tr>
<td>City Parking</td>
<td>City Parking</td>
<td></td>
</tr>
<tr>
<td>$2,920,930</td>
<td>$2,920,930</td>
<td></td>
</tr>
<tr>
<td>Block Totals</td>
<td>Block Totals</td>
<td></td>
</tr>
<tr>
<td>$99,594,395</td>
<td>$99,594,395</td>
<td></td>
</tr>
<tr>
<td>Retail/Office</td>
<td>Residential</td>
<td></td>
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<tr>
<td>$22,872,266</td>
<td>$41,013,874</td>
<td></td>
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<tr>
<td>Bicycle Center</td>
<td>City Garage</td>
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<tr>
<td>$656,969</td>
<td>$24,257,091</td>
<td></td>
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<tr>
<td>Block Totals</td>
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<td></td>
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<tr>
<td>$88,800,200</td>
<td>$88,800,200</td>
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</table>

We expect our financing approaches will evolve as the project parameters and goals of the City are further understood but for the purposes of this RFQ our financing approaches are expected to include a combination of:

**PRIVATE PORTION**

- $24.2 Million of Private Equity
- ~$106.2 Million from Private Lending Sources consisting of:
  - $40.4 Million for Marriott Hotel;
  - $19.0 Million for Hilton Garden Inn;
  - $16.0 Million for Retail/Office; and
  - $30.8 Million for Residential.

**CITY PORTION**

- ~$9.0 Million from the Parking Utility Reserve Contribution.
- ~$18.8 Million from City Revenue Bonds for the City owned and operated parking elements.
- ~$25.8 Million of TIF Bonds issued for the hotel, retail, office, residential, and private parking elements.
- ~$4.4 Million to fund a financial gap that our preliminary estimates indicate could be needed for the Marriott full-service hotel.

The above structure represents “to the extent possible” our development ventures preliminary financing approach and roles we expect the public and private partners to have in developing Judge Doyle Square. We hope to have the opportunity to address this topic further in future interviews and more specifically during the RFP phase.
Garage Lease Revenue-Backed Option

We can offer an option to deliver the City Parking component on a 30-year NNN Lease Revenue-Backed basis. Based on preliminary estimates ($2.9 Million for Block 88 and $24.3 Million for Block 105) annual lease payments would be $194,000 for Block 88 and $1,600,000 for Block 105. Though this option might be found as revenue neutral, it will (1) likely reduce the ownership complexity of the development and (2) could reduce the garage operational and maintenance costs by combining the City Parking with the Project’s private parking components. Further details of this proposed option is included in Appendix 1 of this RFQ.

The above structure and option represents “to the extent possible” our development ventures preliminary financing approach and roles we expect the public and private partners to have in developing Judge Doyle Square. It should be understood that this will be refined as the project parameters become further developed and we look forward to addressing these finance topics further in future interviews and more specifically during the RFP phase.

Appendices

Appendix 1 - Metropolitan Capital Term Sheet/
Garage Leased Revenue-Backed Option

Appendix 2 - BancFirst and US Bancorp Commitment Letters (Hilton Garden Inn)

Appendix 3 - Bank of the Ozarks Term Sheet (Silverado Crossing)

Appendix 4 - Bank of the Ozarks term sheet (Savannah, Georgia Convention Center Headquarters Hotel)
There are no apparent constraints resulting from the phasing of the Judge Doyle Square development that would detriment or limit our financing capability or financing plan. One minor item worthy of discussion we do see is the timing of the Block 88 hotel’s completion appears to be ~2 months before the Block 105 below grade parking is delivered, but this is also something we expect to address further in our future RFP response.
APPENDIX ONE
APPENDIX TWO
CHAPTER 4 - FINANCIAL CAPABILITY TO COMPLETE THE PROJECT

APPENDIX FOUR
CHAPTER 5 - PROFESSIONAL AND PROJECT REFERENCES

1. Reference Contacts

This facility is a 262 room, 292,000 SF four star quality, full service hotel located in an existing building at the entrance of the new Austin-Bergstrom International Airport.

Landmark Organization
Hilton Hotel at ABIA
8303 N. Mopac Expressway, Suite A-110, Austin, TX 78759
Mark Schulz
512-682-6400
mschultz@landmark.com

The Hilton Vancouver Hotel and Vancouver Convention Center, located in downtown Vancouver, WA, includes more than 30,000 SF of meeting space.

Port of Hood River
The Hilton Vancouver Hotel and Vancouver Convention Center
1000 Port Marina Park
Hood River, OR 97031
Stephen Burdick
Phone: 541-386-1654
sm.burdick68@gmail.com

This facility is a 450 spacious guest room, four star quality, full service hotel located adjacent and connected to the Omaha Convention Center. The newly constructed facility contains over 320,000 SF on eight (8) floors and connects to the Convention Center via a sky bridge.

Robert Peters Company
The Hilton Omaha
Robert Peters, Planning Director
1819 Farnam Street, Suite 1110
Omaha, NE 68183 - 0110
Phone: 402.444.5157
rpeters@ci.omaha.ne.us

Journeyman principals served as design-builder and developer for the 31-floor, 804-room Hilton Austin convention center headquarters hotel. The total project includes 98 luxury residential units, ground floor retail space, Class A commercial office space, fine dining, a cafe, tavern and the Tower Health Club and Spa.

Hilton
Hilton Hotel at ABIA
303 W. 15th Street, Austin, TX 78701
Andy Slater
512-478-7000
andy_slater@hilton.com

The Hilton Garden Inn and Convention Center is a 4-story, 162 room hotel situated on a 261,360 SF site. Hotel amenities include a Great American Grill restaurant and bar, business center and swimming pool.

Hilton Garden Inn & Lawton Fort Sill Convention Center Hotel
Fred Fitch, Mayor
City of Lawton
212 SW 9th Street
Lawton, OK 73501
Phone: 580-581-4792
ffitch@cityoflawton.ok.us
An award winning hotel, the Hilton Madison Monona Terrace Hotel is conveniently located within walking distance of State Street and minutes from UW-Madison, guests are close to many dining options, art galleries, theatre and other entertainment options.

Hilton Hotels International
Hilton Madison-Monona Terrace
720 South Michigan Ave
Chicago, IL 60605
Matt Wehling
matt_wehling@hilton.com
312-294-6666

A Nebraska landmark, The Cornhusker, A Marriott Hotel in downtown Lincoln has been serving Nebraska’s capitol city for nearly 90 years. A complete renovation of guest rooms and meeting space will be completed in 2013.

Marriott International
Marriott Cornhusker Hotel
1040 Fernwood Road, Dept. 51/514.01
Eric Fyre
eric.fyre@marriott.com
301-380-6775

With over 12,000 SF of meeting space, Westin Columbus specializes in hosting galas and events. Experience the grandeur and elegance of the stunning Grand Ballroom, Columbus’ premier event site.

Starwood Hotels and Resorts
Westin Columbus
5240 Spikerush Court
Westerville, Ohio 43082
Jamey Cua
jame.cua@starwoodhotels.com
614-894-3118

InterContinental Milwaukee is the place for vibrant nightlife, zen relaxation and refined business meetings. Mixing traditional elegance with modern luxury, the InterContinental Milwaukee offers an upscale, sophisticated ambiance with a hip twist.

InterContinental Hotels & Resorts
InterContinental Milwaukee Hotel
630 N. Washington Street
Naperville, IL 60563
Craig Mueller
craig.mueller@ichotelsgroup.com
4.5-297-2260

Today’s Skirvin Hotel in Oklahoma City is preceded by a rich history, stretching back to 1911. In 1930, a third wing was added and the towers reached 14-stories. After an extensive renovations project and 2007 reopening, the Skirvin Hotel now features a restored exterior finish, historically accurate windows and new guest elevators.

City of Oklahoma
Skirvin Hilton Hotel
100 N. Walker, 4th Floor
Oklahoma City, 73102
Brent Bryant
brent.bryant@okc.gove
405.297.2260
The Gialamas Company was asked to develop a new Class A commercial office building to house the Madison main branch office for Associated (then First Federal) Bank.

The Gialamas Company developed and constructed a new Class A commercial multi-tenant office building to house Rural Mutual’s corporate headquarters.

The Gialamas Company was handpicked by Erdman Company to develop and partner with in the design & construction of a multi-tenant office building to house their new corporate headquarters in Madison, WI. The project is Gold LEED Certified and Energy Star Rated.

Class A Commercial Office Building – Built-To-Suit, 61,500+ SF including energy efficient HVAC, advanced security system, outdoor terrace, manufacturing, shipping dock and training centers.

Associated Bank
Associated Bank Building
8040 Excelsior Drive
Madison, Wisconsin 53717
Brian Zimdars, President
brian.zimdars@associatedbank.com
608-259-3691

Rural Insurance
Farm Bureau Building
1241 John Q. Hammons Building
Madison, Wisconsin 53717
Peter Pelizza, EVP & CEO
ppelizza@ruralins.com
608-828-5400

Baker Tilly
Virchow Krause & Company, LLP (now Baker Tilly)
10 Terrace Court
Madison, Wisconsin 53717
Russell L. Wolf, CPA Partner
russell.wolf@bakertilly.com
608-249-6622

Erdman Company
One Erdman Place
One Erdman Place
Madison, Wisconsin 53717
Brian Happ, President & CEO
bhapp@erdman.com
608-410-8003

Accuray (formerly TomoTherapy)
1240 Deming Way
Madison, Wisconsin 53717
Rob Zahn, General Manager
rzahn@accuray.com
608-824-2800
This redevelopment consists of an eight-story residential building and includes 79 student housing units on the UW-Madison campus. Units range in size from one to five bedroom apartments.

1001 University Ave.  
Madison, WI 53715  
LZ Ventures  
John Leja  
608-576-3489  
jleja@me.com

Glacier Valley is a series of five, thoughtfully designed apartment buildings surrounding a beautiful clubhouse and pool.

Glacier Valley Apartments  
6845 Littlemore Drive  
Madison, WI 53715  
LZ Ventures  
John Leja  
608-576-3489  
jleja@me.com

Grand Central Apartments is a 14-story, 162 unit residential building for students, graduate assistants and university staff located in the heart of the University of Madison campus.

Grand Central Apartments  
1022 W. Johnson  
Madison, WI 53715  
LZ Ventures  
John Leja  
608-576-3489  
jleja@me.com

The Gialamas Company was handpicked by Erdman Company to develop and partner with in the design & construction of a multi-tenant office building to house their new corporate headquarters in Madison, WI. The project is Gold LEED Certified and Energy Star Rated.

Grand Central Apartments  
1022 W. Johnson  
Madison, WI 53715  
LZ Ventures  
John Leja  
608-576-3489  
jleja@me.com

Water Crest is a two levels of post-tension concrete with four levels of mixed structural steel and wood frame with membrane roof. The exterior features wrought iron fences, decorative grilles, steel railings, masonry walls and beautiful landscaping that complement the thoughtful architecture.

Water Crest Condominiums  
Madison, WI 53714  
LZ Ventures  
John Leja  
608-576-3489  
jleja@me.com
Chris and Jeff Houden: Developer of the Waterfront Apartment proposal that passed the City Council in February 2013. Chris and Jeff Houden are downtown property owners, landlords, and developers. Recently rated the #2 best landlords on campus, and life long Madisonians, the Houdens are proud to bring another great redevelopment to the Langdon Street District in the Waterfront Apartments.

Block 21 is a $160 million mixed-use urban development adjacent to Aurora’s Fitzsimons complex of medical related facilities.

Arrival Partners, in partnership with Waveland Ventures and Jackson Street Holdings, will begin construction in late 2013 on the Westin Greenwood Village. The development is being undertaken as a public private partnership with the City of Greenwood Village.

Arrival Partners is development advisor and planner for a major addition to complement the previously completed conference center. The project marks the tenth year of an ongoing working relationship that has included the addition of a guestroom wing, spa, restaurant, and interior remodeling.

Chris Houden
chrish@selectpublishing.com
608-770-2335

Osthoff Resort
Osthoff Resort Center Addition
101 Osthoff Avenue
Elkhart Lake, WI 53020
Lola Roeh
lroeh@osthoff.com
920-876-5832
Kahler Slater has a long history of successful projects with Marcus Corporation. Our hospitality team has been a key strategic partner to Marcus on several hotels and resort projects, including the Hilton Madison Monona Terrace, Hilton Milwaukee City Center, Grand Geneva Resort and Spa and Hotel Phillips.

Kahler Slater is currently working with Irgens on several development projects, including the 833 East Wisconsin Avenue Tower in downtown Milwaukee and a new medical office building in Chippewa Falls. Our business environments team also worked with Irgens on a new headquarters for United Heartland in New Berlin.

Kahler Slater was selected by Jackson Street Management to design. The Marriott Milwaukee Hotel The hotel will be a gorgeous addition to the area and provide meaningful activity to spark economic growth for downtown’s revitalization.

Adaptive reuse of a historic office building to be a 127-key Hilton Garden Inn. Work includes key plan studies for various hotel brands, code analysis, historic consulting services and entitlement support, and architectural and interior design work.

Marcus Corporation
1001 E. Wisconsin Ave. Ste 1900
Milwaukee, Wisconsin 53202
Mr. David Merritt
414-905-1277
davidmerritt@marcushotels

Bradley L. Hutter, President & CEO
3001 West Beltline Highway, Ste 202
Madison, WI 53713
(608) 509-1000
bradley.hutter@migllc.biz

Jackson Street Management
731 N Jackson St, Suite 818
Milwaukee, WI 53202
(414) 226-1950
mark@wavedevelopment.com

Mr. James Stephenson
10275 W. Higgins Rd, Ste 300,
Rosewood, IL 60018
(847) 939-5206
jstephenson@fhginc.com

Journeyman Group
CMMI provided design services for the public areas of the Marriott Town Center. The scope included a re-envisioning of how the guest first perceives the hotel through the entry sequence, and registration.

The transformation included all 1,225 guestrooms and suites, as well as the lobby and atrium areas, meeting space, and food and beverage outlets. In addition, a new sky bridge was created that connects the Atlanta Hilton with the neighboring Marriott Marquis Hotel so that meeting attendees can easily access the facilities at both downtown Atlanta hotels.

Located in the heart of midtown, the Renaissance Atlanta Midtown (formerly Hotel Palomar) is within walking distance to Atlanta's central business district, the finest restaurants, arts and entertainment. This property is a 4 star, 4 diamond world-class hotel.
The development of Block 89 consisted of three main structures: a 325,000 square foot underground parking ramp, a nine-story, 135,000 SF Doty Building and the 80,000 SF One East Main Building.

Block 89  
10 E. Doty Street Madison, WI 53703  
Brad Binkowski  
bbinkowski@uli.com  
608-251-0706  

Hyatt Place is a 150-room, 11-story hotel featuring an indoor swimming pool, fitness center, conference rooms and community spaces.

Hyatt Place Hotel  
333 W. Washington Ave, Madison, WI 53703  
Don Marvin  
on.marvin@lodgeworks.com  
316-681-5100  

University Square is a mixed use facility featuring more than 1 million square-feet of office, retail, and residential space in the heart of the University of Wisconsin-Madison campus.

University Square  
365 E. Campus Mall  
Madison, WI 53715  
Greg Rice  
greg@emi-mgmt.com  
608-242-5566  

Extending 1,200 feet along Madison’s Lake Monona shore line, Monona Terrace Convention Center is a 250,000 SF multi-level building and an adjacent bi-level parking ramp with 560 spaces.

Hilton Madison Monona Terrace  
9 E. Wilson Street, Madison, WI 53703  
Craig Rambo  
craigrambo@marcushotels.com  
(414) 905-1257  

This 14-story, 240-room hotel is equipped with a full restaurant, lounge, and various smaller meeting rooms.

Hilton Madison Monona Terrace  
9 E. Wilson Street, Madison, WI 53703  
Craig Rambo  
craigrambo@marcushotels.com  
414-905-1257
Vierbicher staff have been working with Flad Investment for more than ten years on individual site development projects, providing civil engineering, stormwater management, surveying and site design services.

Flad Development & Investment Corp.
Oakbridge Commons
7941 Tree Lane, Suite 105
Madison, WI 53717
John J. Flad, President
jflad@flad-development.com
608-833-8100

Vierbicher has been working with T. Wall properties for more than 20 years on land development projects, providing professional civil engineering, stormwater management, surveying, landscape architecture, urban design and community development services.

T. Wall Properties
8333 Greenway Blvd., Community of Bishops Bay, Tribeca Village, The West End
8401 Greenway Blvd., Suite 800
Middleton, WI 53562
Andrew Inman, PE, VP of Development
ainman@twallproperties.com
608-441-1647

Arbor Gate is a mixed-use redevelopment project consisting of 215,000 SF of office and retail space, with a parking structure. The project includes redevelopment of seven underutilized parcels and served as a catalyst for improvements throughout the central Beltline area.

Mortenson Investment Group, LLC
Arbor Gate, Cornerstone
3001 West Beltline Highway, Suite 202
Madison, WI 53713
Bradley L. Hutter, President & CEO
bradley.hutter@migllc.biz
608-509-1000

Vierbicher’s work with Avante Properties has focused on the development and implementation of large-scale master plans, providing civil engineering, stormwater, surveying and landscape architecture services.

Avante Properties
Uptown Mixed-Use Development,
Fitchburg Technology Campus
120 E. Lakeside Street Madison, WI 53715
Chris Armstrong, President
chris@avanteproperties.com
608-294-4086