

# TRANSMITTAL LETTER



The Vision to Develop and the Commitment to Deliver

November 20, 2012

**VIA ELECTRONIC MAIL**

Dave Kiff  
City Manager  
**City of Newport Beach**  
3300 Newport Beach Boulevard  
P. O. Box 1768  
Newport Beach, CA 92658-8915

**Subject: RFQ No. 13-16 – City Hall Re-Use Project**

Dear Mr. Kiff:

Nexus Development Corporation (“Nexus”) and Evolution Hospitality (“Evolution”) (collectively “Nexus/Evo”) greatly appreciate the opportunity to submit for your consideration this letter and accompanying materials in response to the City of Newport Beach’s Request for Qualifications (“RFQ”) for the City Hall Re-Use Project in Newport Beach, California (the “Project”). For the reasons explain herein, we believe that we are best qualified to partner with the City to further the City’s and community’s development vision for this Project as a luxury boutique hotel.

As detailed more fully herein, Nexus is a full-service real estate firm with a broad range of real estate development experience in a myriad of product types and services, including master planning, hospitality, single-family residential, mid- and high-rise residential, senior living, mixed-use, retail and commercial projects. Our expertise includes extensive experience in all critical facets of real estate development, including entitlement, construction, marketing, leasing, sales and property management. Moreover, Nexus’ affiliate, Nexus Construction Services, Inc., is a licensed general contractor. Even in a difficult economic climate, Nexus remains a very active developer, with a number of projects under construction, including a 159-room Courtyard Marriott in Long Beach (with a completion date scheduled for March 2013), a 185-unit senior living community in Costa Mesa (with a completion date scheduled for October 2013), and a nearly-complete single-family residential project in Palm Springs.

As also detailed more fully herein, Evolution is one of the most diverse and successful hotel management companies in Southern California. Evolution is comprised of former hotel management professionals from Tarsadia Hotels and is now an independent hotel management company providing management services to third-party owners. Stated simply, there is no hotel management company with as much Orange County market knowledge or as strong a track record of operational success in Orange County as

**NEXUS Development Corporation Central Division**

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# TRANSMITTAL LETTER

Mr. Dave Kiff  
City of Newport Beach  
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Evolution. Evolution has intimate knowledge of the demand generators/patterns in the market and, through its strategic relationships in the hospitality industry, has been successful in securing significant group blocks at their hotels regardless of brand or size.

In addition to their individual successes, Nexus and Evolution have been successful in their partnership in developing the above-referenced 159-room Courtyard Marriott currently under construction in Long Beach, CA, and recently being awarded the rights to entitle, develop and construct an extended-stay hotel project on ground-leased property adjacent to Disneyland in Anaheim, CA following a very competitive request for proposals process.

Nexus/Evo selected DLR Group ("DLR") to be a part of this team on the basis of DLR's strong design savvy and proven success in creating unique and enduring places in numerous communities. Founded in 1966, DLR now has 20 offices in the United States and an office in Shanghai, and has worked with many of the hospitality industry leaders such as Starwood Hotels and Resorts Worldwide, Marriott Hotels and Resorts, Hilton Hotels and Resorts, InterContinental Hotels Group, Four Seasons Hotels and Resorts, and Fairmont Hotels and Resorts. As reflected in the enclosed materials, DLR has been involved with many revitalization projects in their 45 year history.

In closing, we believe that our teams' successes to date, as reflected in the enclosed materials, are a testament to our experience and level of commitment. We respectfully submit that a team effort of Nexus/Evo and DLR is necessary in order to successfully execute on the future development of this Project. We have invested considerable time and energy towards understanding the community dynamics and market potential for this area. Moreover, on a personal level, we have a vested interest in seeing a successful project brought to fruition at this important site since many of our principals were born in, raised in, or are currently residents of Newport Beach. We understand that this is a very important undertaking for the city and community of Newport Beach and would greatly appreciate the opportunity to compete in the Request for Proposal (RFP) process and explain in greater detail what we believe are our many unique advantages as a development team.

Sincerely,



Cory W. Alder  
**Nexus Development Corporation**  
President

Team Contact Person:

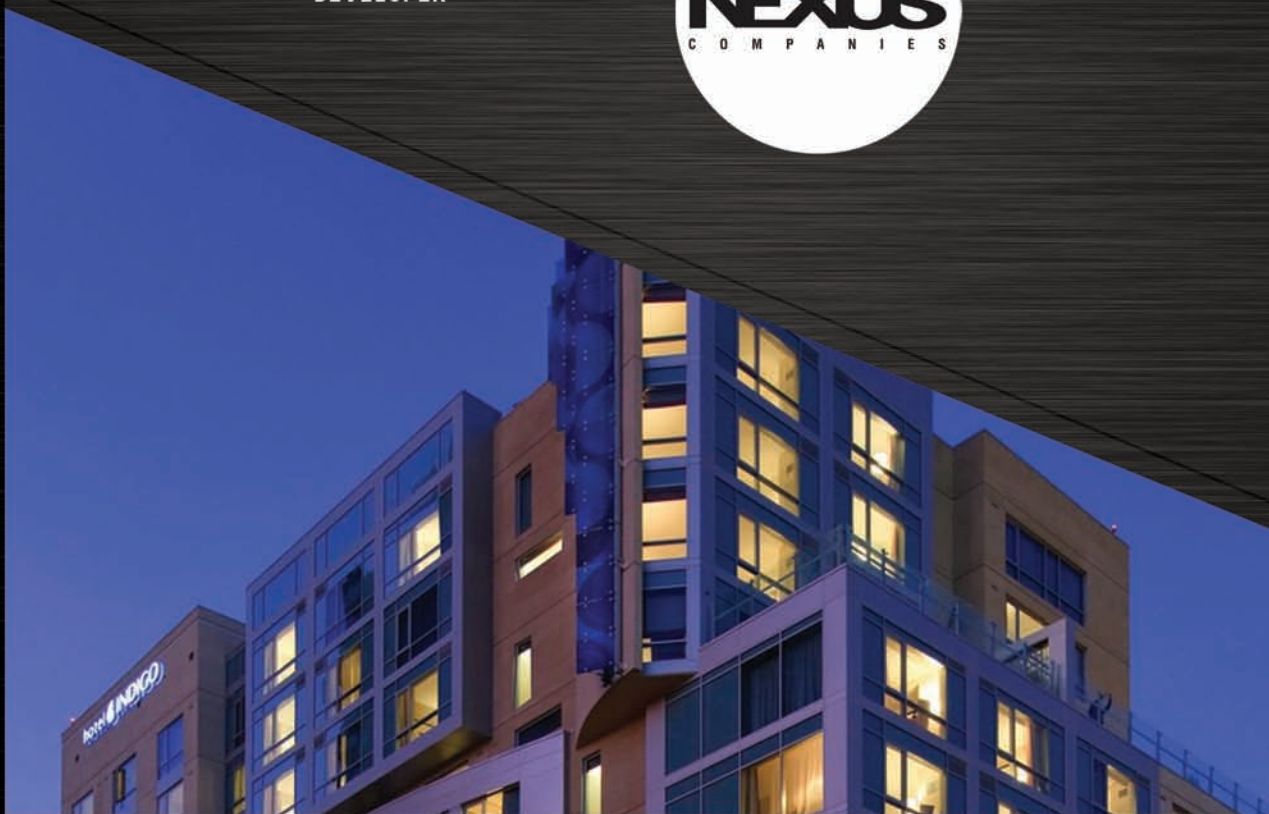
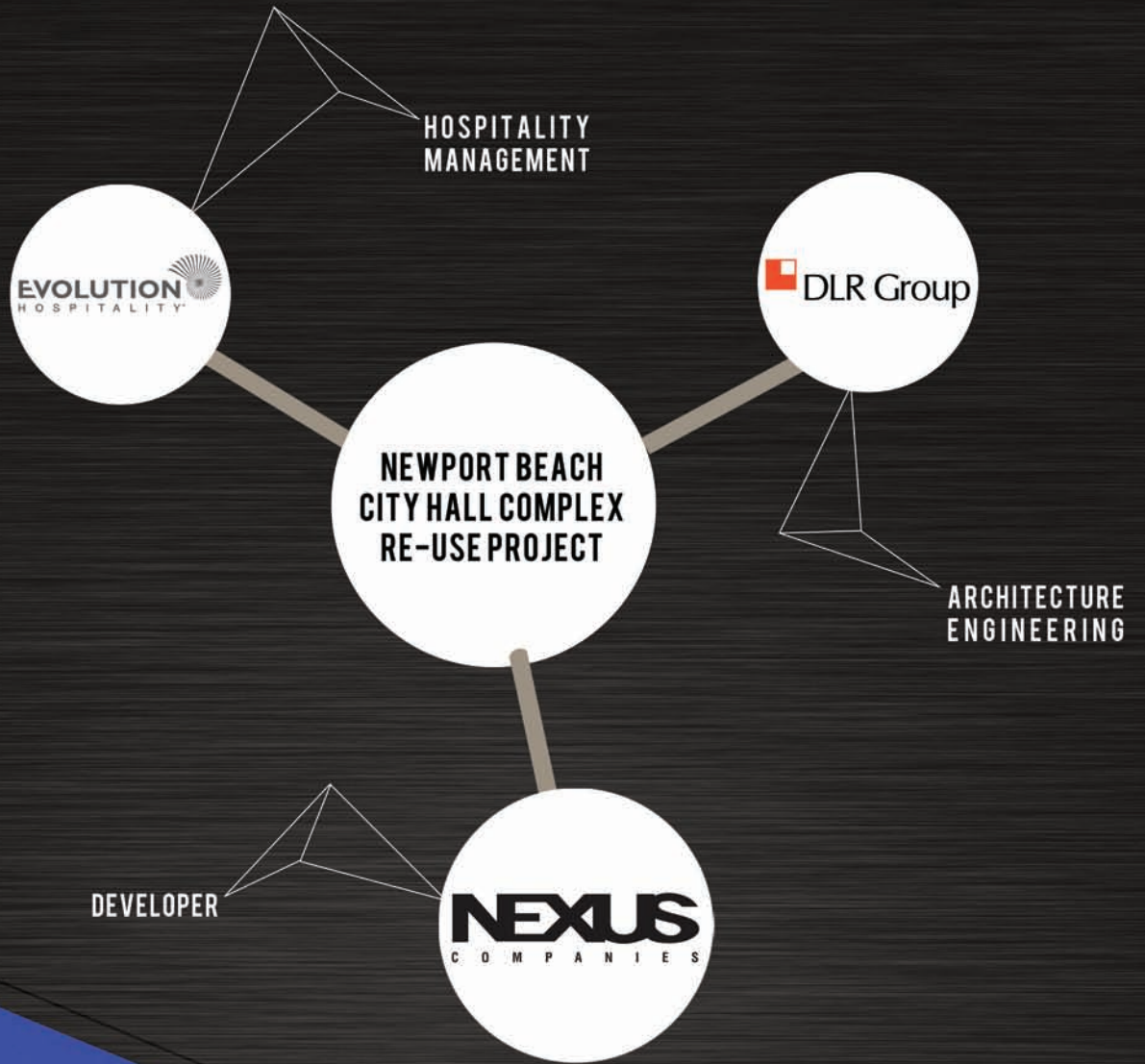
Rob W. Eres - Vice President of Development  
Nexus Development Corporation  
Phone: (714) 546-5600 x220 Email: [rwc@nexusd.com](mailto:rwc@nexusd.com)

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# DEVELOPMENT TEAM





# NEXUS

C O M P A N I E S



THE VISION TO DEVELOP AND THE COMMITMENT TO DELIVER



# COMPANY OVERVIEW



COURTYARD MARRIOTT | SANTA ANA, CALIFORNIA

## COMPANY

Founded in 1981, Nexus is a full-service real estate development firm with offices in Santa Ana, California and Phoenix, Arizona. Nexus is a vertically integrated company that utilizes the experience of its highly talented team in the development of all real estate product types including hospitality, office, senior housing, single and multi-family residential, mini-storage, mixed-use and renovations/conversions.

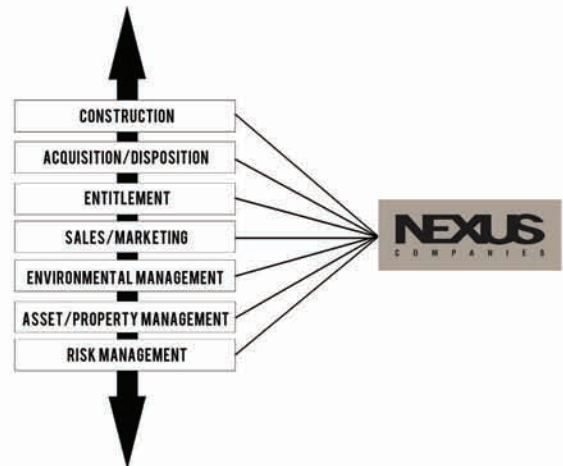
Over the past 31 years, Nexus has demonstrated its ability to consistently perform through even the most challenging of market conditions, relying on its unique competitive advantages and always keeping its core business practice of customer service as a focal point for each project.

## EXPERTISE

Nexus' in house resources include the expertise and experience of Nexus Construction Services, Inc., a licensed general contractor in the state of California. NCS has built most of our popular projects but in opportune moments will use third-party contractors managed by our construction professionals.

Nexus also maintains an in-house property management team and in-house legal team.

This diverse skill sets of Nexus' team members enables Nexus to approach each project from multiple perspectives, as an operator, builder, and developer.



## LENDER RELATIONSHIPS

Nexus maintains strong lender relationships with notable debt and equity sources including:





# COMPLETED PROJECTS



COURTYARD MARRIOTT | SANTA ANA, CALIFORNIA

## COURTYARD MARRIOTT SANTA ANA, CA

155 rooms

91,000 sf hotel

2.7 acre site

Fitness center, meeting space, boardrooms,  
activity lawn, cafe and pool

## SKYLINE AT MACARTHUR PLACE SANTA ANA, CA

Tallest residential towers in Orange County

349 luxury high rise residential units

1 and 2 bedroom units from 1,000 sf to  
2,400 sf

Construction cost of \$185 million



SKYLINE AT MACARTHUR PLACE | SANTA ANA, CA



BILTMORE COLONY | PALM SPRINGS, CA

## BILTMORE COLONY PALM SPRINGS, CA

133 multi-family condominiums

19 single family homes

Development cost of \$48 million

Mid-century design, pool, cabanas



# COMPLETED PROJECTS



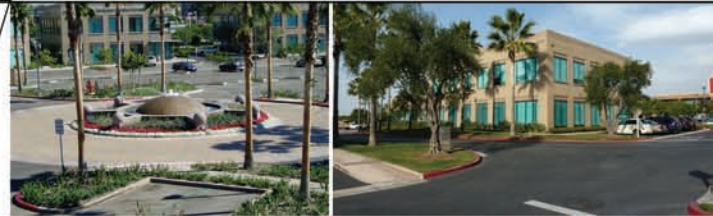
TWIN TOWERS AT MACARTHUR PL | SANTA ANA, CALIFORNIA

## TWIN TOWERS AT MACARTHUR PL SANTA ANA, CA

Two nine-story Class A office buildings  
400,000 sf total  
Two levels of subterranean parking  
Development cost of \$120 million  
Currently serves as Nexus' corporate office

## BRENEXUS IRVINE, CA

57 office and R & D buildings from 5,000 sf  
to 10,000 sf  
27 office condominiums  
Co-development with Steve Bren



BRENEXUS | IRVINE, CA



NEXUS FINANCIAL CENTER | ORANGE, CA

## NEXUS FINANCIAL CENTER ORANGE, CA

8-acre Class A business park  
315,000 sf of office space  
Development cost of \$70 million





VIVANTE ON THE COAST | COSTA MESA, CA

## VIVANTE ON THE COAST COSTA MESA, CA

185-unit luxury senior independent living, assisted living and memory care community

4.39 acres

Indoor salt water pool, 3 restaurants, putting green, dog park, rooftop deck with ocean views, kid fun zone, cafe, library and lounge

Completion in October 2013

## COURTYARD MARRIOTT LONG BEACH, CA

159 room hotel

89,000 sf of space

10,000 sf of retail space

Fitness center, pool, meeting space and cafe

Located in Douglas Park- across from Long Beach Airport

Completion set for March 2013



COURTYARD MARRIOTT | LONG BEACH, CA



THE MORRISON | PALM SPRINGS, CA

## THE MORRISON PALM SPRINGS, CA

53 single-family homes

Private pool in each backyard

2,040 sf to 2,183 sf of space in each home

8.5 acre site



# EVOLUTION

HOSPITALITY\*



CREATE WEALTH AND OPPORTUNITY FOR OUR OWNERS, ASSOCIATES AND INDUSTRY PARTNERS BY DEVELOPING A WORLD CLASS ORGANIZATION FOCUSED ON MAXIMIZING THE VALUE OF EACH HOTEL WE OPERATE





Based in **Newport Beach**, California, the team at Evolution Hospitality has a foundation of 35 years' experience and success in operating a wide array of hospitality assets and creating value for owners. As the former management arm of Tarsadia Hotels, this same team exclusively managed its clients' full portfolio of hospitality assets, creating significant wealth for them for over three decades.

Tarsadia is a family office that was established in Anaheim, California in 1976. Over the years, Tarsadia was actively involved in working with its clients in acquiring, developing and managing real estate assets, primarily hotels and resorts located in the Western United States. As Tarsadia began to diversify its holdings and focus into other verticals, its principals chose to step away from hospitality management as a client service, and provided their long-tenured management team with the opportunity to acquire the management company from the existing foundation.

The operating platform was purchased from Tarsadia in early 2011 by the key management team members that ran the business and is now functioning as an independent management company called Evolution Hospitality. Over the years, the team has managed more than 50 properties across multiple states and markets. Currently, with 15 assets in operation across eight markets, the Evolution Hospitality platform is somewhat uniquely underutilized and is currently being aggressively pursued by owners for property management services. Drawing from its long history of success and experience, Evolution Hospitality has a well-defined vision, a strong sense of values and guiding principles, and a long-range, quality-minded approach to business. As such, the leadership team is highly selective about the relationships the company will undertake in order to ensure that the platform is deployed against those projects that can most benefit from Evolution Hospitality's value-creating potential.

Led by President John Murphy, a 25-year industry veteran and a 13-year veteran of Tarsadia Hotels, Evolution Hospitality offers the expertise to position or reposition an asset through an incredibly talented team of seasoned professionals that lead every discipline, including a full-service in-house marketing agency. World-class operators and experts in their fields, the management team of Evolution Hospitality will create value at every property they manage by combining a pervasive sales-driven culture with a proven ability to capture market share and manage the middle-of-the-page to drive margins. Sophisticated proprietary tools and systems developed by the team allow the field to operate more efficiently, while an owner mentality always keeps a sharp focus on making smart decisions based on what is best for the asset. Last but by no means least, you'll find Evolution Hospitality's unique culture and guiding principles offer a fresh new way of working with a hotel management company – not as a "contract" counterparty, but as a partner.





**COURTYARD AT DISNEYLAND | ANAHEIM, CA**

**COURTYARD AT DISNEYLAND  
ANAHEIM, CA**

Managed since opening in 2006  
Four blocks from Disneyland  
153 rooms and kids suites  
Restaurant  
800 sf of meeting space

**PORTOFINO INN & SUITES  
ANAHEIM, CA**

Managed since opening in 1998  
Two blocks from Disneyland  
190 rooms and suites



**PORTOFINO INN & SUITES | ANAHEIM, CA**



**ANAHEIM JOLLY ROGER HOTEL | ANAHEIM, CA**

**ANAHEIM JOLLY ROGER HOTEL  
ANAHEIM, CA**

Managed since 1997  
Loated across from Disneyland  
58 rooms  
850 sf of meeting space





MILLIKEN CREEK INN & SPA | NAPA, CA

**MILLIKEN CREEK INN & SPA  
NAPA, CA**

Managed since 2006  
On the banks of the Napa River  
12 rooms and exclusive spa  
Conde Nast Gold List 2008 "Best in Rooms"

**SAN MATEO MARRIOTT  
SAN MATEO, CA**

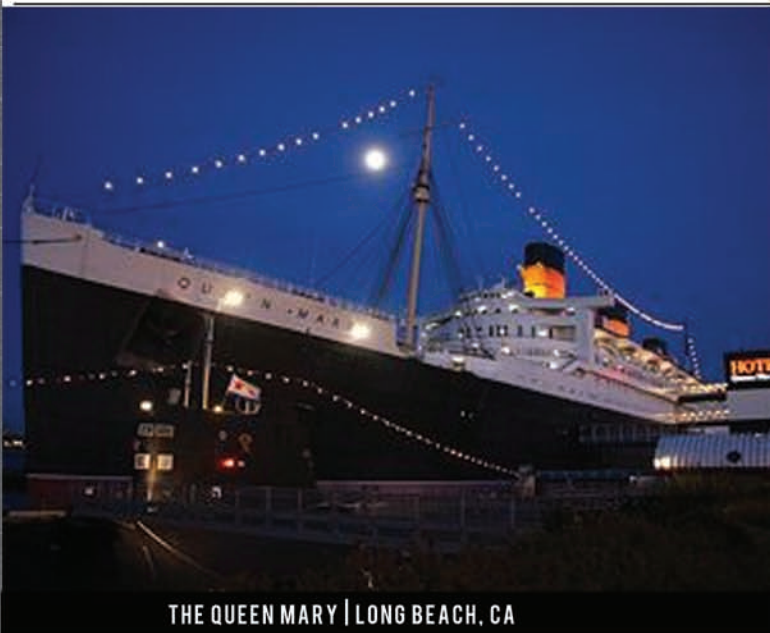
Managed since opening in 1997  
San Francisco Peninsula  
476 rooms and suites  
22,000 sf meeting space  
Restaurant and bar



SAN MATEO MARRIOTT | SAN MATEO, CA

**THE QUEEN MARY  
LONG BEACH, CA**

Managed since 2011  
314 state rooms and suites  
Six restaurants and lounges  
Queen Mary Museum, retail  
80,000 sf of meeting space



THE QUEEN MARY | LONG BEACH, CA





COUNTRY INN & SUITES | CALABASAS, CA

**COUNTRY INN & SUITES  
CALABASAS, CA**

Managed since 2012

Located within walking distance of Old Town Calabasas

122 rooms and suites

1,000 sf of meeting space

**COURTYARD MISSION VALLEY  
SAN DIEGO, CA**

Managed since opening in 2008

317 rooms

8,000 sf of meeting space

2009 Marriott International Conversion Excellence Award



COURTYARD MISSION VALLEY | SAN DIEGO, CA



DOUBLETREE CLUB HOTEL | SAN DIEGO, CA

**DOUBLETREE CLUB HOTEL  
SAN DIEGO, CA**

Managed since 1995

219 rooms and suites

10,000 sf of meeting space

Restaurant and bar

2001 DoubleTree Conversion of the Year





HOMEWOOD SUITES | SEATTLE, WA

## HOMEWOOD SUITES SEATTLE, WA

Managed since 2011

Adjacent to Washington State Convention Center and Trade Center

195 rooms and suites

Located on Pike Street

## HARD ROCK HOTEL SAN DIEGO, CA

Managed since opening in 2007

420 suites

40,000 sf of meeting space

Two restaurants and two bars

Rock Shop, Rock Spa and Pinkberry

Roofdeck pool



HARD ROCK HOTEL | SAN DIEGO, CA

## HOTEL ADAGIO SAN FRANCISCO, CA

Managed since 2012

Located in Union Square

171 rooms and suites

Bar Adagio

5,500 sf of meeting space



HOTEL ADAGIO | SAN FRANCISCO, CA



# PREVIOUSLY MANAGED



RESIDENCE INN BY DISNEYLAND | ANAHEIM, CA

## RESIDENCE INN BY DISNEYLAND ANAHEIM, CA

Located 1/2 mile from Disneyland

200 suites

1,000 sf of meeting space

## HILTON SUITES ANAHEIM, CA

230 suites

Restaurant and bar

3,500 sf of meeting space



HILTON SUITES | ANAHEIM, CA



RESIDENCE INN MISSION VALLEY | SAN DIEGO, CA

## RESIDENCE INN MISSION VALLEY SAN DIEGO, CA

192 suites

1,000 sf of meeting space

2004 Residence Inn by Marriott Opening  
Hotel of the Year



# PREVIOUSLY MANAGED



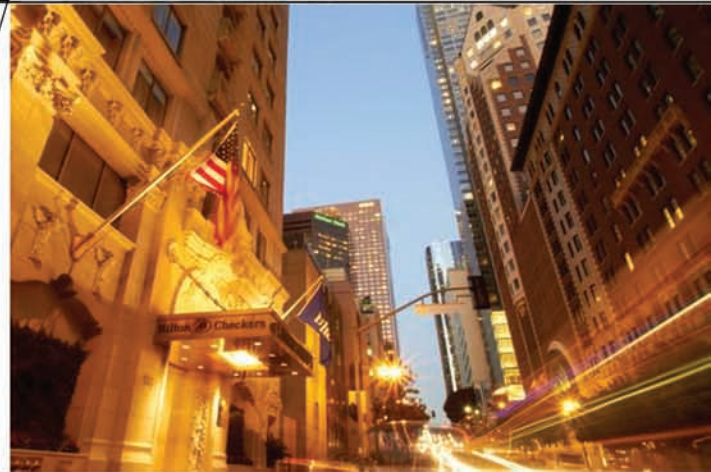
COURTYARD CAL EXPO | SACRAMENTO, CA

## **COURTYARD CAL EXPO SACRAMENTO, CA**

151 rooms  
5,300 sf meeting space  
Restaurant and bar

## **HILTON CHECKERS LOS ANGELES, CA**

188 rooms and suites  
3,300 sf of meeting space  
Restaurant and bar  
2002 Hilton Conversion of the Year



HILTON CHECKERS | LOS ANGELES, CA



RENAISSANCE DENVER | DENVER, CO

## **RENAISSANCE DENVER DENVER, CO**

400 rooms and suites  
30,000 sf of meeting space  
Restaurant and bar



# PREVIOUSLY MANAGED



L'AUBERGE DE SEDONA | SEDONA, AZ

## L'AUBERGE DE SEDONA SEDONA, AZ

56 suites

3,500 sf of meeting space

L'Auberge Restaurant

AAA Four Diamond Hotel and Restaurant

## SUTTON PLACE HOTEL NEWPORT BEACH, CA

Located by Orange County Airport

435 rooms and suites

21,000 sf of meeting space

Restaurant and Bar



SUTTON PLACE HOTEL | NEWPORT BEACH, CA



HAMPTON INN | CARLSBAD, CA

## HAMPTON INN CARLSBAD, CA

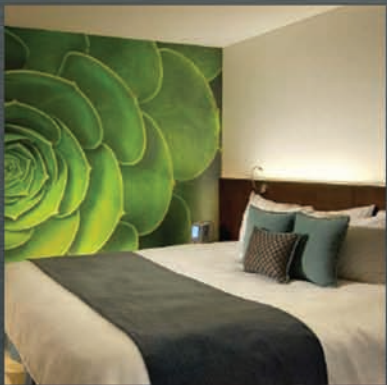
94 rooms

500 sf of meeting space

Close proximity to Legoland



 DLR Group



*ELEVATE the human experience through design*



DLR Group is an integrated design firm with more than 500 interdisciplinary professionals providing in-house architecture, engineering, planning and interior design services. With 20 offices in the United States and an office in Shanghai, we combine national experience with local expertise, and exercise design innovation with responsive service for our clients.

DLR Group's promise is to elevate the human experience through design. We create enduring places for living, learning, working and protecting...sustainably. Our work touches on all aspects of human experience, we have developed focused expertise in key building types including hospitality facilities.

DLR Group produces award winning work, but clients work with us because we deliver more than outstanding buildings and spaces. We bring you a collaborative experience rooted in our service approach: listen.DESIGN.deliver. We truly listen to your vision, goals and objectives. Only once we've listened do we design to meet your needs with effective creativity. And we deliver on the promise of utmost quality.



## Office Locations

- |                  |              |
|------------------|--------------|
| Chicago          | Omaha        |
| Colorado Springs | Orlando      |
| Denver           | Palm Springs |
| Des Moines       | Pasadena     |
| Honolulu         | Phoenix      |
| Kansas City      | Portland     |
| Las Vegas        | Riverside    |
| Lincoln          | Sacramento   |
| Los Angeles      | Seattle      |
| Minneapolis      | Tucson       |
|                  | Shanghai     |





# Design Experience



## Headquarter Hotels for Convention/Conference Centers

**Sheraton Overland Park Hotel at the Convention Center**  
Overland Park, KS  
412 room, 20 story, full service 4-star hotel

**Tucson Convention Center Hotel**  
Tucson, AZ  
525 room, 30 story, full service 4-star hotel

**Overton Hotel and Conference Center**  
Lubbock, TX  
New 304 room, 15 story full service hotel with adjoining 47,600 SF conference center

**Curtis Hotel**  
Minneapolis, MN  
500 room executive hotel, conference center, condominiums and retail facility

**Leamington Hotel**  
Minneapolis, MN  
Remodel and renovation of 550 room hotel with 35,000 SF of dedicated convention facilities

**Lincoln Hotel**  
Bloomington, MN  
300 room hotel and 350,000 SF conference center

## Full Service Hotels

**Omaha Marriott Hotel**  
Omaha, NE  
Renovation to 293 room full service hotel

**Marriott Hotel**  
St. Louis Park, MN  
300 room hotel

**Sheraton Hotel and Towers**  
Seattle, WA  
870 room, 34 story, full service 890,000 SF hotel

**Sheraton Yorktown Hotel**  
Houston, TX  
580 room, 19 story, full service 600,000 SF hotel

**Sheraton Park Place**  
St. Louis Park, MN  
302 room, 15 story resort/executive hotel

**Westin Hotel and Towers**  
Seattle, WA  
900 room, 83 story full service hotel with 2 towers and 1,300,000 SF

**Westin Hotel and Towers**  
Seattle, WA  
2011 Renovation to 900 guest rooms, suites and corridors

**Sheraton Gateway Hotel LAX**  
Los Angeles, CA  
Renovation to 4,200 SF hotel lobby and cafe

**Four Points by Sheraton Los Angeles International Airport**  
Los Angeles, CA  
Renovation to 572 rooms and public spaces

**Four Points by Sheraton Santa Monica**  
Santa Monica, CA  
Renovation to 350 guestrooms, lobby, restaurant, pre-function area and restrooms

**W Hotel**  
Pasadena, CA  
New 200 room, 6 story, full service hotel

**W Hotel**  
Huntington Beach, CA  
Design of new 240 room, full service hotel and 86 private residences

**Hilton Los Angeles North/Glendale Hotel Executive Meeting Center**  
Glendale, CA  
6,000 SF executive meeting center addition

**Doubletree Hotel**  
Santa Ana, CA  
256 room, 10 story, full service hotel

**Olympic Hotel (formerly the Four Seasons Olympic Hotel)**  
Seattle, WA  
Interior upgrades to 450 room, full service AAA Five-Diamond hotel

**The Raphael**  
Kansas City, MO  
Renovation to this historic 126 room, 9 story boutique hotel on Kansas City's Country Club Plaza

**Hotel Sierra**  
San Jose, CA  
160 room, 7 story, full service urban hotel

**Ala Moana Hotel**  
Honolulu, HI  
1,200 room, 38 story, full service 1,200,000 SF hotel

**InterContinental Hotel**  
Los Angeles Century City, CA  
Renovation of lobby and ballroom



## Hotel Andra

Seattle, WA  
Renovation of 14 story, 146 room, full service hotel (formerly Claremont Hotel)

## Radisson Hotel

Seattle, WA  
300 room, 3 story, full service hotel

## The Curtis Hotel

Denver, CO  
Renovation to 330 room, 16 story, retro-chic urban hotel

## Atrium Hotel

Las Vegas, NV  
Interior renovation of a 201 room, 4 story, resort hotel

## Capitol Plaza Hotel

St. Paul, MN  
150 room "homotel" with 40,000 SF of office and conference space

## Carter Plaza Hotel

St. Cloud, MN  
Renovation and conversion of a 114 room hotel

## Francis Drake Hotel

Minneapolis, MN  
Renovation of a 125 room downtown hotel

## Granada Royale/Embassy Suites

Bloomington, MN  
311 room resort hotel, with open atrium and meeting facilities

## The Grand Hotel Minneapolis

Minneapolis, MN  
Remodel of 140 room hotel including guest rooms and suites, club interiors, spa, athletic facilities and meeting rooms

## Red Wing City Center Hotel

Red Wing, MN  
Renovation of a historic 61 room, 125,000 SF Victorian hotel and mixed use development

## Crowne Plaza Northstar Hotel

Minneapolis, MN  
Renovation to 222 room downtown landmark hotel including guestrooms, banquet and meeting rooms, and restaurant

## Holiday Inn Select

Kansas City, MO  
141 room, 6 story, full service hotel

## Holiday Inn

Burnsville, MN  
150 room hotel with recreational facilities, restaurants and athletic facilities

## Holiday Inn RiverCentre

Saint Paul, MN  
Remodel and renovation of a 122 room downtown full service hotel

## Resorts

### The Broadmoor Hotel

Colorado Springs, CO  
Renovation and expansion of historic, AAA Five-Diamond resort and spa

### Kings Pointe Lodge, Resort, and Waterpark

Storm Lake, IA  
100 room, full service resort hotel attached to a 20,000 SF indoor waterpark and outdoor waterpark

### Park Shore Hotel

Honolulu, HI  
Renovation to 224 room, full service resort

### Radisson Poco Diablo Resort

Sedona, AZ  
Renovation and improvements to 138 room, full service resort

### Chase Hotel, Resort & Condominiums

Walker, MN  
Renovation and expansion of historic hotel & resort with addition of new condos

### Sonoran Spa and Resort at Rocky Point

Puerto Penasco, Sonora, Mexico  
8 story beach front community of 1, 2, and 3 bedroom condominiums

### Marouc Moulay Resort

Morocco  
Master planning and schematic design for a large development project including hotels, residential towers, villas, entertainment, soccer, casinos, recreation, shopping and marinas; cruise ship port and an airport.

### Pearl River Resort at Lake Pushmataha

Choctaw, MS  
Planning and design for a \$300 million resort including a 285-acre lake, fitness/wellness center, water park, hotel/ expo building, signature restaurants, memorial garden

### Harbor Hotel and Marina

Ashland, WI  
60 room resort hotel on the shores of Lake Superior

## Additional Hotels

### Hotel Indigo

Scottsdale, AZ  
126 room, 4 story hotel renovation/conversion of Hampton Inn

### The James Hotel

Scottsdale, AZ  
Transformation of 220 room hotel into urban boutique hotel

### Marriott Residence Inn

Denver, CO  
229 suites, 14 story downtown hotel

### Marriott TownePlace Suites

Las Cruces, NM  
81 room, 3 story, 42,000 SF hotel

### Marriott TownePlace Suites

Overland Park, KS  
90 room, 3 story, hotel adjacent to Deer Creek Country Club

### Marriott Courtyard

Dallas, TX  
Renovation to 146 room hotel

### Homewood Suites

Omaha, NE  
123 room, 8 story extended stay urban hotel

### Hampton Inn & Suites

Omaha, NE  
139 room, 4 story urban hotel

### Hampton Inn

Rochester, MN  
120 room hotel near Rochester's Mayo Clinic

### Canterbury Inn

Shakopee, MN  
147 room resort hotel and conference center

### Orangewood Suite Hotel

Anaheim, CA  
Two, 250 room limited service suite hotels



## Gaming and Casino Hotels

### Alabama - Coushatta Casino, Hotel and Conference Center

Livingston, TX  
200 acre entertainment complex with hotel and casino

### Boot Hill Casino and Hotel

Dodge City, KS  
100 room hotel with spa, indoor/outdoor pool, four restaurants, and gaming floor

### Cedar Landing Hotel and Casino

Waterloo, IA  
Remodel of historic downtown building into a 95 room boutique hotel with casino.

### Costa Maya Casino and Resort

Corozal, Belize  
Casino, hotel, and recreational resort

### Four Bears Casino and Hotel

New Town, ND  
A 57 room hotel with 22,000 SF casino addition, leisure pool, and 27,600 SF event center

### Grand Sierra Resort and Casino

Reno, NV  
Renovation of a 2,000 room Reno Hilton as the first phase of northern Nevada's largest convention casino

### Jumer's Casino and Resort Hotel

Rock Island, IL  
A new 205 room hotel, including 11 luxury suites, in an Art Deco theme; 120,000 SF and five stories

### Ione Band of Miwok Casino and Hotel

Plymouth, CA  
Master planning and conceptual design for a new entertainment resort featuring casino, hotel, restaurant and recreation facilities

### Lake of the Torches Casino and Hotel

Lac du Falmeau, WI  
50 room hotel, 57,000 SF casino, and 10,000 SF convention center

### Lucky Star Casino

Concho, OK  
Hotel and casino complex

### Mississippi Belle II Hotel and Casino

Clinton, IA  
45 room hotel, casino and event center

### Potawatomi Bingo Northern Lights Casino

Carter, WI  
A 75,000 SF casino and 400 seat banquet area expansion

### Red Rock Casino and Hotel

Red Cliff, WI  
47 room, 3 story hotel, casino and conference facility

### Riverside Casino and Golf Resort

Riverside, IA  
200 room hotel, casino, and event center at destination golf resort

### Royal River Casino and Hotel

Flandreau, SD  
120 room hotel with casino and restaurants

### Shoshone-Bannock Casino and Hotel

Fort Hall, ID  
180 room hotel with casino, 10,000 SF event center, spa, fitness center, childcare center, and retail stores

### Star of Cripple Creek Hotel

Cripple Creek, CO  
125 room, 3 story resort hotel with casino, restaurants and parking structures

## Spas

### The Spa at the Broadmoor Hotel

Colorado Springs, CO  
Spa renovation and expansion

### Spa Tuscano

Kansas City, MO  
5,938 SF destination spa at Briarcliff Village mixed-use development

## Convention and Conference Centers

### Riverside Convention Center Expansion

Riverside, CA  
Expansion to existing convention center will add approximately 42,500 SF of exhibit hall space, meeting rooms, lobbies, ballrooms, pre-function spaces, and service areas.

### Omaha Convention Center and Arena, Qwest Center

Omaha, NE  
250,000 SF of exhibition and ballroom space and 400,000 SF, 16,000 seat, multi-purpose arena

### Overland Park Convention Center and Hotel

Overland Park, KS  
237,000 SF convention center contiguous to 412 room, four star Sheraton Hotel

### Overton Conference Center & Hotel

Lubbock, TX  
47,400 SF Conference Center and ballroom attached to a 304 room, 15 story, full service hotel

### Tucson Convention Center Expansion

Tucson, AZ  
118,000 SF expansion to existing convention center adjacent to proposed 525 room headquarters hotel

### Sacramento Convention Center

Sacramento, CA  
Expansion to 56,000 SF exhibition hall and meeting facilities with associated circulation, pre-event services and support areas; New 25,000 SF ballroom

### Peter Kiewit Convention and Conference Center

Omaha, NE  
250,000 SF conference center with 600 seat auditorium, 11 meeting rooms, and dining and kitchen area

### Pierre Convention Center

Pierre, SD  
33,900 SF convention center

### Hutchinson Conference Center

Hutchinson, KS  
Preliminary design for 35,000 SF conference center attached to hotel

### Jefferson City Conference Center & Hotel

Jefferson City, MO  
42,000 SF conference center and 200 room, Marriott Courtyard



## Restaurants

### **Anchor Inn**

Inver Grove Heights, Minnesota  
Conceptual development, interior design, construction

### **Black Swan Pub**

Southdale Bowl, Edina, Minnesota  
Interior design

### **Brix**

St. Louis Park, Minnesota  
Interior design, tenant build-out

### **Cabina**

Woodbury, Minnesota  
Interior design, tenant build-out

### **Café and Bar Lurcat**

Minneapolis, Minnesota  
Naples, Florida  
Interior renovation

### **Cafe Brenda**

Minneapolis, Minnesota  
Conceptual design, remodel

### **Calhoun Beach Club**

Minneapolis, Minnesota  
Banquet Rooms remodel

### **Canterbury Restaurant**

Shakopee, Minnesota  
Expansion

### **Ciatti's**

Woodbury Village, Woodbury, Minnesota  
Adaptation of prototypical design to site, construction

### **D'Amico Kitchen at Chambers Hotel**

Minneapolis, Minnesota  
Renovation, interior design, construction

### **Deli Manjoo**

Bloomington, Minnesota  
Interior design, tenant build-out

### **Ferrara's Restaurant**

Minneapolis, Minnesota  
Interior design, remodel existing building

### **Fine Line Music Cafe**

Minneapolis, Minnesota  
Conceptual design, interior design, construction  
Renovation, remodeling (2003)

### **Fong's**

Savage, Minnesota  
Conceptual design

### **Glam Slam Night Club**

Minneapolis, Minnesota  
Conceptual design, interior design, construction

### **Hard Rock Cafe**

Pearl River Resort, Choctaw, Mississippi  
Adaptation of prototypical design, construction

### **IchiBan Japanese Restaurant**

Minneapolis, Minnesota  
Adaptation of prototypical design, construction

### **Kebabi**

Riverplace, Minneapolis, Minnesota  
Conceptual development, interior design, construction

### **Lake of the Torches Casino Restaurant**

Lac du Flambeau, Wisconsin  
Conceptual design, construction

### **Lucky Star Casino Restaurant**

Concho, Oklahoma  
Conceptual and interior design

### **Masa Mexican Restaurant**

Minneapolis, Minnesota  
Interior design, tenant build-out

### **McCoy's Public House**

Bloomington, Minnesota  
St. Louis Park, Minnesota  
Conceptual design, construction

### **Murray's**

Minneapolis, Minnesota  
Renovation conceptual design

### **Mystic Lake Buffet**

Shakopee, Minnesota  
Conceptual design, construction

### **Nicollet Island Inn**

Minneapolis, Minnesota  
Expansion, renovation

### **Parma 8200 Restaurant**

Bloomington, Minnesota  
Interior design, construction

### **Punch Neapolitan Pizza**

Eden Prairie, Minnesota  
Minneapolis, Minnesota  
St. Paul, Minnesota  
Wayzata, Minnesota  
Interior design

### **Royal River Casino Restaurant**

Flandreau, South Dakota  
Conceptual design, construction

### **Sizzler Restaurant**

Robert Street, St. Paul, Minnesota  
Adaptation of prototypical design

### **Spudsters**

Uptown, Minneapolis, Minnesota  
Rosedale, Roseville, Minnesota  
Interior remodel

### **St. Anthony on Main**

Minneapolis, Minnesota

### **Strizzi's**

Fremont, California  
Interior design

### **The Breakers Banquet Facility**

Eagan, Minnesota  
Conceptual and interior design

### **The Little Prince Restaurant**

Minneapolis, Minnesota  
Architectural services

### **The Rod and Reel Restaurant**

Chesapeake Bay, Maryland  
Remodel

### **Timber Lodge Steakhouse**

St. Louis Park, Minnesota  
Crystal, Minnesota  
Exterior building concept

### **Victor's Bar and Grill**

Southtown, Bloomington, Minnesota  
Interior design

### **Wolfgang Puck Express**

Bloomington, Minnesota  
Interior design, tenant build-out

### **Wheel Inn**

Duluth, Minnesota  
Conceptual design, interior adaptation



# PREVIOUS PROJECTS THAT DEMONSTRATE QUALIFICATIONS

Previous Projects Case Studies and References that further demonstrate the team's qualifications:

## **Nexus - Case Study 1 (2002-2008)**

MacArthur Place – Santa Ana, CA

- Acquired vacant and under-utilized property within the master-planned business park of Hutton Center and created a mixed-use project which was rebranded as "MacArthur Place".
- Assemblage consisted of ten acres, encompassing five distinct parcels.
- New development consisted of 800 high-rise and low-rise residential units, a 155-room hotel and support retail (replacing blighted vacant land, an old movie theatre and a tired stand-alone restaurant).
- Entitlements included a full Environmental Impact Report, Specific Plan and Development Agreement.
- Development necessitated establishing strong cooperative working relationships with various public and private groups including the City of Santa Ana, Santa Ana Redevelopment Agency, Federal Aviation Administration, Regional Water Quality Control Board, Airport Land Use Commission, Sandpointe Neighborhood Association, Santa Ana Unified School District, and Hutton Center Association.
- Total project value of approximately \$370 million, approximately \$270 million of which was developed by Nexus.

## **Nexus - Case Study 2 (2007 to 2012)**

Old La Mancha Resort Site – Palm Springs, CA

- Property was an abandoned 8.5-acre La Mancha Resort and Tennis Club, which constituted a public nuisance concern for the City on account of vagrancies, crime and vermin issues at the time of acquisition of this combination fee and ground lease parcel.
- Nexus' development activities included renovating Ventana del Sol (15 existing units on leased land) and, more recently, constructing The Morrison, a new 53 single-family-residential-unit project on fee land.
- The Morrison is a highly successful gated community, with all units pre-sold in a tough market with average per home price in excess of \$525,000.
- Nexus obtained entitlements through a Planned Development District and Mitigated Negative Declaration. Nexus worked closely with the City's staff, Architectural Advisory Committee, Planning Commission and City Council as well as the Aqua Caliente Band of Cahuilla Indians and the Bureau of Indian Affairs.
- Nexus worked closely with neighbors on common perimeter walls, perimeter lighting, and minimizing construction disturbance.
- Total Project value of approximately \$27 million.



# PREVIOUS PROJECTS THAT DEMONSTRATE QUALIFICATIONS

## **Nexus - Case Study 3 (2008 to 2012)**

Vivante on the Coast – Costa Mesa, CA

- Mixed-use project consisting of a 185-unit luxury retirement community currently under construction and approximately 40,000 sq. ft. in anticipated future office buildings.
- At acquisition, site consisted of two vacant industrial buildings totaling approximately 100,000 sq. ft on a 6.8 acre site with environmental issues.
- Nexus obtained entitlements for the mixed-use project thru a Site Plan Approval and Mitigated Negative Declaration. Nexus worked closely with the City of Costa Mesa and the Department of Toxic and Substance Control, to achieve the unrestricted right to development the site for the contemplated uses.
- Nexus worked closely with City staff as the first major project in the newly-adopted Mesa West Bluffs Urban Plan overlay zone. Sensitive issues such as traffic, surrounding use compatibility, and undergrounding of overhead utility lines were resolved.
- In meeting tremendous demand in the community for quality senior housing, Nexus is working with community groups such as Hoag Hospital, Oasis and Costa Mesa Senior Centers and The Alzheimer's Association of California. Vivante's leasing office is located in Newport Beach.
- The project has already won several national awards for design innovation, technology, and marketing.
- Total project cost is approximately \$62 million.

## **Nexus - References**

Below is a list of references from individuals that are intimately familiar with Nexus' capability.

Steve Pougnet

Mayor – City of Palm Springs

(760) 323-8299

Miguel Pulido

Mayor – City of Santa Ana

(714) 647-6900

Allen Staff and Kevin Jennings

Orange County Market President and Senior Vice President

Bank of America

(949) 794-7139

Allen.staff@bankofamerica.com and Kevin.jennings@bankofamerica.com



# PREVIOUS PROJECTS THAT DEMONSTRATE QUALIFICATIONS

## **Evolution - Case Study 1 (2005-2007)**

Hard Rock Hotel – San Diego, CA

- Evolution Hospitality was involved under the Tarsadia umbrella of companies during their redevelopment of the Hard Rock Hotel in San Diego, CA.
- The project consists of 420 all suite hotel, 40,000 sf of meeting space, and multiple restaurants and bars.
- Challenges on the development side included working with historical preservation groups on existing building deemed historical part way through construction; re-branding the hotel as a Hard Rock mid-construction; creating an underground delivery system; and generally dealing with developing a project in the densely populated Gaslamp district.

## **Evolution - Case Study 2 (2011-2012)**

The Queen Mary – Long Beach, CA

- Evolution was engaged as manager of legendary Queen Mary in 2011. Complex asset consists of 314 guest rooms, 80,000 square feet of meeting space, six restaurants and lounges, a museum and several retail outlets.
- The 1930s vintage former luxury ocean liner had been operated as a hotel since the early 1970s by various operators (including Disney) with limited success. In fact, the owners of the Queen Mary leasehold interest (City of Long Beach owns fee), having failed to find financial success with the asset in recent years, fired two separate management companies between 2009 and 2011 before hiring Evolution Hospitality.
- Although bound by confidentiality restrictions relating to detailed operating performance, it can be shared that total revenues for 2012 are anticipated to be up 36% over 2011 and Gross Operating Profit is currently forecast to increase approximately \$8 million in 2012 to its highest level ever, a 200% increase over 2011.



# EVOLUTION REFERENCES

## Evolution - References

Below is a list of references from individuals that are intimately familiar with Evolution's capability.\

Rick Adams

Chief Investment Officer

Chesapeake Lodging Trust

(410) 972-4143

radams@cltreit.com

Robert Alter

Retired Chairman and CEO - Sunstone Hotel Investors

(949) 632-0010

balter@seaviewinvestors.com

Joe Tansey

Co-Founder and Managing Director

Garrison Investment Group (owner of leasehold in Queen Mary)

(212) 372-9588

jtansey@garrisoninv.com

Greg Casserly

President

Tarsadia Hotels (largest owner of Evolution-managed hotels)

(949) 610-8021

cass@tarsadia.com



# PREVIOUS PROJECTS THAT DEMONSTRATE QUALIFICATIONS

## **DLR - Case Study 1**

Hotel Indigo - Scottsdale, AZ

- DLR transformed an existing 20-year old Hampton Inn to a new Hotel Indigo brand.
- This creative and colorful renovation included the addition of a sweeping balcony overlooking the main entrance with views oriented to the breathtaking mountainous landscape, large scale murals, hardwood floors, and a vivid color scheme to create an inviting atmosphere for travelers.

## **DLR - Case Study 2**

W Hotel – Huntington Beach, CA

- Most recently, DLR completed a full design of the W Hotel in Huntington Beach, which included floor-to-ceiling windows throughout the hotel providing expansive views overlooking an 8-mile stretch of beach, while producing a striking illuminated structure that stands out in the vibrant nightlife.
- Luxurious public spaces throughout the hotel reflect Southern California lifestyle and include meeting spaces, a restaurant, bar, lobby, spa, fitness center, and outdoor pool.

## **DLR - References**

Below is a list of references from individuals that are intimately familiar with DLR's capability.

Arthur Pearlman

Arthur Pearlman Corporation

1137 Second Street, Suite 100

Santa Monica, CA 90403

(310) 260-2504

[a.pearlman@gte.net](mailto:a.pearlman@gte.net)

Ruth Martinez

City of Pasadena Economic Development

100 N. Garfield Avenue, Room S-116

Pasadena, CA 91101

(626) 744-7351

[rmartinez@cityofpasadena.net](mailto:rmartinez@cityofpasadena.net)



# EXPERIENCE WITH LONG-TERM GROUND LEASE PROJECTS



Nexus and Evolution have extensive experience with projects subject to ground leases. In fact, after a lengthy competitive bid process, our team was recently awarded the rights to entitle, develop and construct a 193 room extended-stay hotel project on a ground-lease property adjacent to Disneyland in Anaheim, CA.

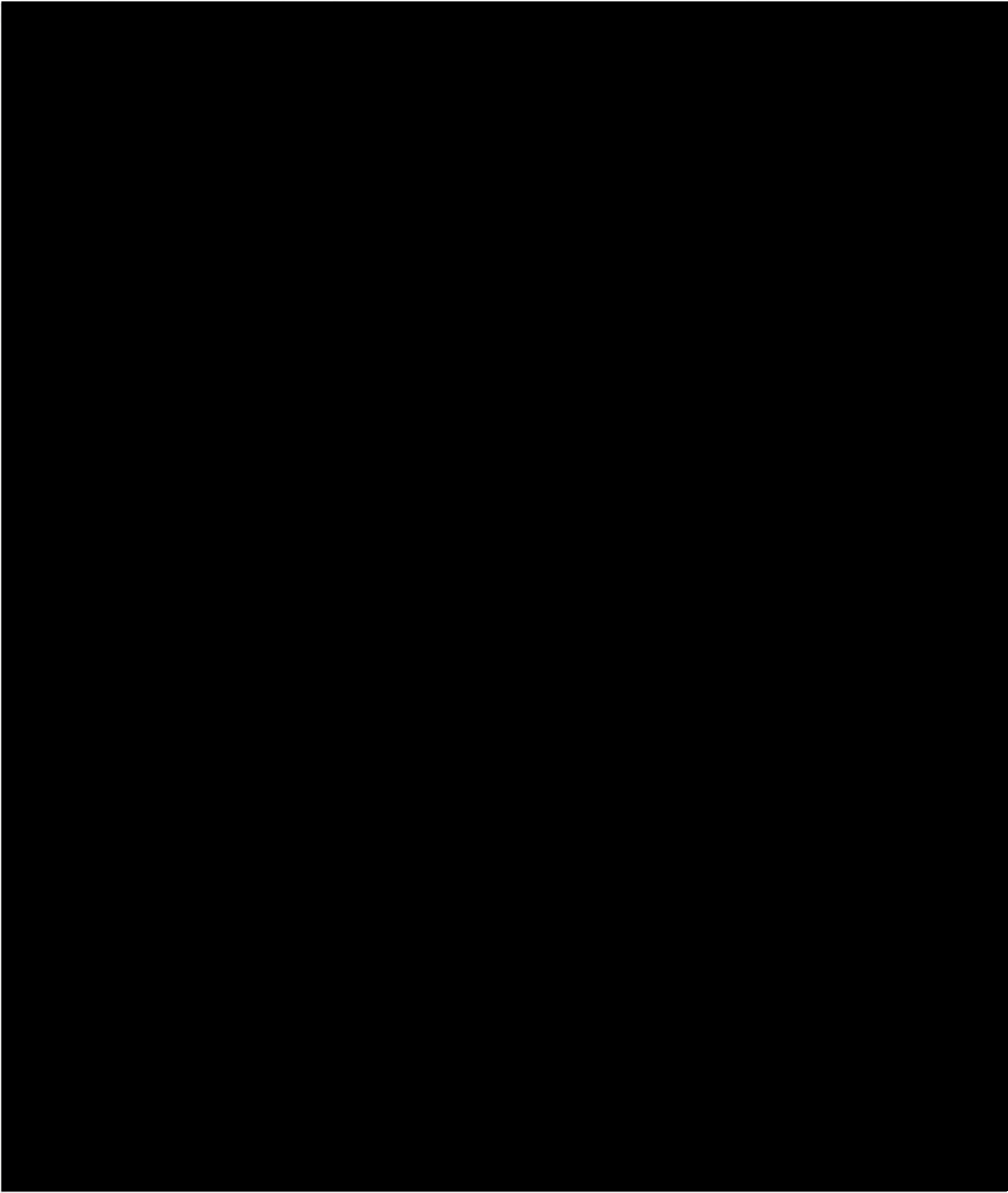
In addition to the recent Anaheim transaction, Nexus and Evolution have or currently operate the following projects that are subject to ground (or building) leases:

- The 314-room Queen Mary Hotel Long Beach
- The 219-room Doubletree San Diego Hotel Circle
- The 476-room Marriott San Mateo
- The 216-room Comfort Inn San Diego Hotel Circle
- The 21 unit Terra Vita residential development in Palm Springs
- Numerous retail ground leases including Target, Bank of America, Wendy's

In today's financing market, having this considerable experience is critical to ensure a successful closing process for any ground lease project.

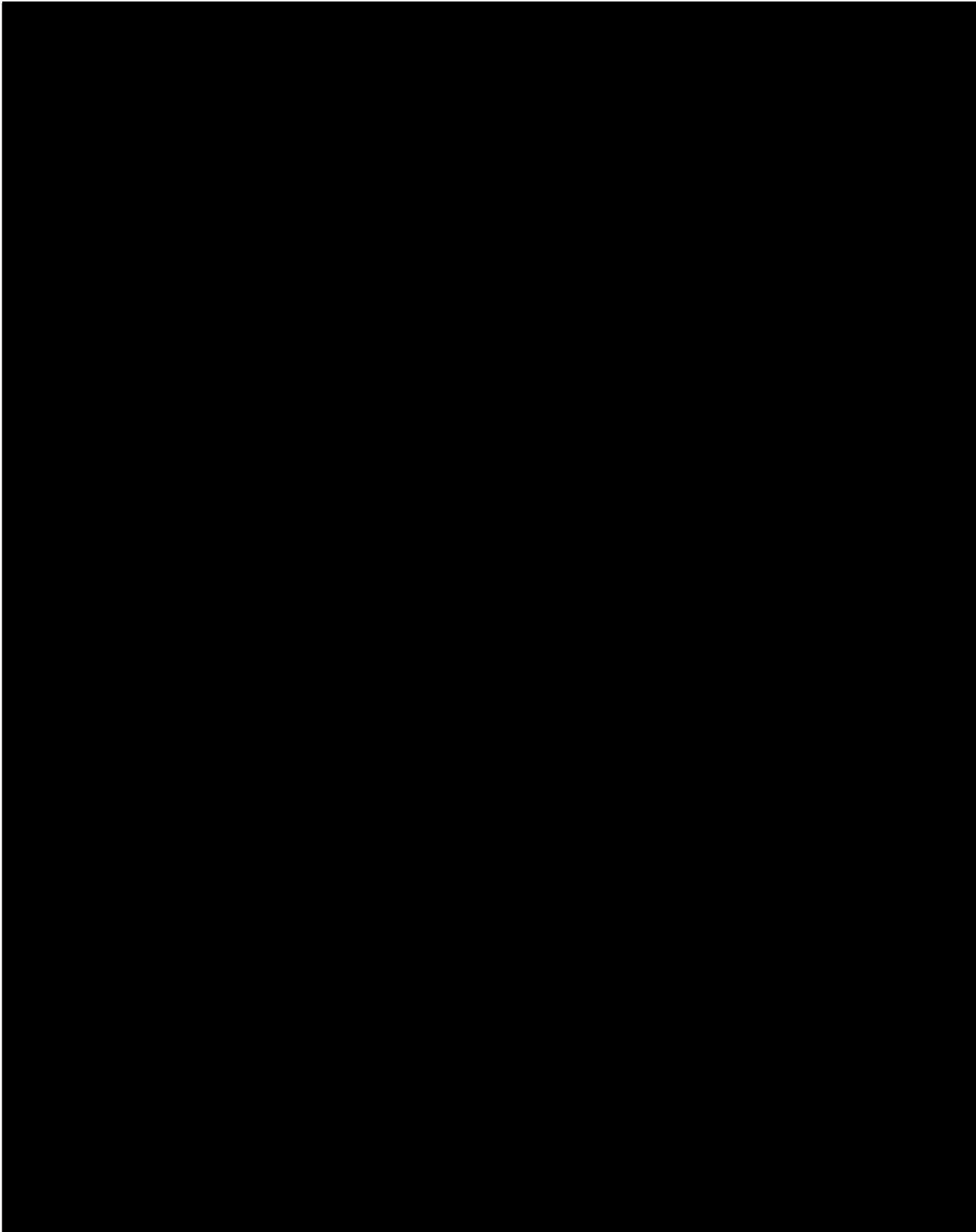


# FINANCIAL CAPABILITY AND PAST PERFORMANCE



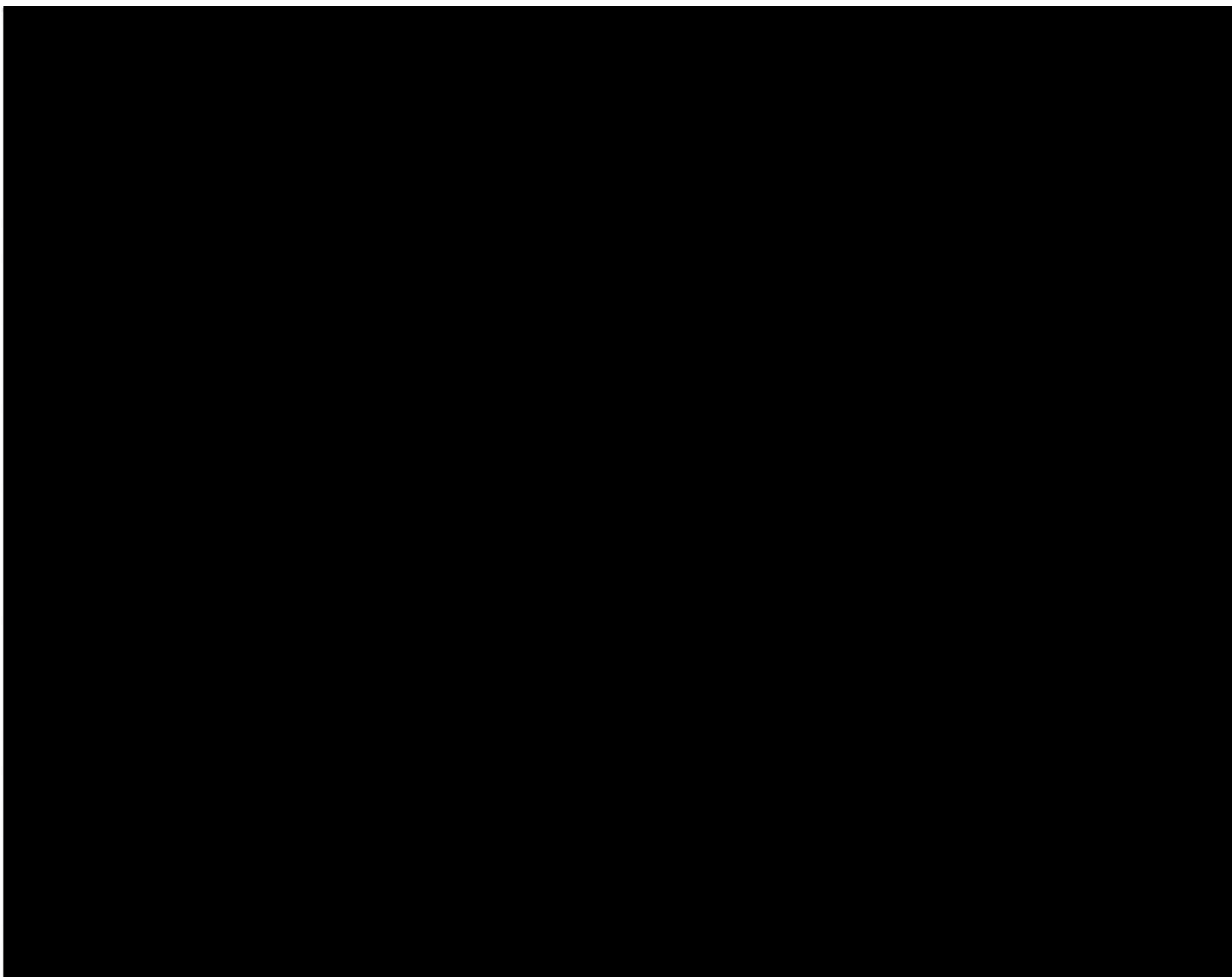


# FINANCIAL CAPABILITY





# FINANCIAL LITIGATION ISSUES LIST & DESCRIPTIONS





# CONCEPTUAL DEVELOPMENT APPROACH

## *How do we approach this type of development?*

We would approach this development opportunity in similar fashion as we do in all of our projects. We will give careful consideration to all the stakeholders involved in order to make sure that the proposed project provides a mutual benefit for the City, the surrounding community, and the development team. We understand the importance of making sure that the specific development plan must be successful, while considering the larger picture of the Lido Village redevelopment plan. Additionally, we will want to get community input in order to make sure that the proposed development properly fits within the existing surroundings, while also acting as a catalyst for future revitalization in the area.

We have already reviewed all of the materials provided to us by the City such as the studies completed by PKF Consulting and Keyser Marston Associates. In every project, we analyze both the immediate affects and long term affects of the project for any community that we develop in and we make sure that our projects are timeless. We believe that a luxury boutique hotel can be successful in this location if the right team is selected to execute the vision.





# CONCEPTUAL FINANCING APPROACH

## *How do we structure financing?*

Our development team is sufficiently capitalized to execute on this Project. We always adopt a conservative approach when initially underwriting our own projects. This has been one key to our success, historically outperforming our projections on key factors such as financing terms, construction costs and schedule, and operating results. We have been successful, recently, in securing ground up construction loans for our projects, in spite of an unstable lending environment, where others have been unsuccessful.

For a project such as the subject, we would anticipate financing approximately sixty-percent (60%) of the total project costs with a senior construction loan from a lender such as Bank of America (to that end a letter from Bank of America has been included in this submittal). We anticipate funding the balance of approximately forty-percent (40%) of the total project costs through equity contributions by Nexus, Evolution, their respective affiliates, and a strategic investment institution such as Lowe Enterprises or Starwood Capital. In fact, we recently consummated a similar structure on our 159-room Marriott Courtyard project in Long Beach, California, with Lowe Enterprises.



SKYLINE AT MACARTHUR PLACE | NEXUS DEVELOPMENT CORPORATION



# NEXUS DEVELOPMENT ATTACHMENT A

## ATTACHMENT A: PROPOSER INFORMATION FORM

*Instructions: Complete the form below and remit as part of your Proposal as Attachment A.*

### PROPOSER INFORMATION

PROPOSER/CONSULTANT/ NAME: Nexus Development Corporation

ADDRESS FOR NOTICES: 1 MacArthur Place, Suite 300  
Santa Ana, CA 92707

MAIN CONTACT (NAME AND TITLE): Rob W. Eres - Vice President of Development


CONTACT NUMBERS: TELEPHONE: (714) 546-5600 x220 FAX: (714) 546-5660

E-MAIL ADDRESS: rwe@nexusd.com

### FIRM SIGNATURE AUTHORIZATION AND CERTIFICATION

Per the California Corporate Code, Business and Professions Code, the Consultant's Bylaws/Operating Agreement and/or the attached Board Resolution (if applicable), I/we hereby verify that I/we am/are (an) authorized signatory(ies) for the aforementioned Consultant and as such am/are authorized to sign and bind the Consultant in contract with the City of Newport Beach.

#### 1. CONSULTANT AUTHORIZED SIGNATORY(IES):

	<u>Cory W. Alder</u>	<u>President</u>	<u>11/20/12</u>
SIGNATURE	PRINT NAME	TITLE	DATE
SIGNATURE	PRINT NAME	TITLE	DATE

#### 2. SIGNATURE AUTHORIZATION IS PROVIDED IN ACCORDANCE WITH:

- Proposer's Bylaws/ Operating Agreement      Section \_\_\_\_\_       Copy Attached
- Board Resolution       Copy Attached
- Corporate or Business and Professions Code\*\*

\*\*If Consultant is a corporation, two (2) authorized signatories will be required on all documents submitted, unless specified in the organization's Bylaws or corporate resolution.

**IMPORTANT NOTE:** If the signature authorization status of any individual changes during the term of the contract, it is the responsibility of the Consultant to contact the City Administrator for the Consultant regarding the change and to complete and submit a new Signature Authorization Form. Incorrect information on file may delay the processing of any of the documents submitted.



# NEXUS DEVELOPMENT ATTACHMENT B

## ATTACHMENT B: STATEMENT OF DISCLOSURE

*Instructions: Each submittal must be accompanied by a signed Statement of Disclosure. This form must be completed, signed, dated and submitted by all persons proposed to serve as a Consultant Team Member.*

Consultants and proposed Consultant Team Members must disclose any and all business activities, relationships and/or business positions currently or previously held with City employees, City Council members, City commissioners, or City advisory boards/committees within the last five (5) years.

The City has determined that all persons seeking to serve as a Consultant to the City shall complete truthfully, sign, date and submit this Disclosure Statement prior to performing any consultant work or services for the District.

I, Nexus Development Corporation [NAME OF PROPOSER], hereby certify the following:

- I have no reportable business activities, relationships and/or business positions with any City employees, City Council members, City commissioners, or City advisory boards/committees within the last five (5) years.
- My reportable business activities, relationships and/or business positions within the last five (5) years with City employees, City Council members, City commissioners, or City advisory boards/committees (please provide a description of the business activity, relationship or business position, relevant dates, job titles, positions held, etc.):

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The foregoing certifications are true and correct. I make this certification under penalty of perjury under the laws of the State of California.

Signature of Consultant



Signature Date

11/20/12

Printed Name and Title

Cory W. Alder - President

[ If necessary, attach a separate sheet(s) detailing each instance ]



# EVOLUTION HOSPITALITY STATEMENT OF DISCLOSURE

## ATTACHMENT B: STATEMENT OF DISCLOSURE

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The City has determined that all persons seeking to serve as a Consultant to the City shall complete truthfully, sign, date and submit this Disclosure Statement prior to performing any consultant work or services for the District.

I, Evolution Hospitality [NAME OF PROPOSER], hereby certify the following:

- I have no reportable business activities, relationships and/or business positions with any City employees, City Council members, City commissioners, or City advisory boards/committees within the last five (5) years.
- My reportable business activities, relationships and/or business positions within the last five (5) years with City employees, City Council members, City commissioners, or City advisory boards/committees (please provide a description of the business activity, relationship or business position, relevant dates, job titles, positions held, etc.):

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The foregoing certifications are true and correct. I make this certification under penalty of perjury under the laws of the State of California.

Signature of Consultant

Matthew Raine

Signature Date 11-20-12

Matthew Raine, EVP of Investments and Business Development

Printed Name and Title

[ If necessary, attach a separate sheet(s) detailing each instance ]



# DLR GROUP STATEMENT OF DISCLOSURE

## ATTACHMENT B: STATEMENT OF DISCLOSURE

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Consultants and proposed Consultant Team Members must disclose any and all business activities, relationships and/or business positions currently or previously held with City employees, City Council members, City commissioners, or City advisory boards/committees within the last five (5) years.

The City has determined that all persons seeking to serve as a Consultant to the City shall complete truthfully, sign, date and submit this Disclosure Statement prior to performing any consultant work or services for the District.

I, DLR Group [NAME OF PROPOSER], hereby certify the following:

- I have no reportable business activities, relationships and/or business positions with any City employees, City Council members, City commissioners, or City advisory boards/committees within the last five (5) years.
- My reportable business activities, relationships and/or business positions within the last five (5) years with City employees, City Council members, City commissioners, or City advisory boards/committees (please provide a description of the business activity, relationship or business position, relevant dates, job titles, positions held, etc.):

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The foregoing certifications are true and correct. I make this certification under penalty of perjury under the laws of the State of California.

Signature of Consultant



Signature Date

11-20-12

Printed Name and Title

**BRIAN ARIAL - PRINCIPAL**

[ If necessary, attach a separate sheet(s) detailing each instance ]