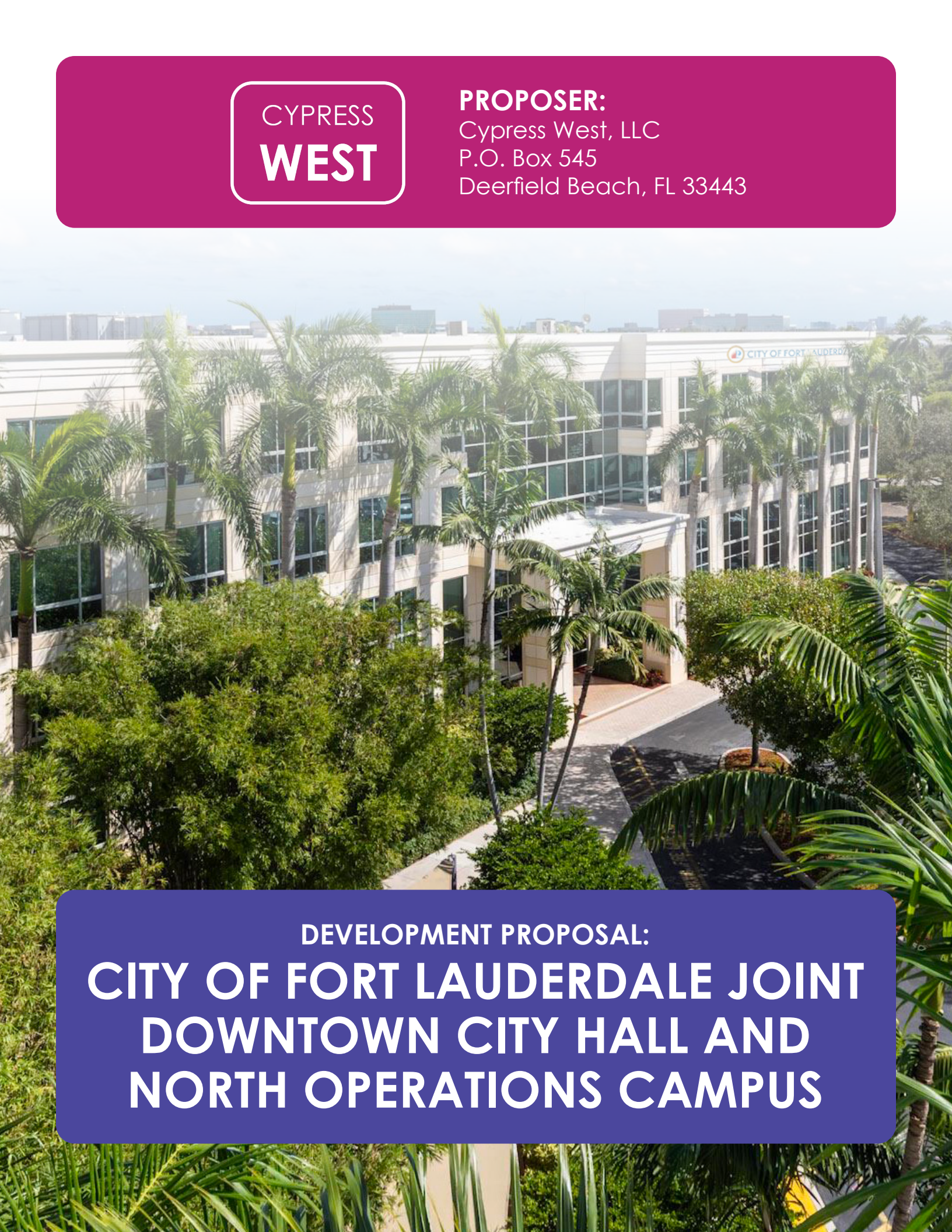




CYPRESS  
**WEST**

**PROPOSER:**

Cypress West, LLC  
P.O. Box 545  
Deerfield Beach, FL 33443

DEVELOPMENT PROPOSAL:  
**CITY OF FORT LAUDERDALE JOINT  
DOWNTOWN CITY HALL AND  
NORTH OPERATIONS CAMPUS**



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# SECTION

# 1

LETTER OF INTEREST

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# 1) Letter of Interest

Dear City of Fort Lauderdale Commission and Staff,

We are pleased to submit this proposal for the City of Fort Lauderdale's new City Hall. As you review our proposal, you will likely notice a few recurring themes—**maximum efficiency** and **fiscal prudence**. We believe these to be the hallmarks of our proposal, and they are also embodied in the following, summarized advantages of partnering with our team:

## **A UNIQUE AND PRAGMATIC “DUAL-CAMPUS” APPROACH**

Our offering involves delivering two different facility components—(A) an existing North Operations Campus, located at 1515 West Cypress (currently the temporary home of the Fort Lauderdale Police Headquarters), which will house the City's back office operations in a Class A office building, located in an “X” rated flood zone, and designed to operate 24/7/365, and (B) a new and generational Downtown City Hall located at 100 N. Andrews, which will be home to all public-facing team members and also public facing meeting venues such as the commission chambers. This dual-campus approach aligns with modern civic models across the country and will provide an unparalleled cost vs. benefit opportunity to the City.

## **FLEXIBLE FINANCING THAT MEETS YOU WHERE YOU ARE**

Rather than offering a one-size-fits-all financing approach, our development team will work collaboratively with your CFO and municipal advisor(s) to explore various financing structures that meet the City's unique affordability needs. Our goal will be simple and transparent—deliver a financing solution that ultimately represents the “best value” to the City and its' tax payers.

## **LESSENING THE BURDEN OF GOVERNMENT THROUGH TRUE PARTNERSHIP**

From day one, our team will operate with transparency, collaboration, and a shared sense of purpose. We are committed to true partnership throughout every phase of the project, and to remaining fully aligned with the City's values, goals, and vision.

In closing, we wholeheartedly believe in the transformative power of community infrastructure, and we are genuinely excited about the opportunity to come alongside the City as a true partner in the execution of this exciting Project.

Sincerely,

*Sheldon Gross*

Sheldon Gross  
Managing Partner  
Cypress West, LLC

# SECTION

# 2

## EXECUTIVE SUMMARY

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## 2) Executive Summary

This proposal outlines a proposed offering for the turn-key development of a new, downtown City Hall facility and a North Operations Campus located at 1515 West Cypress Creek Road, Fort Lauderdale, FL.

### PROJECT COMPONENTS:

#### Project Component A - Existing, North Operations Campus:

---

Relocate non-public facing, back-of-house services to an existing, class A office complex located at 1515 West Cypress Creek, Fort Lauderdale, FL (total building of 99,000 SF).

The North Operations Campus is a proven, robust property that is currently serving as the temporary home for the Fort Lauderdale Police Headquarters.



Main entry of existing facility.

#### Project Component B - New, Downtown City Hall:

---

Build a new, public-facing, front-of-house City Hall on the existing, downtown City Hall location (approximately 100,000 SF).

The final facility size and design aesthetic will be determined collaboratively by the City and the Development Team during the Interim Agreement phase of the project.



Rendering for illustrative purposes only.

# SECTION

# 3

PROJECT NEED & BENEFIT

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### 3) Project Need & Benefit

#### **PROBLEM: COST & COLLABORATION INEFFICIENCY DUE TO DISPLACEMENT**

Our comprehensive turnkey offering will create synergies by immediately solving the challenges associated with having City departments and team members displaced to various locations throughout the City, following the flooding of City Hall in April, 2023. Currently, the City has staff and resources located at each of the following locations:

**ONE EAST  
BROWARD**

**600 SOUTH  
ANDREWS**

**1300 WEST  
BROWARD**

**100 NORTH  
ANDREWS**

**700 NW 19TH  
AVENUE**

**914 SISTRUNK  
BOULEVARD**

**101 NE 3RD  
AVENUE**

**REMOTE  
WORKERS**

#### **SOLUTION: EFFICIENT & PRAGMATIC DUAL FACILITY APPROACH**

Our offering represents a dual-location strategy which aligns with modern civic models across the country, enhances operational collaboration, and provides an unparalleled cost vs. benefit opportunity to the City.

#### **NORTH OPERATIONS CAMPUS**

Relocate non-public-facing, back-office support services to a cost-effective, robust campus at 1515 W. Cypress Creek Rd. by Q2 of 2026

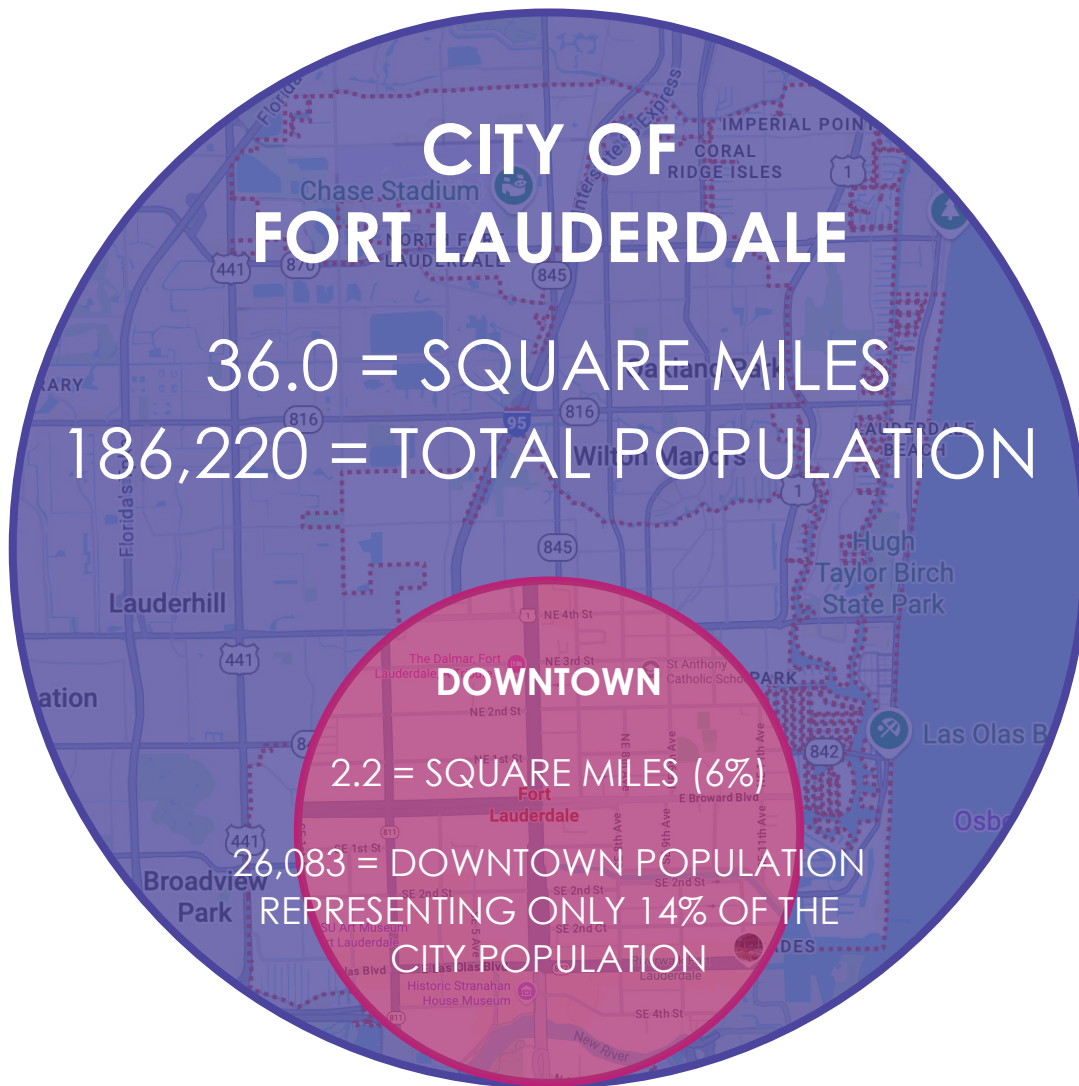
#### **DOWNTOWN CITY HALL**

Maintain a vibrant, public-facing, smaller downtown City Hall by constructing a new facility at 100 N. Andrews Ave. by Q2 of 2028.

### 3) Project Need & Benefit

#### DEMOGRAPHIC ALIGNMENT

Following best practice precedents set by other large metropolitan cities across the Country, we believe it to be highly prudent to place a portion of the City's operations outside of the downtown core. This bold move will provide numerous benefits to the 86% of City taxpayers that do not live downtown and is aligned with the high concentration of relocated County government operations located in close proximity to the North Operations Campus.



The following pages reflect case studies of other, precedent setting civic models across the Country where dual-campus approaches have been utilized effectively.

### 3) Project Need & Benefit

## PRECEDENCE CASE STUDY: Broward County



**GOVERNMENT CENTER**  
(Located in downtown Fort Lauderdale)



**GOVERNMENT CENTER WEST**  
(Located in Plantation)

### OTHER FACILITIES PART OF UPTOWN DEVELOPMENT

- Fort Lauderdale Emergency Operations Center (EOC)
- Broward County Supervisor of Elections\*
- Broward Medical Examiner
- Broward Property Appraiser
- Broward Traffic Engineer
- Department of Transportation
- Broward MPO



**\*Our team developed and delivered the “best in class” and “state of the art” Broward County Supervisor of Elections generational facility, through a similar, turnkey, public-private partnership (P3) approach.**

### 3) Project Need & Benefit

## PRECEDENCE CASE STUDY: City of Miami & Others



**CITY OF MIAMI OPERATIONS CENTER**  
(Located outside of downtown near Miami International Airport)

#### OTHER NOTABLE CITIES WITH DUAL FACILITY PRECEDENCE

**Tysons, Virginia** | Functions as a major business hub with some governmental functions, despite not having a traditional downtown.

**Irvine, California** | A city with a dispersed municipal structure, with administrative buildings integrated into different districts rather than one downtown area.

**Albany, New York** | The Empire State Plaza moved many state officers to a planned area way from historic, downtown neighborhoods.

**Bellevue, Washington** | A major city new Seattle with municipal offices spread between different areas, rather than a single, dominant city center.

**Lakewood, Colorado** | A major suburb of Denver, where administrative functions are spread across multiple locations, rather than a single downtown facility.

**Carmel, Indiana** | A suburb of Indianapolis with government functions located in a designed civic area, rather than a historic downtown.

# SECTION

# 4

PROPOSED PROJECT  
DETAILS

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# 4) Proposed Project Details

## 2 KEY PROJECT COMPONENTS. 1 HOLISTIC SOLUTION.

Our dual facility plan offers financial prudence, urban efficiency, and long-term strategic flexibility; a rare alignment of **opportunity** and **need**, with a pragmatic solution that provides the City with a redundant facility for disaster recovery.

1

**Locate non-public, back-office operations to Cypress Creek North Operations Campus.**

2

**Build a new, right-sized, community-centered Downtown City Hall Building that accommodates public-facing requirements.**

### PROJECT COMPONENT A: NORTH OPERATIONS CAMPUS

- Back-office staff.
- Risk mitigation through reduced vulnerability to downtown specific disruptions.
- Operational functions in a secure, modern facility.
- Local community meetings capacity.
- Secondary office for City officials.
- Provides the City the opportunity to expeditiously scale and accommodate future needs without major capital expenditures.
- Efficient consolidation of administrative back-office operations in an accessible and robust property, located in a developing area for government operations in Fort Lauderdale.

### PROJECT COMPONENT B: DOWNTOWN CITY HALL

- Public-facing team members.
- Commissioners and support staff.
- City Attorney, City Manager and Commission chambers.
- Cost-effective solution to modernize Fort Lauderdale and reduce municipal operating costs.
- Public services remain accessible.
- Supports symbolic and practical government functions.
- Minimizes footprint and cost, creating funding for additional City projects and programs.
- Provides the opportunity for further development of the land that is adjacent to City Hall for other commercial, residential and public utilizations.

# 4) Proposed Project Details

## Project Component A: Existing, North Operations Campus

### Facilitation, Implementation & Long-Term Operations:

Our team will collaborate with the City to accommodate effective and efficient assimilation for the City's back office operations, with long-term day-to-day commercial property oversight, management and maintenance services.

### Conveyance Structure & Scope:

The proposed conveyance structure for this component of the project will consist of a lease, a lease-purchase, or an outright purchase of the existing office complex owned by Cypress West located at 1515 West Cypress Creek, Fort Lauderdale, FL., which will house the City's back-of-house functions.



# 4) Proposed Project Details

## Project Component A: Existing, North Operations Campus (Cont.)

### Facility Features:

- Class A office
- Complete renovation in 2021 with ongoing and continuous upgrades to maintain Class A status
- 6.75:1,000 SF parking ratio
- Structured parking available
- Abundant natural light
- Fully furnished
- Building and monument signage
- Only three minutes from Tri-Rail Connector and Broward County Transit
- Electric vehicle (EV) charging stations
- Amenity enhancements
- Modern fitness center
- Full-service on-site cafe
- Proactive operational oversight and maintenance

### Uninterrupted Functionality:

- 15,000 gallons of Diesel Fuel
- New roofs
- New lightning protection systems
- New cooling towers and upgraded HVAC systems
- Built to withstand greater than 120 mph winds for superior protection against strong winds and flying debris
- Two massive generators for uninterrupted power supply during prolonged outages
- Strategic location in FEMA flood zone X, a low-risk area, to minimize flood-related damage



#### PLUG & PLAY

In-place, ready to go, "plug and play" campus



#### Hurricane Impact Design

Built to withstand winds up to 120 MPH (highest rating)



#### FEMA "X" Zone

10' above sea level



#### SECURE CAMPUS

In-place access control system and cameras currently being used by the FLPD



#### MIAMI-DADE CLASS "A"

Rated Miami-Dade "Class A" - withstood large projectile missile testing



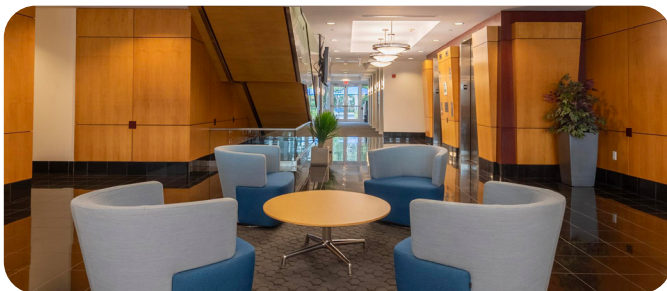
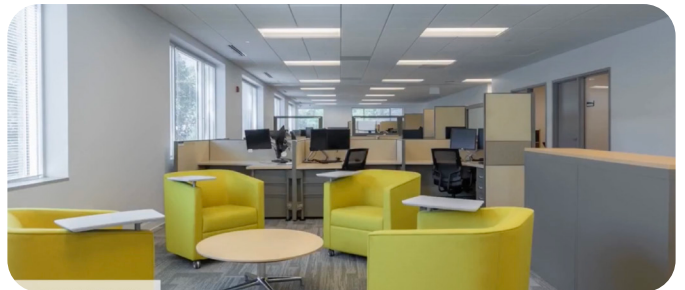
#### Full Building Generator

1.8mW with fuel tanks for 10 days of operation

# 4) Proposed Project Details

## Project Component A: Existing, North Operations Campus (Cont.)

### Facility Photos:



# 4) Proposed Project Details

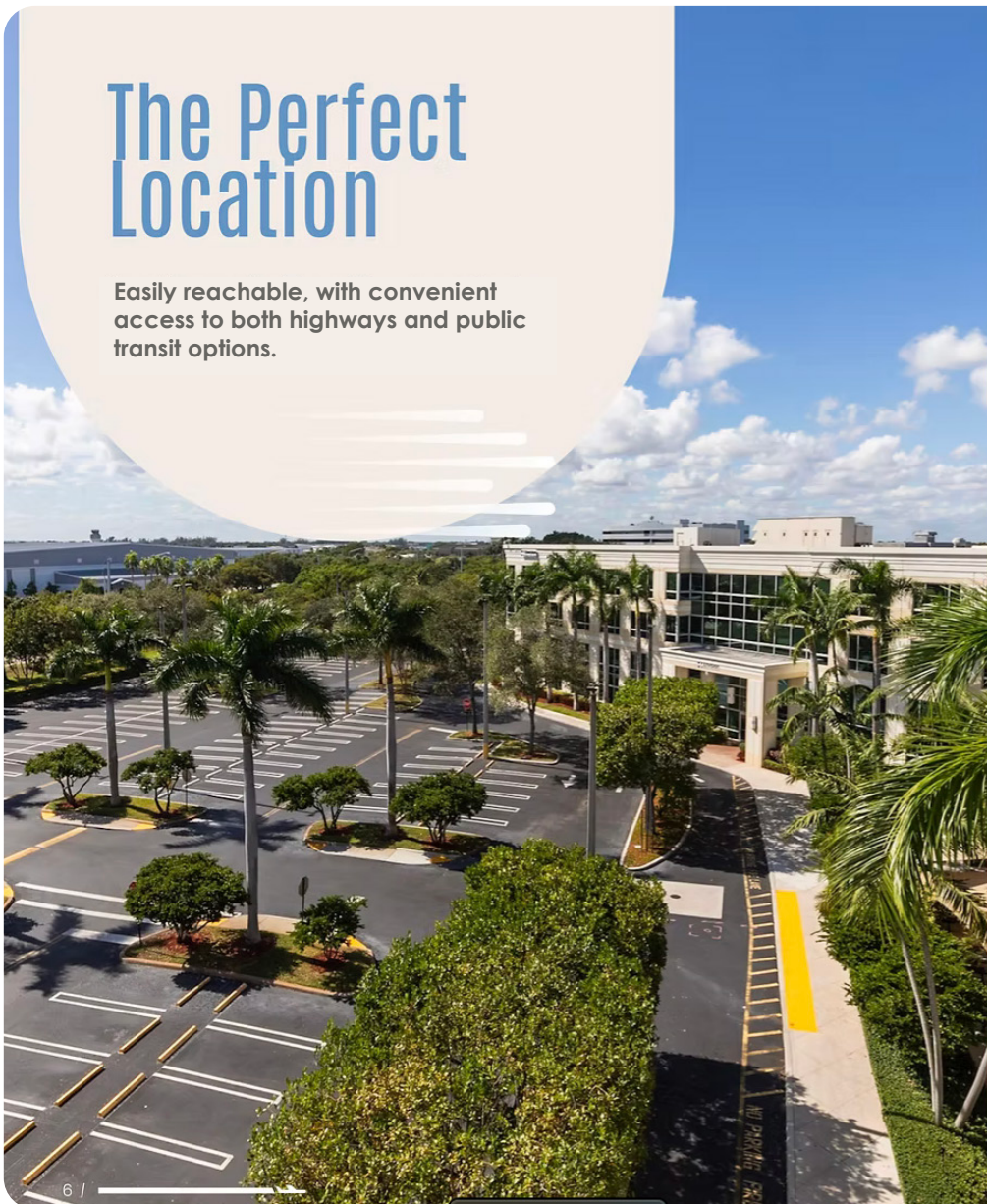
## Project Component A: Existing, North Operations Campus (Cont.)

### Location, Parking & Transportation Benefits:

- **Proximity** | Only **15 minutes** from old City Hall - easy access to I-95.
- **Transportation/Multi-modal Hub** | Tri-Rail Station with bus services and Broward County Transit.
- **Parking Inventory** | 6.75:1 parking ratio - **1,350 parking spaces** in place.
- **Uptown Location** | New Broward County government offices in Uptown - Uptown is **BOOMING** with large, residential and commercial projects, which will be further enhanced through the development of the City's North Operations Campus.

## The Perfect Location

Easily reachable, with convenient access to both highways and public transit options.





5 minutes



2 minutes



1 minute  
Fort Lauderdale Executive Airport



20 minutes  
Fort Lauderdale International Airport

# 4) Proposed Project Details

## Project Component A: Existing, North Operations Campus (Cont.)

### Financial Benefits:

| CASH FLOW ANALISYS FOR PURCHASE OPTION OF 1515 & 1525 WEST CYPRESS CREEK ROAD                 |                 |         |              |
|-----------------------------------------------------------------------------------------------|-----------------|---------|--------------|
| Owner/occupier Concept                                                                        | Fort Lauderdale | Tenants | Campus       |
| SQUARE FOOTAGE                                                                                | 73,203          | 124,950 | 198,153      |
|                                                                                               | 36.9%           | 63.1%   | 100%         |
|                                                                                               |                 |         |              |
| Rental Collections From Tenants Over 10-Year Period (1/1/2027 - 12/31/2036)                   |                 |         | \$50,298,522 |
| Operating Expenses Over 10 Years (1/1/2027 - 12/31/2036)                                      |                 |         | \$18,385,847 |
| Available Cash Flow Property For Debt Service                                                 |                 |         | \$31,912,675 |
| Debt Service Interest and Principal (4%) Based On \$50,000,000 (1/1/2027 - 12/31/2036)        |                 |         | \$28,644,918 |
| Positive Cash Flow to the City from City Ownership of 1515 & 1525 West Cypress Creek Property |                 |         | \$3,267,757  |
|                                                                                               |                 |         |              |
| Rental Collections From Tenants Over 10 Years (1/1/2027 - 12/31/2036)                         |                 |         | \$50,298,522 |
| Operating Expenses Over 10 Years (1/1/2027 - 12/31/2036)                                      |                 |         | \$18,385,847 |
| Available Cash Flow To Fort Lauderdale Available For Debt Service                             |                 |         | \$31,912,675 |
| Debt Service Interest and Principal (4%) Based On \$25,000,000 (1/1/2027 - 12/31/2036)        |                 |         | \$14,322,459 |
| Positive Cash Flow to the City from City Ownership of 1515 & 1525 West Cypress Creek Property |                 |         | \$17,590,216 |

# 4) Proposed Project Details

## Project Component B: New, Downtown City Hall

### Proposed Conveyance Structure & Scope:

The delivery structure will likely consist of a Design, Build, Finance, and Maintain (DBFM) P3 arrangement for a new +/- 100,000 SF, greenfield facility to house the City's front-of-house, public-facing functions, with all turnkey, development activities to be led by a qualified, local development/design-build consortium to be named following award.

### Site Control:

The new facility component will be built on the City's existing land located at 100 N. Andrews Ave., Fort Lauderdale, FL, under a lease/leaseback arrangement.

### Financing Considerations:

The financing for the new facility component will likely consist of equal annual lease rental or installment purchase payments for 30-Years (the duration must not exceed the useful life of the asset being financed) issued as tax-exempt Certificates of Participation ("COPs") or Revenue Bonds ("Bonds"). It is expected that the COPs or the Bonds will be payable and secured by non-property tax-based revenues budgeted and appropriated by the City. Securing the COPs or Bonds (the "financing") by this pledge, which again, will be subject to annual appropriation, will allow the City to efficiently procure the best-suited partners without triggering traditional bonding requirements (e.g. referendums) in order to proceed with the issuance of the financing under the Florida P3 Statute §255.065. Our selected partners will work with City to select an Underwriter or Placement Agent acceptable to the City, and dual-track all available distribution options including a rated public market offering and a non-rated private placement in order to determine which approach is most advantageous given market volatility.



Rendering for illustrative purposes only.

# 4) Proposed Project Details

## Project Component B: New, Downtown City Hall

### Programming & Design Process:

While the final City Hall sizing and design aesthetic will ultimately be determined collaboratively by the City and the Development Team during the Interim Agreement phase of the project, we have made some preliminary assumptions upon which our cost and schedule estimates are based:

- A generational design including modern architectural finishes that create a unique facility identity and inspire community pride, as well as ensure design congruity with the surrounding downtown skyline.
- A prominent front entry that is both inviting and secure, enhancing visibility from the road and providing proper access control and safety functionality for staff and constituents.
- Energy-efficient systems and long-term sustainability measures integrated into the building design thus ensuring a “future-proofed” building that will not become outdated.
- Robust landscaping and hardscaping which will provide an inviting approach to the facility from all directions, as well as public congregation/event space.
- Opportunities for further development of other mixed-use commercial, residential and public utilizations as directed by the City.
- Connectivity to the existing City Hall parking garage, with optionality to provide upgrades and enhancements to the dated structure.



#### UNIQUENESS

Generational design including modern finishes.



#### SECURITY

Access control and safety at the forefront.



#### ENERGY EFFICIENT

Sustainable, future-proofed facility.



#### GREEN SPACE

Exterior space for events and congregation.

# 4) Proposed Project Details

## Project Component B: New, Downtown City Hall (Cont.)

### Estimated Cost:

#### 1. Hard Costs (Construction)

Total Hard Costs: **\$80,000,000**

| Item                                   | Cost         |
|----------------------------------------|--------------|
| Sitework & Excavation                  | \$5,000,000  |
| Foundation & Structural Frame          | \$15,000,000 |
| Exterior Curtain Wall & Façade         | \$18,000,000 |
| Roofing Systems                        | \$4,000,000  |
| MEP (Mechanical, Electrical, Plumbing) | \$16,000,000 |
| Interior Core Build-Out                | \$12,000,000 |
| Elevators & Vertical Transportation    | \$5,000,000  |
| Miscellaneous & Specialty Items        | \$5,000,000  |

#### 2. Soft Costs & Additional Items

| Item                                       | Cost        |
|--------------------------------------------|-------------|
| Architectural & Engineering (6%)           | \$4,800,000 |
| Construction Management Fee (5%)           | \$4,000,000 |
| Payment & Performance Bond (1%)            | \$800,000   |
| Insurance (Builder's Risk, GL)             | \$600,000   |
| Permits & Fees                             | \$1,000,000 |
| Subguard / Subcontractor Default Insurance | \$500,000   |
| Contingency (5%)                           | \$4,000,000 |

#### 3. Total Project Cost

**Hard Costs:** \$80,000,000

**Soft Costs:** \$15,700,000

**Grand Total:** \$95,700,000 <sup>1,2</sup>

**Cost per SF:** \$957.00

##### [Footnotes]

1. Cost representations are an estimate based on basic program assumptions and historical cost models.

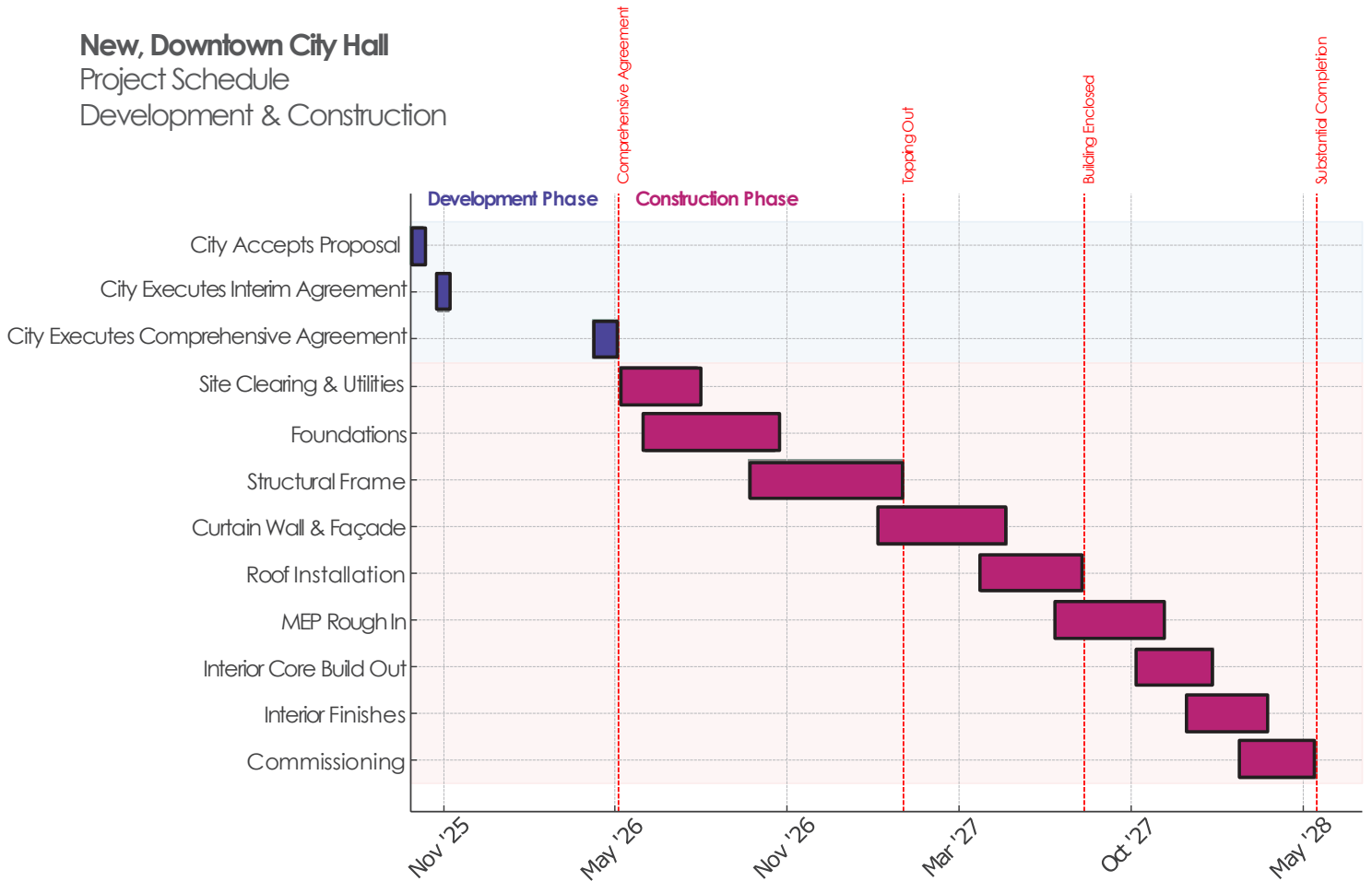
2. Cost representations are for the design-build portion of the project, and do not include additional development related costs such as legal and financial structuring, developer fee, etc. These costs will be developed alongside the City during the Interim Agreement phase.

# 4) Proposed Project Details

## Project Component B: New, Downtown City Hall (Cont.)

### Estimated Schedule:

#### New, Downtown City Hall Project Schedule Development & Construction



**SECTION**

**5**

CONCLUSION

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## 5) Conclusion

### TWO DISTINCTIVELY DIFFERENT APPROACHES

Our unique hybrid proposal provides fiscal prudence, protects public services, enhances operational efficiency, and strengthens the City's financial stability, all while laying the groundwork for future growth and providing capacity for development of adjacent land.

|                          | Competitor Proposal(s):<br>300K+ SF City Hall<br>Downtown | Cypress West Proposal:<br>100K SF City Hall Downtown<br>+ Cypress Creek North<br>Operations Campus |
|--------------------------|-----------------------------------------------------------|----------------------------------------------------------------------------------------------------|
| Construction Cost        | High                                                      | Low                                                                                                |
| Timeline                 | Long                                                      | Immediate Occupancy                                                                                |
| Revenue Generation       | None                                                      | Various Opportunities                                                                              |
| Flexibility              | Low                                                       | High                                                                                               |
| Financial Responsibility | Weak                                                      | Strong                                                                                             |

### OUR VALUE PROPOSITION

**In light of the publicized future financial challenges facing Fort Lauderdale, our proposal provides a unique opportunity to modernize operations, stabilize finances and better serve Fort Lauderdale residents, while accruing taxpayer benefits.**

**Our two-campus strategy is the pragmatic, future-ready solution that balances efficiency, fiscal responsibility and civic pride.**

**LET'S CREATE A VISION FOR  
FORT LAUDERDALE'S FUTURE TOGETHER!**



CYPRESS  
**WEST**