

GoTriangle RFQ 19-003

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# RUS Bus Development Opportunity

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Submitted by **Kane Realty Corporation**  
22 March 2019



**KANE**  
REALTY CORPORATION



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# COVER LETTER



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Suite 250  
Raleigh, NC 27609

919-833-7755  
KaneRealtyCorp.com

March 22, 2019

William Bryant, Procurement Administrator  
GoTriangle  
600 Emperor Blvd., Suite 101  
Durham, NC 27703

Dear Mr. Bryant:

The Kane Realty Corporation team is pleased to submit this response to the RFQ for RUS Bus, a dynamic project that will enhance the transit experience in Wake County and further transform Raleigh's Warehouse District. In this response, we have outlined our qualifications, past project experience, project vision and our capacity to secure financing. As outlined below, this is why we feel we are the best team for the job:

**We Have National Expertise and Local Knowledge.** Our team members have extensive national experience, having worked on developments throughout the Southeast. Learning from other communities has helped us shape our vision for RUS Bus. We also have strong relationships with local stakeholders, including the City of Raleigh, which will help us during permitting, design development, construction and inspections.

**We Have the Right Experience.** Our team has built successful mixed-use developments in Raleigh and beyond, created award-winning affordable housing communities and negotiated public-private partnerships. We know how to work in constricted urban spaces, next to active rail lines and in transit districts governed by federal rules. And we know how to secure financing to ensure a project's viability. On top of that, we are good listeners and responsive to the clients and communities we serve.

**We Have a Vision.** We feel strongly that RUS Bus should be iconic, yet context sensitive, contributing to Raleigh's skyline and complementing the Warehouse District's evolving TOD neighborhood. It should also be a development that values equity, diversity and inclusiveness. To this end, we are partnering with DHIC, a non-profit developer currently working on a similar project at the Durham Train Station. As part of our commitment, we envision at least **50 percent of the built units dedicated to workforce housing.**

With our investment in The Dillon, we are uniquely positioned to develop a community that GoTriangle, the neighborhood and our partners can be proud of. John Kane, our founder, was instrumental in moving the Wake County Transit Plan forward. We get it. RUS Bus may be a development project but it's much more than that. The project is critical to our future mobility and to GoTriangle's future success, and will serve as a regional asset that can be a model for the future. No one has more at stake in making this project a success than our team – which includes Federal Capital Partners, DHIC, LS3P, Brasfield & Gorrie, Holt Brothers Construction, Stewart and Kimley-Horn – and we're ready for the challenge.

We appreciate your consideration and the opportunity to help create Raleigh's future.

Respectfully submitted,

**Kane Realty Corporation**  
CORPORATION/PARTNERSHIP

By: 

John Kane, Manager

# 2 ORGANIZATION & EXPERIENCE

## TEAM INTRODUCTION

Our highly experienced project team has been handpicked to include the best combination of design, construction, and development expertise for your project. Kane Realty Corporation, whose successful high-profile projects have created profound impacts across the City, will serve as Developer, and DHIC will bring vital expertise as Affordable Housing Consultant and Federal Capital Partners will provide project financing. The design team includes LS3P's Raleigh-based team for architecture, Stewart for landscape architecture, and Kimley-Horn for civil and transportation engineering. Brasfield & Gorrie and Holt Brothers Construction will collaborate for construction management.

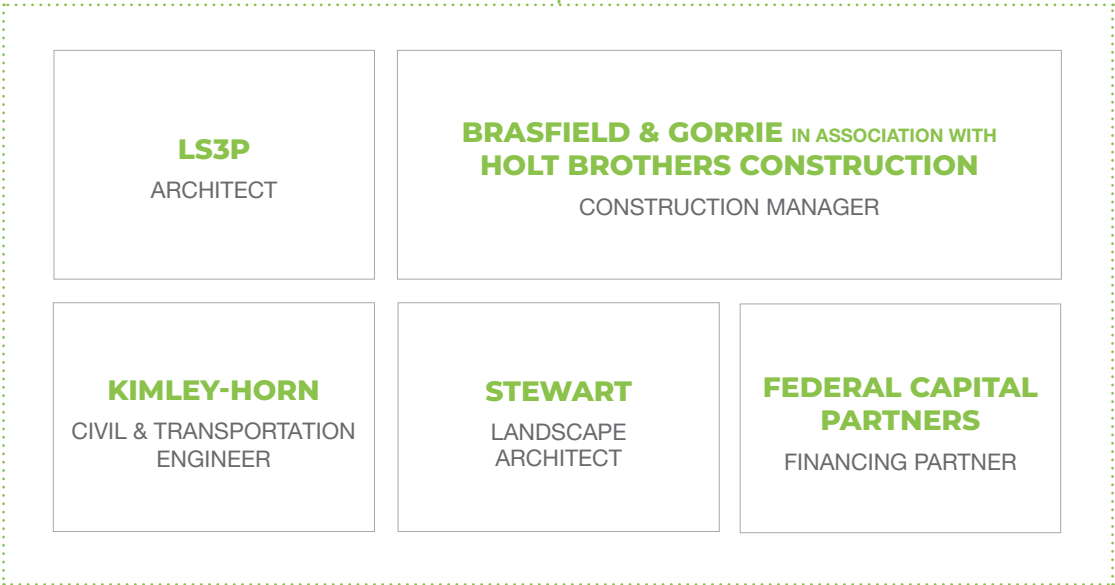
All team members have a significant history of successful collaborations on large and complex teams, working together in various configurations over the years to develop millions of square feet of construction in the Raleigh area. Kane, LS3P, and Stewart recently partnered to design and develop Midtown Plaza at North Hills; Brasfield & Gorrie has likewise teamed with Holt Brothers Construction on numerous projects and collaborated with both Kane and LS3P on a significant portfolio of commercial work. Kimley-Horn has worked with all parties on many projects, including multiple parking decks and other designs involving complex site/civil/transportation elements.

Our team is well versed in all local building codes, regulations, and permitting processes, and we have developed an excellent working relationship with relevant AHJs. DHIC and Federal Capital Partners bring significant expertise and experience in navigating funding mechanisms and financing, including extensive knowledge of affordable and mixed-income housing. Kane Realty Corporation also has an unparalleled portfolio of commercial development projects in the area. Our team's multidisciplinary expertise will inform every phase of your project as we bring our collective knowledge and experience to the exciting task of designing and developing this complex and transformative facility.



**KANE REALTY CORPORATION**  
DEVELOPER

**DHIC**  
AFFORDABLE HOUSING PARTNER



# KANE REALTY CORPORATION

DEVELOPER

## WHO WE ARE

Kane Realty Corporation (KaneRealtyCorp.com), led by John Kane and Mike Smith, is one of the most experienced and respected developers in North Carolina. Kane has developed sustainable mixed-use communities, regional malls, neighborhood and community centers, retail outparcels, residential neighborhoods and office buildings.

Started in 1978, Kane Realty focused on developing and redeveloping retail space, malls, and community/neighborhood centers. In 1999, Kane began working on the first of numerous properties in Raleigh's North Hills and embarked on a \$1.5 billion redevelopment of 130+ acres. Today, Kane Realty is focused on creating places with large-scale, mixed-use development, multi-family, office, hotel, and retail projects.

## OUR SERVICES

Kane Realty Corporation is focused on the art of development and management of mixed-use, retail, office, and residential properties of the highest quality.

The company is dedicated to creating irresistible places where people naturally want to live, work, shop, dine, play, stay and renew. Kane has developed sustainable mixed-use communities, regional malls, neighborhood/community centers, retail outparcels, multi-family communities and office buildings.

Kane Realty is vertically integrated, providing development, construction management, leasing and property management services.

### DEVELOPMENT

Development services include pre-construction work such as land assessments and optimal use, municipal entitlements, design coordination, feasibility studies and reporting to financial stakeholders.

### LEASING

Leasing services are provided in both retail and office. This landlord representation ranges from marketing prospects to full details involved in completing a lease for signature.

### CONSTRUCTION MANAGEMENT

Construction management services include full oversight of the architectural and engineering process, coordinating and managing general contractors, and obtaining and maintaining necessary municipal approvals.

### PROPERTY MANAGEMENT

Property management services are provided for retail, office and multi-family with a full integrated staff including in-house custodial, maintenance and public safety.

### OFFICE PROJECTS

1.5M SF

### RETAIL PROJECTS

1.3M SF

### RESIDENTIAL UNITS

3500

### HOTEL ROOMS

700



# MISSION

To be a recognized leader in creating places that improve the quality of life with a team of people of strong character values and the desire to deliver excellence.

# VALUES

## CHARACTER

Develop a team of people whose actions exemplify integrity, respect, open communications, trust, strong work ethic and courage. In hiring, hire first for character, second for ability and third for experience.

## EXCELLENCE

- Execute with excellence in all that we do
- Offer unique, distinctive and value-added solutions
- Continue to think outside of the box
- Continuously improve

## GOLDEN RULE

Treat others in the manner we desire to be treated.

## RELATIONSHIPS

Build long term relationships with our stakeholders.  
Be attentive and responsive.

- Customers (Tenants, Homebuyers, Clients)
- Employees (All Levels)
- Financial partners (Debt and Equity)
- Suppliers (Contractors, Vendors, Service Providers)
- Community (City Leadership, Neighbors)

## RESPONSIVENESS

Be responsive in a timely and prompt manner.

## RIGHT DECISIONS

Do what is right. Make the right decisions regardless of the source of the idea. Maintain responsible thinking for the long term.



The Dillon // Kane Realty Corporation

## DHIC AFFORDABLE HOUSING PARTNER

Established in 1974, DHIC is a nonprofit community developer that builds **high quality affordable housing and provides other critical services to ensure Triangle communities are diverse, economically vibrant and affordable.** Since inception, DHIC has constructed and/or rehabilitated 42 communities with 2,282 units across nine counties, including Durham, and currently has five projects totaling 640 units under development. Together these apartment projects have leveraged \$423 million in direct investment from both the private and public sectors.

All of DHIC's development projects serve low- to moderate individuals, families and seniors earning between 30-80% of AMI. DHIC believes affordability does not require sacrificing quality design and quality of life amenities at its properties.

## LS3P ARCHITECT

LS3P celebrates over 55 years of dedication to our clients and the communities in which we practice and live. Founded on May 1, 1963, by Frank Lucas, FAIA, LS3P has since grown to include a professional staff of over 300 serving the Southeast from offices in Charleston, Charlotte, Columbia, Greenville, Myrtle Beach, Raleigh, Savannah and Wilmington.

Our network of offices allows us to provide the resources and expertise of a large firm with the personal attention of a small firm. We offer total design capabilities from site selection to occupancy within the firm, yet we remain focused on excellent client service.

The editor of DesignIntelligence has called LS3P ***“the most local of the global firms and the most ‘world-class’ of the locals.”*** LS3P has a long legacy of design excellence, with over 560 design awards across diverse practice areas. With a mission to “engage, design, and transform,” we are deeply committed to the communities we serve. We believe in collaboration, innovation and building lasting relationships with our clients.



Willard Street // DHIC



300 South Tryon // LS3P

## BRASFIELD & GORRIE IN ASSOCIATION WITH HOLT BROTHERS CONSTRUCTION

### CONSTRUCTION MANAGER

**Brasfield & Gorrie is one of the largest privately held construction firms in the nation.** Headquartered in Birmingham, Alabama, our company is the successor to the Thos. C. Brasfield company, a general contractor operating as a sole proprietor from 1921. Miller Gorrie purchased the company's construction assets in 1964 and changed the name to Brasfield & Gorrie in 1967. Since that time, the company has continued to grow and now serves clients from twelve offices in eight states, including Raleigh and Charlotte, NC

Brasfield & Gorrie's success is the result of a strong work ethic and industry knowledge combined with innovation and collaboration. Today, our annual revenue is approximately \$3.3 billion, and we are a nationally respected general contractor with 3,000 employees and an average project value of \$14 million.

Brasfield & Gorrie owes its success to its people. The company founders established a reputation for unwavering

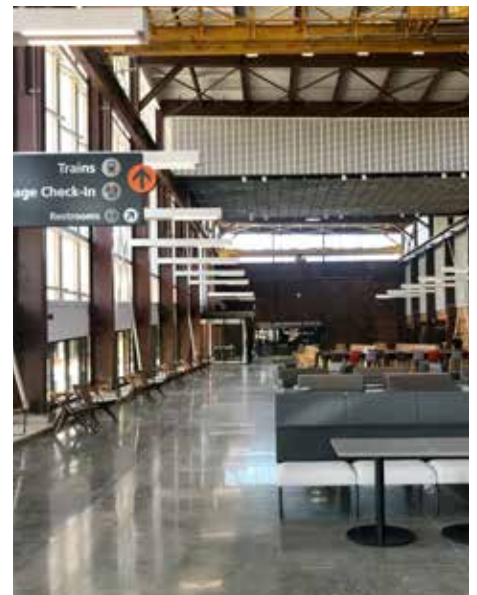
quality and integrity, and those values remain the bedrock of our business philosophy today.

At Brasfield & Gorrie, safety is our top priority and therefore our top corporate value. We realize that to be a leader in our industry, we must care for and protect our most important assets: our people. We strive to be the safest general contractor in every market we serve, and we are committed to ensuring the safety of our employees, clients, and associates. More than 1,000 of our salaried employees have completed OSHA's 30-hour Safety Training Program, and we have instituted a multifaceted SEE IT, OWN IT, SHARE IT initiative to emphasize the essential role each of us plays in reaching our corporate goal of zero incidents on all our projects.

Holt Brothers was founded in 2007 by Torry and Terrence Holt, football stars at NC State and the NFL. The firm is focused on pursuing projects independently in the \$500,000 to \$25 million range and partnering with larger firms on key CM-at-Risk projects. Holt Brothers has grown to 31 full-time employees and has worked on such projects as **Raleigh Union Station, the Durham Admin II Building, and Market & Exchange Plaza in Raleigh.**



Post Midtown // Brasfield & Gorrie



Raleigh Union Station // Holt Brothers

## KIMLEY-HORN CIVIL & TRANSPORTATION ENGINEER

Kimley-Horn is a full-service engineering and planning firm composed of transportation planners, civil engineers, structural and electrical engineers, roadway engineers, environmental professionals, and construction phase experts. Kimley-Horn is a national firm with more than 3,500 staff in 85 offices nationwide. We are organized as one company with multiple locations and our organization structure is focused on high-quality client service. Most recently, **Engineering News-Record ranked Kimley-Horn 16th among firms for Mass Transit and Rail** and 20th of the top 500 design firms overall. Additionally, in 2019 Kimley-Horn was ranked 18th on Fortune's 100 Best Companies to Work For list. Kimley-Horn is able to bring you the resources of a large national firm combined with the understanding of a small local organization.

## STEWART LANDSCAPE ARCHITECT

Stewart is a design, engineering and planning firm located in Raleigh, Durham and Charlotte, NC, serving clients throughout the southeastern US. With a unique collaborative cross-discipline approach that results in stronger and more creative design solutions, Stewart offers a full range of services to meet the needs of its clients.

Founded in 1994 by Willy E. Stewart, PE, the firm has more than 220 employees. Stewart is owned by a select group of professionals who are personally involved in our clients' projects.

Stewart provides services in a variety of markets within the public and private sectors. Clients include education, healthcare, institutions, municipalities, architects, departments of transportation and the federal government as well as commercial, retail, residential, mixed-use, and private developers.

**The firm is a certified Historically Underutilized Business (HUB) with the State of North Carolina.**



Bloomington Central Station // Kimley-Horn



Durham Innovation District // Stewart

# SIMILAR PROJECTS

The team's relevant project experience includes directly comparable developments with a broad geographic covering of the Southeast region. Mixed-use and transit-oriented developments abound, showing a diversity of award winning executions to meet the various market needs. Within those mix of uses, successful affordable housing and public/non-profit projects represent a depth of knowledge in these areas.



300 South Tryon // LS3P

**Our team's collective experience includes:**

**OFFICE PROJECTS**

**900+**

**MIXED-USE PROJECTS**

**550+**

**MULTI-FAMILY PROJECTS**

**300+**

**AFFORDABLE HOUSING PROJECTS**

**45+**

Throughout their 85 offices nationwide, **Kimley-Horn** has provided transportation and site engineering for

**4,000+ OFFICE PROJECTS**

**7,500+ MIXED-USE PROJECTS**

**5,000+ MULTI-FAMILY PROJECTS**

**35,000+ RETAIL PROJECTS**



# NORTH HILLS

Raleigh, NC

North Hills has millions of square feet of retail, dining, offices, residences, hotels, entertainment, parks and gathering spaces — offering an urban quality of life. With over 125 retailers, strong national brands stand hand-in-hand with a variety of unique, local boutiques, and over 930,00 square feet of office space neighbors the most prestigious homes in town. Dining options include over 35 restaurants and cafés — each offering exceptional experiences. Entertainment options include a 14-screen cinema, an upscale bowling lounge, and bars with superior beer and wine selections. North Hills also hosts over 350 annual events including outdoor concert events, a farmers’ market, and free fitness classes. Curl up with a paper and a latte in one of many parks and gathering spaces, or if you’d rather, hop on your bike and travel down the adjacent 63 miles of greenway trails. Rejuvenate at award-winning day spas and salons, or have an invigorating workout in the state-of-the-art, 50,000 square foot gym. At the end of the day, you can retreat to one of over 500 luxurious hotel rooms or walk home and enjoy a southern night on your terrace. There are so many places to find, so many nuances to discover at every corner you turn at North Hills—this is an environment that continuously engages the senses, time and time again. It’s a great place to shop, dine, live, work, play and stay for as long as you’d like.

## CATEGORY

Mixed-Use

## SIZE

1.3 million SF office  
3,500 SF multi-family

## ROLE

Kane Realty - Developer  
LS3P - Architect  
(multiple buildings)  
Stewart - Landscape  
Architect, Structural,  
Geotechnical, SMT/SI  
(multiple buildings)  
Kimley-Horn -  
Transportation Engineer

## COMPLETION

Ongoing

## PROJECT COST

\$1.5 billion





# SMOKY HOLLOW

Raleigh, NC

Smoky Hollow is a long-term, multi-phase development which takes advantage of the State's improvements to Capital Boulevard, giving the project easy accessibility to all major arteries of the Triangle, and the future City of Raleigh Devereux Meadows Park. Boasting incredible skyline views and an unbeatable location at the Gateway to Downtown Raleigh, Smoky Hollow will set a new market standard.

Phase I, Peace Apartments, is currently under construction. This 12-story building is scheduled for completion in 2020, and includes downtown Raleigh's first grocery store (50,000 square feet), 417 high-rise apartments, and an adjoining, exclusive parking deck.

Phase II, Smoky Hollow, is scheduled to start construction in 2019 and is comprised of two mixed-use buildings, split by an intensively landscaped promenade, designed to active the pedestrian-level experience. These buildings contain 225,000 square feet of office, 280 residences, 40,000 square feet of retail, and 778 parking spaces.

Kane Realty Corporation is currently seeking 40-story height approval for Phase III of Smoky Hollow. The pedestrian focused development will be centered on a large outdoor retail promenade that will feature restaurants, shopping, and fitness.

## CATEGORY

Mixed-Use

## SIZE

697 apartments;  
225,000 SF office,  
90,000 SF retail; 778  
parking spaces

## ROLE

Kane Realty - Developer

## COMPLETION

Phase I: 2020  
Phase II: 2021  
Phase III: 2024

## PROJECT COST

Phase II: \$190MM







# THE DILLON

Raleigh, NC

The Dillon is the first mixed-use development of its kind in downtown Raleigh's rapidly expanding, vibrant Warehouse District. Open in 2018, the project includes a 227,000 square foot, 18-story office tower with 44,000 square feet of retail space and two 7-story apartment buildings with 271 residences. The Dillon makes up an entire, 2.5-acre city block bound by S. West Street, W. Martin Street, S. Harrington Street and W. Hargett Street. The Dillon is adjacent to Raleigh's Union Station and public transportation.

The apartment/office communities both enjoy integrated covered parking, a fitness center with lockers and showers, and access to a sky lobby with common areas and a restaurant.

Residential amenities include an outdoor pool lounge, pet grooming room, concierge services, and a clubroom with televisions, arcade games, and poker/billiards.

## CATEGORY

Mixed-Use  
Transit-Oriented  
Public/Non-Profit  
Involvement

## SIZE

227,000 SF

## ROLE

Kane Realty - Developer  
Stewart - Civil Engineer,  
Landscape Architect,  
Structural Engineer,  
Surveying, CMT/SI  
Kimley-Horn -  
Transportation Engineer

## COMPLETION

2018

## PROJECT COST

\$155 million





# WILLARD ST. APARTMENTS

Durham, NC

Located adjacent to the Durham Station Transportation Center, planned light rail & American Tobacco Campus, Willard Street will offer 82 affordable apartment homes (39 one-bedroom & 43 two-bedroom) for modest wage earners working in downtown Durham with a mix of 30% and 60% AMI units. Willard Street Apartments will be a part of a four-story building with two elevators built above two stories of structured parking, with 5,000 SF of street-level retail space and a landscaped plaza overlooking the city skyline. Amenities include on-site management, community multi-purpose room and kitchen, fitness room, business center and laundry facilities.

Partners on this project include Self-Help Ventures Fund, Duke University, City of Durham and Capitol Broadcasting.

## CATEGORY

Affordable Housing  
Transit-Oriented  
Public/Non-Profit  
Involvement

## SIZE

82 apartments

## ROLE

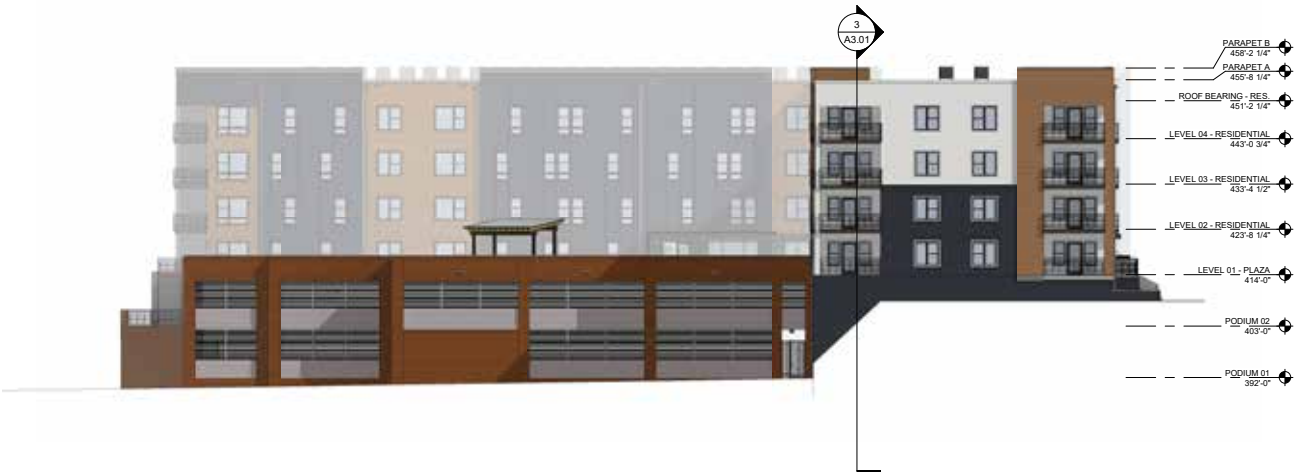
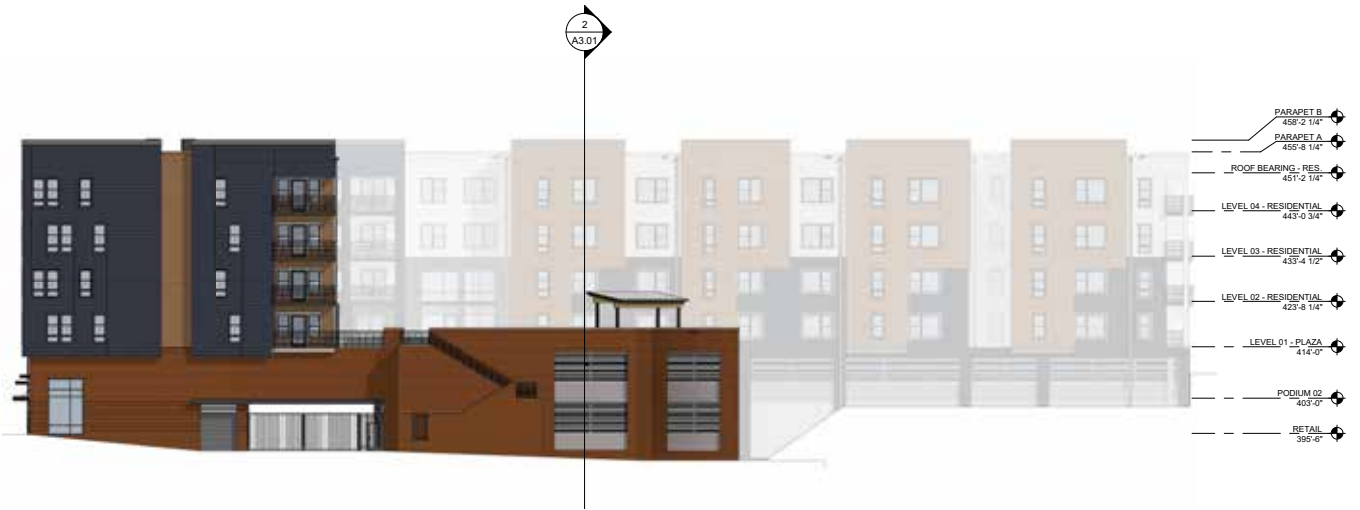
DHIC - Developer &  
Co-Sponsor

## COMPLETION

2020

## PROJECT COST

\$21.2 million





# CARLTON PLACE

Raleigh, NC

Carlton Place is a mixed-income, mixed-use community with 80 apartments and over 4,500 sq. ft. of commercial space. Sixty-four of the apartments are reserved for individuals and families earning less than 60% AMI, and 16 units are market rate. Rents for affordable units range from \$365 to \$785 and rents for market units range from \$910 to \$1,250.

Carlton Place features 36 one-bedroom, 34 two-bedroom and 10 three-bedroom units ranging in size from 723 to 1,290 square feet. Amenities include on-site management and maintenance; a fitness room, business center and laundry room; walk-in closets; washer/dryer hook-ups; cable and internet connections; a picnic area and tot lot; and private, off-street parking. The project also includes green elements such as: Energy Star appliances; high efficiency heat pumps; carpet padding made from recycled materials; low-VOC paint and carpet squares; pervious concrete; low-flow plumbing fixtures; high solar reflectance roof membrane; environmentally sustainable siding; and native, drought-resistant plants for landscaping.

Permanent financing sources included the City of Raleigh (\$1,000,000 loan), Wake County (\$250,000 loan), the NC Housing Finance Agency (\$719,000 loan), Federal Home Loan Bank (\$479,000 loan), Centrant (\$1,220,000), and \$4.6 million from the sale of federal low-income housing tax credits (LIHTC).

## CATEGORY

Mixed-Use  
Affordable Housing  
Public/Non-Profit  
Involvement

## SIZE

80 apartments  
4,500 SF commercial

## ROLE

DHIC - Developer

## COMPLETION

2006

## PROJECT COST

\$8.4 million



# WASHINGTON TERRACE

Raleigh, NC

Originally built in 1950, Washington Terrace was the first rental community constructed in Raleigh for African American middle-class families and professionals. In 2014, DHIC purchased Washington Terrace from foreclosure with a \$3 million first mortgage loan from Community Housing Capital and a \$2.1 million loan from the City of Raleigh. After a year-long civic engagement process, DHIC completed a master redevelopment plan to replace the existing, dilapidated apartments with 400-500 apartments and for-sale homes, a childcare facility, and potentially other community/commercial features across the 23-acre site. The first two phases are now underway:

**The Village at Washington Terrace** (\$32.1 M) comprises 162 garden and townhome-style apartments across 14 buildings, restricted to households with incomes at or below 60% AMI.

**Booker Park North** (\$12.3 M) will offer 72 apartments for seniors age 62+ earning 60% or less of AMI. Scheduled to be completed in May 2019.

Financing for the Village includes Freddie Mac (\$10,721,000 loan); City of Raleigh (\$8,600,000 loan); NC Housing Finance Agency (\$1,700,000 loan); equity from the sale of LIHTC (\$10,494,541); and other sources. Financing for Booker Park North includes the City of Raleigh (\$2,200,000 loan); Wake County (\$850,000 loan); Project Reinvest (\$203,643 loan); SECU (\$2,400,000 loan), and tax credit equity (\$6,176,982).

## CATEGORY

Affordable Housing

## SIZE

234 apartments  
(phases 1 and 2)

## ROLE

DHIC - Developer

## COMPLETION

2019

## PROJECT COST

\$44.4 million



# LINE ST. DEVELOPMENT

Charleston, SC

Designed by LS3P in association with RAMSA, this nine-story mixed use development features 255 residential units wrapping a six-level parking garage for 358 cars. The development also includes 8,000 SF of ground-level retail, a generous fifth-floor terrace and the renovation of an 1849 train shed into 20 residential lofts with an additional 7,200 SF retail space.

The form, scale, materials, and detailing of the project will integrate with the historic fabric of the neighborhood, and the pedestrian-friendly design will encourage activity and revitalization along Line Street. The project will eventually connect with the new Lowcountry Lowline park and will include new landscaped plazas, alleyways and courtyards. The development is the first in the City of Charleston to receive permission for an additional story based on architectural merit, and is scheduled to open in the spring of 2021.

## CATEGORY

Mixed-Use

## SIZE

418,603 SF Main Building  
(8,062 SF Retail; 2,275 SF Amenity Terrace)  
19,920 SF Train Shed  
(12,720 SF Residential, 7,200 SF Retail)

## ROLE

LS3P - Architect

## COMPLETION

2021

## PROJECT COST

\$90 million







# TRYON SOUTHEND

Charlotte, NC

Spectrum and Invesco's South End development will include two nine-story buildings with 440,000 square feet of office and 40,000 square feet of street-level retail and, separately, a 200-room boutique hotel that will be built above the project's parking deck as well as a large urban plaza. Public art will also be part of the site.

**CATEGORY**  
Mixed-Use

**SIZE**  
440,000 SF office  
40,000 SF retail  
200-room hotel

**ROLE**  
LS3P - Architect

**COMPLETION**  
TBD

**PROJECT COST**  
TBD





# BRIDGESTONE TOWER

Nashville, TN

This 30-story, 1,084,152 sq ft office tower serves as Bridgestone Americas' new headquarters. The project includes 523,000 sq ft of office space and a 457,000 sq ft, 1,151-space parking deck. Brasfield & Gorrie also completed the full tenant build-out for Bridgestone Americas. The tower is pursuing LEED Gold certification.

With its four levels of underground parking, above-grade double helix parking, skin, and tower height, the Bridgestone Tower is a prominent feature in the Nashville skyline. Unlike other buildings in the area, this structure will feature a four-sided glass system, eliminating the need for much trim. Additionally, the design incorporates large glass "fins" on the ends and the top of the building, adding to its unique appearance.

The new building was constructed for employees to have constant connectivity within a multitude of meeting and collaboration spaces. There are 250 conferencing and huddle rooms with audio/visual integration, 45 of which include video conferencing capabilities.

Bridgestone Tower was awarded the 2017 ABC Excellence in Construction Eagle Award for Middle Tennessee and a ABC National Pyramid Award. The project was also awarded the 2017 AGC Award of Excellence for New Construction under \$250 million.

**CATEGORY**  
Office Building  
High Rise

**SIZE**  
1,084,152 SF

**ROLE**  
Brasfield & Gorrie -  
General Contractor

**COMPLETION**  
2017

**PROJECT COST**  
\$200 million





# POST MIDTOWN

Atlanta, GA

Post Midtown is a 25-story, 575,000 sq ft apartment tower including 356 residential units along Atlanta's Midtown Mile. Residents can enjoy expansive views of Midtown from the rooftop amenity deck, complete with pool, fitness center and dog spa. Located steps from the Midtown MARTA station, along with Piedmont Park, all of Atlanta is easily accessible from Post Midtown's ideal location.

Designed and constructed to meet sustainability standards, Post Midtown is seeking NGBS certification.

**2017 AGC Build GA Award Winner - 1st Place in its Construction Group**

**2017 ABC EIC Award - Merit Honor**

**CATEGORY**  
Multifamily

**SIZE**  
575,000 SF

**ROLE**  
Brasfield & Gorrie -  
General Contractor

**COMPLETION**  
2017

**PROJECT COST**  
\$83.5 million





# CITY OF RALEIGH TRANSIT OPERATIONS FACILITY

Raleigh, NC

The City of Raleigh Transit Operations Facility is a 110,322 sq ft project that includes a two-story, 28,796 sq ft administration/operations building, a 61,484 sq ft maintenance building, a 7,482 sq ft bus wash facility, and a two-lane, 4,400 sq ft fueling depot building. The center houses 125 buses and has the capacity to expand to 200 in the future. The American Recovery & Reinvestment Act funded \$11.6 million of the cost for the facility; state and local funding provided the remainder.

This is one of the first integrated facilities of its kind to achieve LEED Platinum certification in the Southeast. Sustainable design and energy efficiency features include geothermal wells to provide high-efficiency heating and cooling; radiant floor heating to maintain thermal conditions; reflective white roofs and concrete rather than asphalt paving; abundant windows and skylights for natural light along with motion-sensor light fixtures; water-saving plumbing fixtures and rainwater collection cisterns to minimize water use; and rapidly renewable and long-life durable local materials. This project also achieved 26 percent minority participation.

**2012 APWA Public Works Project of the Year**  
**2012 City of Raleigh Institutional Innovation Award**

**CATEGORY**  
Transit-Oriented

**SIZE**  
110,332 SF

**ROLE**  
Brasfield & Gorrie -  
General Contractor  
Stewart - Civil Engineer

**COMPLETION**  
2011

**PROJECT COST**  
\$24.7 million







# RALEIGH UNION STATION

Raleigh, NC

Raleigh Union Station - a joint initiative of the North Carolina Department of Transportation Rail Division, the City of Raleigh and GoTriangle - is an active multi-modal transit center that will serve intercity passenger rail, commuter rail, bicycles, taxis, scooters and other forms of transportation.

Located in the 1940s Dillon Supply Viaduct building in the downtown Warehouse District, this project included the renovation and expansion of an old warehouse, which now serves as the train station; remediation; extensive road work; and a 920-foot raised railway platform that allows for level boarding and is fully ADA compliant. The outdoor civic plaza serves as Raleigh's "living room," a public space for community events and celebrations. The interior houses about 6,000 square feet of space for office use and 6,000 square feet of space for retail. The concourse features repurposed metal salvaged from the original structure, creating a signature public art display.

Holt Brothers Construction helped supervise and coordinate work as follows: railway platform, tunnel/concourse, site grading, site utilities, railroad bridges, railroad re-alignment, site retaining walls, site dewatering, temporary shoring of the active railroad line, daily onsite coordination with Norfolk Southern and CSX, and the civic plaza.

## CATEGORY

Mixed-Use  
Transit-Oriented

## SIZE

26,000 SF

## ROLE

Holt Brothers -  
Construction

## COMPLETION

2018

## PROJECT COST

\$110 million





# DURHAM INNOVATION DISTRICT

Durham, NC

This six-block area of Downtown Durham is master planned to include 1.3 million sq ft of life science research and office space, residential, retail, and parking structures and will include parks and a greenway. The project consists of two seven-story steel-framed office buildings, and an eight-level pre-cast concrete parking deck. A 15.5-foot-tall cast-in-place concrete retaining wall separates the office buildings from the parking deck. This project is the first phase of a planned 15-acre development that will add over one million square feet in office and laboratory space.

Stewart was selected to provide ongoing design and engineering services to implement the master plan, including all landscape architecture and streetscape design, survey, geotechnical, structural and civil engineering, entitlements and construction observation. Stewart also led the entitlement process including site plan approvals, permitting and special use permits through the City of Durham.

## CATEGORY

Mixed-Use

## SIZE

10,300 SF

## ROLE

Stewart - Structural  
Engineering  
Landscape Architecture  
Site Planning  
Permitting Assistance  
Construction  
Administration

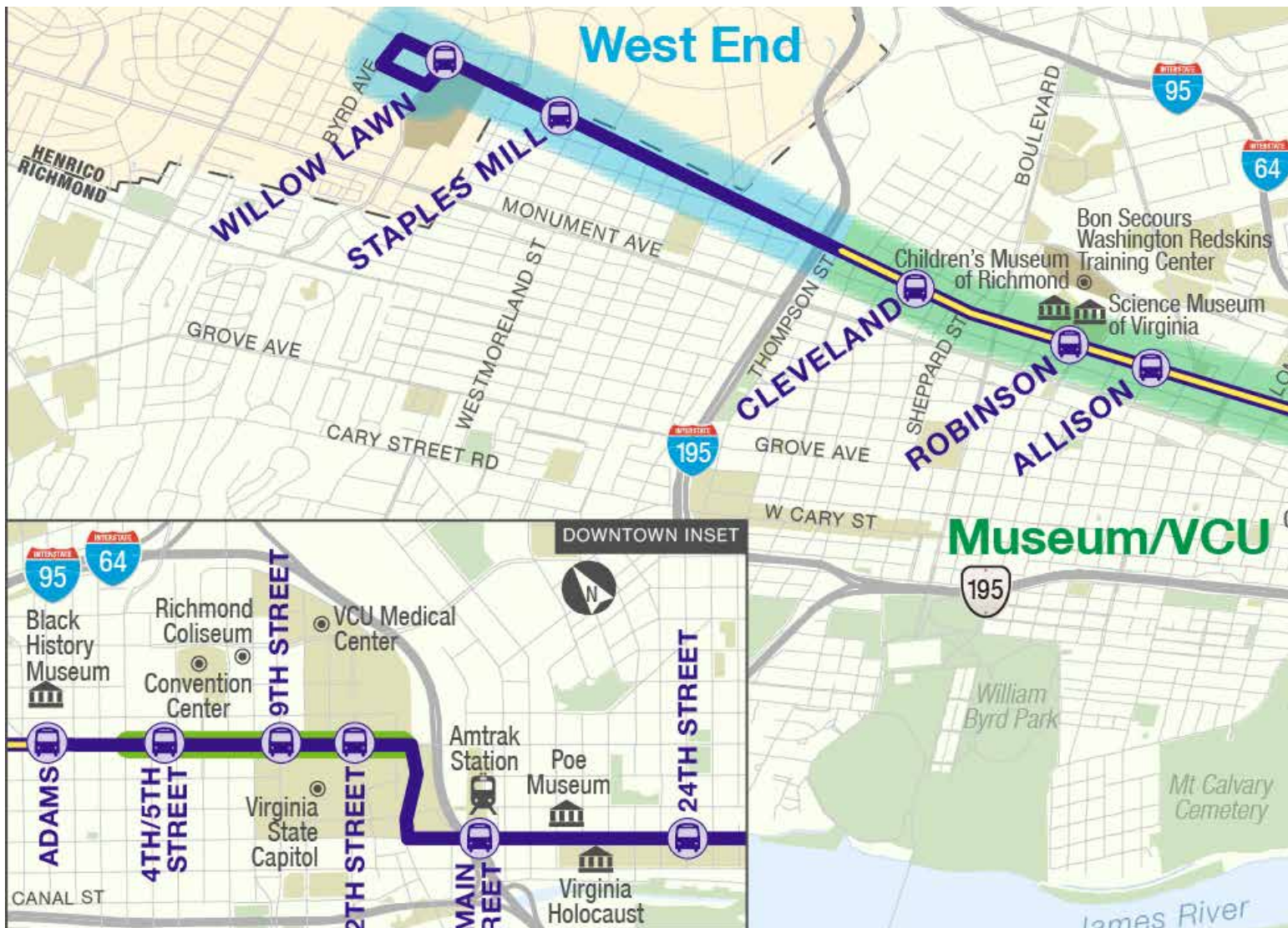
## COMPLETION

2009

## PROJECT COST

\$10 million





# GRTC, PULSE BUS RAPID TRANSIT

Richmond, VA

Kimley-Horn was the prime consultant for the design of a 7.6-mile BRT project. This project is funded through a TIGER Grant, the Commonwealth and participation of regional agencies in the greater Richmond area. This BRT project emerged from a regional collaboration among GRTC Transit System, the Virginia Department of Rail and Public Transportation (DRPT), Greater Richmond Chamber of Commerce, Greater Richmond Partnership, Richmond Regional Planning District Commission, Richmond Metropolitan Authority, Venture Richmond, Virginia Commonwealth University (VCU), VDOT, the City of Richmond and Henrico County. The system includes 14 stations (four center running, four consolidated and six curbside), extending from Willow Lawn to Rocketts Landing. Fifty percent of the corridor will have dedicated transit lanes. BRT services travel at 10-minute intervals during the peak periods and 15-minute intervals off-peak. Kimley-Horn prepared preliminary engineering plans and Design-Build bridging documents for the project. The project included 50 traffic signals to accommodate a variety of transit system priority and queue jump technologies. Stations include Wi-Fi, ITS, level boarding and on-board fare collection. The total project cost is approximately \$53 million. Kimley-Horn prepared the preliminary engineering documents and the Design-Build procurement documents, and provided construction support services for VDOT.

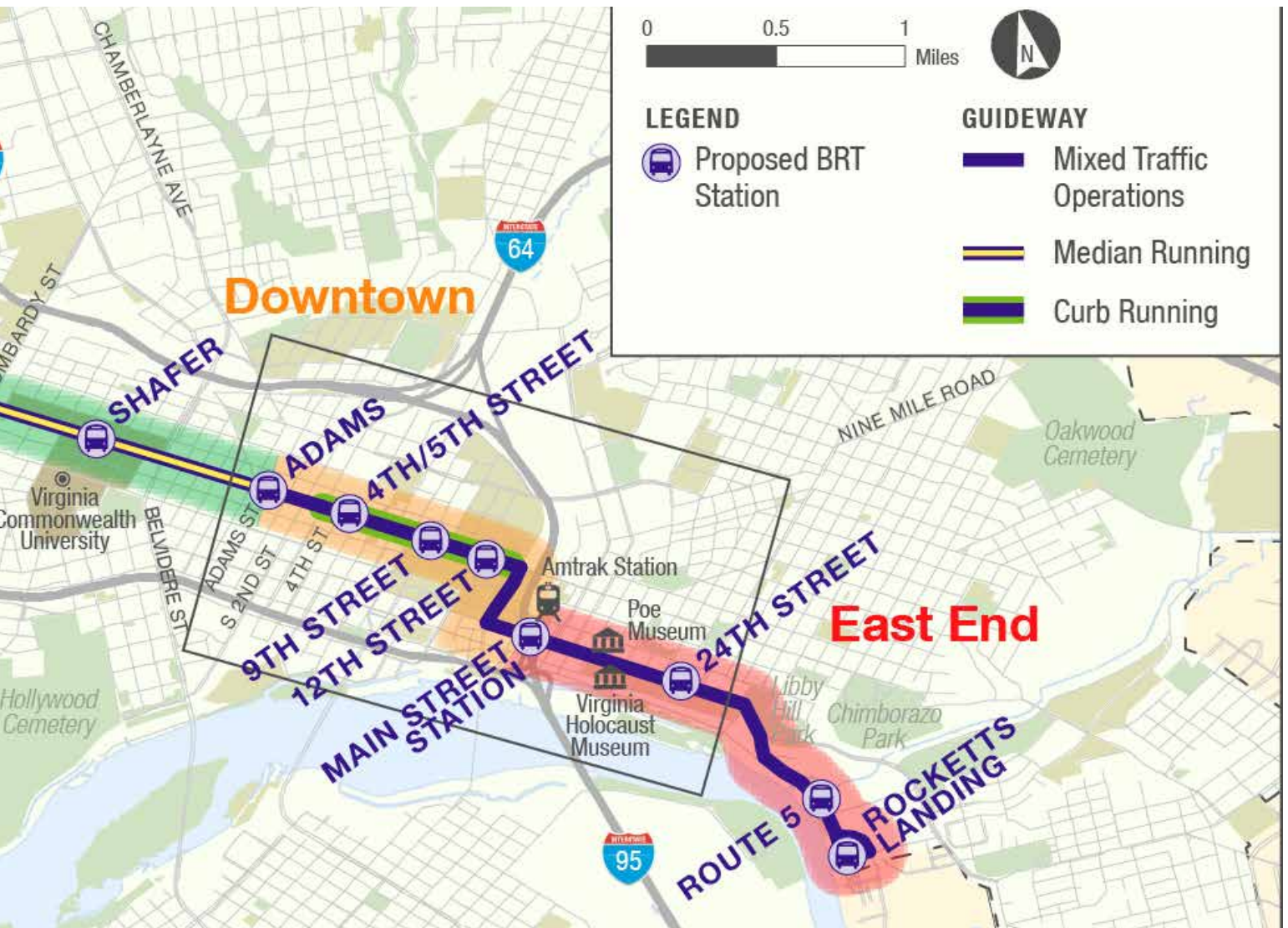
**CATEGORY**  
Transit-Oriented

**SIZE**  
7.6 miles

**ROLE**  
Kimley-Horn - Structural and Traffic Engineer

**COMPLETION**  
June 2018

**PROJECT COST**  
\$53 million





# BLOOMINGTON CENTRAL STATION

Bloomington, MN

Bloomington Central Station is an ambitious 45-acre, mixed-use, transit-oriented development (TOD) in the Airport South District of Bloomington. The project is centered on Metro Transit's Hiawatha Line, Bloomington Central Light Rail Transit (LRT) station and Bloomington Central Station Park. The project site is ideally located south of Minneapolis St. Paul International Airport, just east of the Mall of America, and 25 minutes from downtown Minneapolis. The development plan is transforming an existing suburban corporate campus into a national model for a high-density TOD. The development plan includes 1,100 residential units, a 300-room business hotel and conference center, 75,000 square feet of support retail and restaurants, and 2.5 million square feet of office. EDAW, Inc. led the initial master planning effort for Bloomington Central Station.

Phase 1 of the development was completed in 2007, which included the construction of Reflections, a 267-unit, LEED-certified, mid-rise condominium project. Phase 1 also included public infrastructure, streetscape, LRT corridor improvements and the focal point on the development plan - Bloomington Central Station Park.

Kimley-Horn is working on phase 2 of the development, which includes the demolition of three existing buildings; the construction of public infrastructure including utilities, streets and streetscape; and the development of the business hotel and conference center. Kimley-Horn also will be working closely with EDAW as we implement the design intent of the master plan. In addition to land development services, Kimley-Horn also will provide traffic engineering and construction phase services on phase 2.

**CATEGORY**

Mixed-Use  
Transit-Oriented  
Development

**SIZE**

45 acres

**ROLE**

Kimley-Horn - Civil and  
Traffic Engineer, and  
Landscape Architect

**COMPLETION**

On-going

**PROJECT COST**

\$15 million





# 3

## PERSONNEL EXPERIENCE & QUALIFICATIONS



**KANE REALTY CORPORATION**  
DEVELOPER

<b>John Kane</b> Chairman & CEO	<b>Mike Smith</b> President & COO	<b>T.J. Barringer</b> Managing Director Development
<b>Josie Reeves</b> Associate Director Design	<b>Greg Kuruc</b> Associate Director Development	<b>Seth Wilson</b> Development Analyst

**DHIC**  
AFFORDABLE HOUSING  
PARTNER

**Gregory Warren**  
President

**Natalie Britt**  
Vice President - Real Estate  
Development

**LS3P**  
ARCHITECT

**Katherine Peele**  
Executive Architect

**Steve Hepler**  
Principal Architect

**Megan Bowles**  
Project Manager/Project Architect

**Jeff Floyd**  
Commercial Design Leader

**Richard Gowe**  
Multi-Family Design Leader

**BRASFIELD & GORRIE IN ASSOCIATION WITH  
HOLT BROTHERS CONSTRUCTION**  
CONSTRUCTION MANAGER

<b>Scott Cutler</b> Project Director/Government Affairs & Community Relations Manager	<b>Terrence Holt</b> Executive Oversight
<b>Eric Perkinson</b> Commercial Division Manager	<b>Patrice Gilmore</b> Diversity Oversight
<b>Vic O'Janpa</b> Regional Preconstruction Director	<b>Jonte Harris</b> Assistant Project Manager
	<b>Braden Hoppen</b> Superintendent

**KIMLEY-HORN**  
CIVIL & TRANSPORTATION  
ENGINEER

**Richard Adams**  
Transportation/Transit Engineer

**Diana Brown**  
Civil Engineer/Development Services

**Adam Cochran**  
Structural Engineer/Parking  
Consultant

**STEWART**  
LANDSCAPE ARCHITECT

**Michael Batts**  
Design Lead

**Jennifer Wagner**  
Landscape Project Manager

**Brian O'Haver**  
Landscape Principal

**FEDERAL CAPITAL  
PARTNERS**  
FINANCING PARTNER

**Lacy Rice**  
Managing Partner

**Liz Koteles**  
VP, Commercial Investments

**Thomas Carr**  
Managing Partner



**CHAIRMAN AND CEO**

**Kane Realty Corporation**

# JOHN KANE

John Kane founded Kane Realty Corporation in 1978. Today as its CEO, John has successfully led an organization that has developed sustainable mixed-use communities, regional malls, neighborhood and community centers, office buildings, hotels and health centers. In 2015 John received the ULI Triangle J.W.Willie York Community Builder Award, the *Triangle Business Journal* CEO of the year award and the Triangle Business Person of the Year Award. *The News & Observer* named John the 2016 Tar Heel of the Year.

**RELEVANT PROJECTS**

- North Hills** // Raleigh, NC
- The Dillon** // Raleigh, NC
- Smoky Hollow** // Raleigh, NC
- Meeting Street Lofts // Charleston, SC



**PRESIDENT AND COO**

**Kane Realty Corporation**

# MIKE SMITH

Mike Smith provides primary leadership oversight of development, leasing, management and financing for Kane Realty Corporation. He received his Bachelor's degree from Wake Forest University and holds a MBA from the University of North Carolina's Kenan-Flagler Business School. Mike currently serves on the Board of St. David's School, Midtown Raleigh Alliance, Greater Raleigh Chamber of Commerce and the Greater Raleigh Convention and Visitors Bureau). In addition he serves on Wake Forest University's Council of Chairs and is a member of The Conference Table (Wake County Visitor's Industry Advocacy Group). He previously served on the NC Board of Transportation and as a board representative to GoTriangle.

**RELEVANT PROJECTS**

- North Hills** // Raleigh, NC
- The Dillon** // Raleigh, NC
- Smoky Hollow** // Raleigh, NC
- Meeting Street Lofts // Charleston, SC



**MANAGING DIRECTOR – DEVELOPMENT**

**Kane Realty Corporation**

# T.J. BARRINGER

As Managing Director of Development, T.J. oversees Kane Realty's development team and process including acquisition, underwriting, entitlements, design and construction. His team focuses on creating multi-phased urban developments and have established wholly new urban districts in the Triangle region. He has direct experience with over two billion dollars of completed or under-construction development projects. His team's developments have included the following products: office (1.6m sf), multifamily (3,600 units), retail (1m sf), hotel (1,000 keys).

**RELEVANT PROJECTS**

- North Hills** // Raleigh, NC
- The Dillon** // Raleigh, NC
- Smoky Hollow** // Raleigh, NC
- Meeting Street Lofts // Charleston, SC



**Kane Realty Corporation**

## JOSIE REEVES

Josie oversees interior and exterior design, programming and brand positioning for Kane's new developments. Alongside architects, interior designers, landscape architects, contractors, specialty trades and artists, Josie works to execute engaging projects that ensure a memorable client experience. Josie is a graduate of North Carolina State University and is active in the Raleigh community.

**ASSOCIATE DIRECTOR – DESIGN**

### RELEVANT PROJECTS

- North Hills** // Raleigh, NC
- The Dillon** // Raleigh, NC
- Smoky Hollow** // Raleigh, NC
- Meeting Street Lofts // Charleston, SC



**Kane Realty Corporation**

## GREG KURUC

Greg is the development manager for Kane. He is responsible for the underwriting and financing of Kane's new developments, acquisitions and disposition efforts, and ushers projects through the design and construction phases. Greg has experience with various development types with an emphasis on multi-family, office and retail mixed-use products.

**ASSOCIATE DIRECTOR – DEVELOPMENT**

### RELEVANT PROJECTS

- North Hills** // Raleigh, NC
- The Dillon** // Raleigh, NC
- Smoky Hollow** // Raleigh, NC
- Meeting Street Lofts // Charleston, SC



**Kane Realty Corporation**

## SETH WILSON

Seth is a development analyst at Kane Realty Corporation. In his role, he assists the development team in tracking project budgets and schedules, underwriting new projects and maintaining project contracts. Seth is currently working on both the Peace & West and Clancy Land projects in downtown Raleigh. Before Kane, Seth graduated with a double major in Business Administration and Political Science from UNC Chapel Hill in May of 2018.

**DEVELOPMENT ANALYST**

### RELEVANT PROJECTS

- North Hills** // Raleigh, NC
- The Dillon** // Raleigh, NC
- Smoky Hollow** // Raleigh, NC
- Meeting Street Lofts // Charleston, SC



**DHIC**

## GREGORY WARREN

Greg has more than 40 years of experience providing affordable housing. He directed a rural housing authority, established a statewide program of housing and community development technical assistance, and helped design the State of North Carolina's plan for distributing Small Cities CDBG funds. Since joining DHIC in 1985, he has developed over 2,000 homes. Mr. Warren holds a Master of Regional Planning from UNC-Chapel Hill. He is also a licensed General Contractor in North Carolina (License No. 12986).

**PRESIDENT**

### RELEVANT PROJECTS

**Carlton Place** // Raleigh, NC

**The Village at Washington Terrace** // Raleigh, NC

Pennington Grove // Garner, NC

Greenfield Place // Chapel Hill, NC

Greenfield Commons // Chapel Hill, NC



**DHIC**

## NATALIE BRITT

Natalie has over 20 years of experience and is the main staff person overseeing rental development. She is involved in all aspects of the development process. Since joining DHIC, she has completed 17 rental developments with various combinations of financing including conventional mortgage loans, housing and historic tax credits, local government loans, and other below market loans and grants. Natalie served on the boards of Triangle Commercial Real Estate Women and the Land Protection Committee of Triangle Land Conservancy. She is a member of Leadership Raleigh's Class 25.

**VICE PRESIDENT – REAL ESTATE DEVELOPMENT**

### RELEVANT PROJECTS

**Carlton Place** // Raleigh, NC

**The Village at Washington Terrace** // Raleigh, NC

Pennington Grove // Garner, NC

Greenfield Place // Chapel Hill, NC

Greenfield Commons // Chapel Hill, NC



**LS3P**

## KATHERINE PEELE FAIA, LEED AP

In her 30 years with the firm, Katherine has managed over \$1 billion worth of construction. As architect for over 100 public projects throughout North Carolina, she has established her expertise in public facility planning and design. Katherine serves on the NC Board of Architecture and is the former Chair of the NC State Building Commission. She is the former President of AIA North Carolina.

**EXECUTIVE ARCHITECT**

### RELEVANT PROJECTS

**North Hills** // Raleigh, NC

One City Plaza Renovation // Raleigh, NC

Albemarle Building Renovation // Raleigh, NC

SAS Office Buildings Q and A // Cary, NC

Perimeter Park Multiple Office Buildings // Morrisville, NC



**LS3P**

## STEVE HEPLER AIA, GREEN GLOBES PROFESSIONAL

Steve has 39 years of experience serving as principal-in-charge and architect-of-record on a variety of project types including facilities in corporate commercial, retail, mixed use, institutional, higher education and healthcare project types throughout the southeast US. Steve is currently an active member of the Greater Raleigh Chamber of Commerce and is a former member of the City of Raleigh Parks, Recreation and Cultural Resources Advisory Board.

**PRINCIPAL ARCHITECT**

### RELEVANT PROJECTS

- North Hills** // Raleigh, NC
- One City Plaza Renovation // Raleigh, NC
- Albemarle Building Renovation // Raleigh, NC
- SAS Office Building Q // Cary, NC
- Perimeter Park Multiple Office Buildings // Morrisville, NC



**LS3P**

## MEGAN BOWLES AIA, GREEN GLOBES PROFESSIONAL

Megan has 13 years of experience in a variety of project types including corporate commercial, multifamily residential, education, faith based, and healthcare projects. She leads our corporate commercial design team, and has managed multiple complex midrise office projects. She is highly experienced in working with developers on diverse projects, including designs for offices at SAS, Perimeter Park, and North Hills.

**PROJECT MANAGER / PROJECT ARCHITECT**

### RELEVANT PROJECTS

- North Hills** // Raleigh, NC
- Patterson Place Mixed-Use Development // Durham, NC
- Coleman Street Apartments // Raleigh, NC
- SAS Office Buildings Q and A // Cary, NC
- Perimeter Park Multiple Office Buildings // Morrisville, NC



**LS3P**

## JEFF FLOYD AIA, LEED AP

Jeff is Vice President and the firm's practice leader for office and workplace environments. He is recognized as an expert in fast-track project delivery in the investment development arena for mixed-use and urban projects. With over 34 years of experience, he is the most prolific designer of office buildings for corporate headquarters and operations centers in the Carolinas. Jeff can help his clients visualize design options, discuss the impact of each building system on project costs and work toward an optimal solution. Each solution resolves aesthetics, value, budget and schedule.

**COMMERCIAL DESIGN LEADER**

### RELEVANT PROJECTS

- Tryon Southend** // Charlotte, NC
- North Hills** // Raleigh, NC
- 300 South Tryon // Charlotte, NC
- Piedmont Town Center // Charlotte, NC
- Phillips Place // Charlotte, NC



**LS3P**

## RICHARD GOWE AIA, LEED AP

With 35 years of experience in architectural practice, Richard serves as Vice President, Principal in LS3P's Charleston office. Specializing in commercial and multi-family development projects, Richard's experience includes new construction, renovations, and tenant upfits. Richard is considered a "businessman's architect" because he is considerate of his client's bottom line while designing outstanding urban and architectural spaces.

**MULTI-FAMILY DESIGN LEADER**

### RELEVANT PROJECTS

- Line Street Development // Charleston, SC
- 511 Meeting St. Apartments // Charleston, SC
- The Jasper Mixed-Use Development // Charleston, SC
- One Calhoun St. Mixed Use Development // Charleston, SC
- Anson House // Charleston, SC



**Brasfield & Gorrie**

## SCOTT CUTLER

Scott brings 33 years of construction industry experience. He developed a highly-successful Construction Manager-at-Risk program, has led Diversity and Inclusion programs, and has served as Project Executive for major projects. He has served the City of Raleigh for more than 20 years in roles including Chair of the Convention and Performing Arts Center Commission, Planning Commission, Committee of the Whole Chair, Chair of the 10-year Plan to End Homelessness, Chair of the Downtown Plan Committee, and Chair of the Development Services Advisory Committee.

**PROJECT DIRECTOR /  
GOVERNMENT AFFAIRS &  
COMMUNITY RELATIONS  
MANAGER**

### RELEVANT PROJECTS

- Crabtree Terrace // Raleigh, NC
- Credit Suisse // Raleigh, NC
- MetLife 3 // Cary, NC
- Perimeter Park Multiple Office Buildings // Morrisville, NC
- Align Tenant Improvements // Morrisville, NC



**Brasfield & Gorrie**

## ERIC PERKINSON LEED AP BD+C

Innovative and collaborative, Eric builds strong relationships with clients and excels at understanding and responding to their needs. He takes every project personally. When clients, design teams or subcontractors are facing challenges, Eric sees those issues as the team's and works through them to ensure the success of every stakeholder. Known as a great listener and dedicated leader, he prioritizes relationships and keeps commitments, not simply for the sake of projects, which come to an end, but for strong and lasting ties that contribute to success.

**VICE PRESIDENT /  
COMMERCIAL DIVISION  
MANAGER**

### RELEVANT PROJECTS

- Valentine Commons // Raleigh, NC
- Crabtree Terrace // Raleigh, NC
- Two Progress Plaza (Currently Red Hat) // Raleigh, NC
- MetLife at Weston Lakefront // Cary, NC
- Perimeter Park Multiple Office Buildings // Morrisville, NC



**Brasfield & Gorrie**

**VIC O'JANPA** PE, LEED AP BD+C

As a licensed professional engineer (PE), Vic drives budget accuracy by understanding the details of a project's scope and the means and methods for the project's construction. He has spent most of his career with Brasfield & Gorrie and has contributed significantly to our preconstruction track record and reputation for accuracy. He uses his project management experience to ensure that our estimates are correct. Vic is an Eagle Scout and holds a master's degree in construction engineering and management.

**VICE PRESIDENT /  
REGIONAL PRECONSTRUCTION  
DIRECTOR**

**RELEVANT PROJECTS**

- Valentine Commons // Raleigh, NC
- Crabtree Terrace // Raleigh, NC
- Two Progress Plaza (Currently Red Hat) // Raleigh, NC
- MetLife at Weston Lakefront // Cary, NC
- Perimeter Park Multiple Office Buildings // Morrisville, NC



**Holt Brothers Construction**

**TERRENCE HOLT**

As president of Holt Brothers Construction, Terrence is responsible for creating, communicating and implementing the mission, vision and overall direction of the company. Under his leadership, Holt Brothers Construction has grown from five to 31 employees and won major projects in partnership with other firms — the new Raleigh Union Station in downtown Raleigh, the City of Raleigh's Central Communications Center and the Reynolds Coliseum Renovation & Walk of Fame at NC State University, in addition to municipal projects in Durham and Rocky Mount.

**EXECUTIVE OVERSIGHT**

**RELEVANT PROJECTS**

- Raleigh Union Station** // Raleigh, NC
- City of Raleigh Central Communications Center // Raleigh, NC
- Exchange + Market Plazas // Raleigh, NC
- Durham County Admin II // Durham, NC
- Southeast Raleigh YMCA + WCPSS Elementary School // Raleigh, NC



**Holt Brothers Construction**

**PATRICE GILMORE** CPSD, CCA

Patrice has more than 20 years of experience in the construction industry in the areas of supplier diversity and project management. She is known for her ability to manage diversity programs that create an environment of inclusion for small, minority and women-owned businesses. At Holt Brothers Construction, she focuses on identifying diverse contractors and vendors for projects, establishing internal program goals, tracking program results, monitoring contract compliance, and maintaining relationships with clients and members of the local community.

**DIVERSITY OVERSIGHT**

**RELEVANT PROJECTS**

- North Hills Mall Redevelopment** // Raleigh, NC
- Southeast Raleigh YMCA + WCPSS Elementary School // Raleigh, NC
- Durham County Admin II Building // Durham, NC
- Exchange + Market Plazas // Raleigh, NC
- American Tobacco Main Campus // Durham, NC





**Holt Brothers Construction**

# JONTE HARRIS

Jonte manages all administrative and technical requirements for a variety of projects, and assists in all activities related to contract administration, change orders, submittals, procurement, project financials and schedule to ensure project success. He's also responsible for leading the company's Building Information Modeling (BIM) efforts. He has worked under tight deadlines, experienced complex renovations on historic properties and managed stakeholder groups.

**ASSISTANT PROJECT MANAGER**

**RELEVANT PROJECTS**

- City of Raleigh Central Communications Center // Raleigh, NC
- Durham County Main Library Renovation // Durham, NC
- WTCC RTP Campus Phase On Classroom Building + Parking Lots // Morrisville, NC
- NW Middle + High School Renovation and Addition // Greensboro, NC
- SE Guilford High School Renovation // Greensboro, NC



**Holt Brothers Construction**

# BRADEN HOPPEN LEED AP

With more than 18 years experience, Braden specializes in fast-tracked, complex renovation and ground-up projects, having worked on numerous commercial, industrial and pharmaceutical projects throughout the Triangle region. Braden understands the importance of proactive collaboration with subcontractors, engineers, architects, client representatives, building managers and inspectors, leading to successful projects and the highest level of customer service. He has a proven track record of success in achieving schedule, budget and quality goals on a broad range of multi-million projects.

**SUPERINTENDENT**

**RELEVANT PROJECTS**

- Raleigh Union Station** // Raleigh, NC
- Exchange + Market Plazas // Raleigh, NC
- Patheon Pharmaceuticals Headquarters // RTP, NC
- Fidelity Investments // RTP, NC



**Kimley-Horn**

# RICHARD ADAMS PE

Richard's experience encompasses traffic engineering, transportation planning, parking and access analysis, and transit planning. His expertise includes transportation planning and impact analysis for private development as well as local and state governments. Richard specializes in leading complex transportation planning and traffic engineering projects and initiatives involving multiple modes and stakeholders, and often competing interests. He balances his technical expertise with public involvement and negotiation savvy to bring creative solutions to challenging transportation issues.

**TRANSPORTATION/TRANSIT ENGINEER**

**RELEVANT PROJECTS**

- The Dillon** // Raleigh, NC
- CITRIX // Raleigh, NC
- One Glenwood // Raleigh, NC
- Wake County Transit Plan // Raleigh, NC
- Downtown Raleigh Transportation Plan // Raleigh, NC



**Kimley-Horn**

## DIANA BROWN PE

Diana has distinguished herself as a solutions-oriented civil engineer providing land development services to public and private clients nationwide. She is a dedicated consultant who has proven to be an asset to her clients and peers by consistently completing quality deliverables on schedule. Her experience consists of all phases of development, including planning, entitlements, design, permitting and construction on a variety of land development projects, including new large commercial shopping centers, multifamily residential, and redevelopment projects.

**CIVIL ENGINEER/DEVELOPMENT SERVICES**

### RELEVANT PROJECTS

- Davis Park West // Raleigh, NC
- Nash Square Hotel // Raleigh, NC
- SkyHouse // Charlotte, NC
- Cabarrus Charter Academy // Raleigh, NC
- ADA Evaluations // Various Locations Nationwide



**Kimley-Horn**

## JON WILSON PLA

With 35 years of experience in land planning and urban design, Jon brings to Kimley-Horn significant design talent and construction experience. As principal-in-charge of numerous projects ranging in cost from \$20,000 to \$10 million, Jon has developed a unique understanding of the diverse elements that must be coordinated to bring about successful completion of land planning and design projects. His experience includes projects in the public, private and institutional sectors.

**SENIOR LANDSCAPE ARCHITECT**

### RELEVANT PROJECTS

- Downtown Raleigh City Plaza // Raleigh, NC
- Downtown Raleigh Transportation Plan // Raleigh, NC
- Raleigh Downtown Underground Deck // Raleigh, NC
- Hillsborough Street Improvements // Raleigh, NC
- Ravinia Mixed-Use Development // Durham, NC



**Kimley-Horn**

## ADAM COCHRAN PE

Adam has 20 years of experience leading the design and construction of transportation structures (bridges and parking garages) nationwide. He is a structural engineer, registered in multiple states, and proficient in the design and rehabilitation of various structural systems including reinforced concrete, precast prestressed concrete, post-tensioned concrete, and structural steel. His expertise includes not only the design and layout of new structures, but also numerous investigations and rehabilitation of existing facilities. Adam is noted for his attention to detail and responsiveness to clients.

**STRUCTURAL ENGINEER/  
PARKING CONSULTANT**

### RELEVANT PROJECTS

- Raleigh Downtown Underground Deck // Raleigh, NC
- East 54 Mixed-Use Development // Chapel Hill, NC
- Raleigh Parking Deck Condition Assessments // Raleigh, NC
- Carolina Place Parking Deck // Raleigh, NC
- Green Square Complex Parking Deck // Raleigh, NC



**DESIGN LEAD**

**STEWART**

# MICHAEL BATTS PLA, LEED AP

As Practice Leader of the Landscape Architecture group, Michael works closely with the firm’s Director of Design and is responsible for fostering a culture of design excellence. Michael is a landscape architect with more than 16 years of experience in a range of project scopes, from master planning to detailed design. Michael influences a thoughtful and strategic design approach with an awareness of sustainable principles. This process results in the creation of spaces and places that balance the needs of the users, clients, and the environment.

**RELEVANT PROJECTS**

- Durham Innovation District** // Durham, NC
- The Dillon** // Raleigh, NC
- Midtown Plaza // Raleigh, NC
- Moore Square Station Revitalization // Raleigh, NC
- 301 Hillsborough // Raleigh, NC



**LANDSCAPE ARCHITECT**

**STEWART**

# JENNIFER WAGNER PLA, LEED AP

Jennifer has an extensive understanding of downtown streetscapes, park and playground design, greenways, master planning, and campus and hospice garden design. With more than 13 years of experience, Jennifer has expertise in facilitating and presenting public meetings, grant writing, schematic design, construction documents, and has provided construction administration for projects ranging from small private jobs to large public sites.

**RELEVANT PROJECTS**

- The Dillon** // Raleigh, NC
- 404 Hillsborough Street // Raleigh, NC
- Midtown East // Raleigh, NC
- 301 Hillsborough // Raleigh, NC
- North East Raleigh Operations Facility // Raleigh, NC



**LANDSCAPE PRINCIPAL**

**STEWART**

# BRIAN O’HAVER PLA, ASLA

Brian has more than 24 years of design, planning and project management experience in both the public and private sectors. Brian engages in larger and more complex projects to help ensure excellent client service. His experience includes a wide array of project types, including: university and healthcare campuses, streetscapes, urban parks, mixed-use developments and urban infill. Brian serves on several boards and committees for the City of Raleigh and local nonprofit organizations.

**RELEVANT PROJECTS**

- The Dillon** // Raleigh, NC
- Durham Innovation District** // Durham, NC
- 400 H // Raleigh, NC
- 522 Harrington Street // Raleigh, NC
- Forum Office Park Renovations // Raleigh, NC

# 4 DEVELOPMENT APPROACH

The RUS Bus site is strategically located in the heart of Raleigh’s Warehouse District, next to Raleigh Union Station, CAM Raleigh, Citrix and The Dillon. Once a desolate area, the streets are now alive with people, pets, bikes, art and retail. To say that the RUS Bus project will have a major impact here is an understatement. It will solidify Raleigh’s first Transit Oriented Development district and shape the future of the city for years to come.

Recognizing the importance of this development for transit choices and to downtown and the neighborhood, the Kane Realty team has outlined the following priorities for its development approach:

- We believe that RUS Bus needs to be an iconic, mixed-used development that is contextually sensitive to its surroundings, complementing – but not overwhelming – its neighbors. We envision high-rise office space, unique retail, affordable housing, great placemaking and a forward-thinking transit terminal that will serve future BRT lines throughout Raleigh / Wake County.
- To ensure the project’s viability, we will leverage existing banking relationships and capitalize on the commercial aspects of the project to create value for GoTriangle. Additionally, our affordable housing partner, DHIC, will seek tax credits to fund workforce housing – their area of expertise. As we mentioned in our cover letter, more than 50 percent of the units will be dedicated to workforce housing. Please see below in Section 5 the details of our financing and leveraging capacity.

Located in the rapidly developing Warehouse District, the RUS Bus development will be central to Raleigh’s transit hub, connecting the city to the Triangle and beyond. An iconic gateway, the mixed-use development welcomes neighbors, commuters, and visitors to live, work, and play.



Gateway to Downtown



Development Context



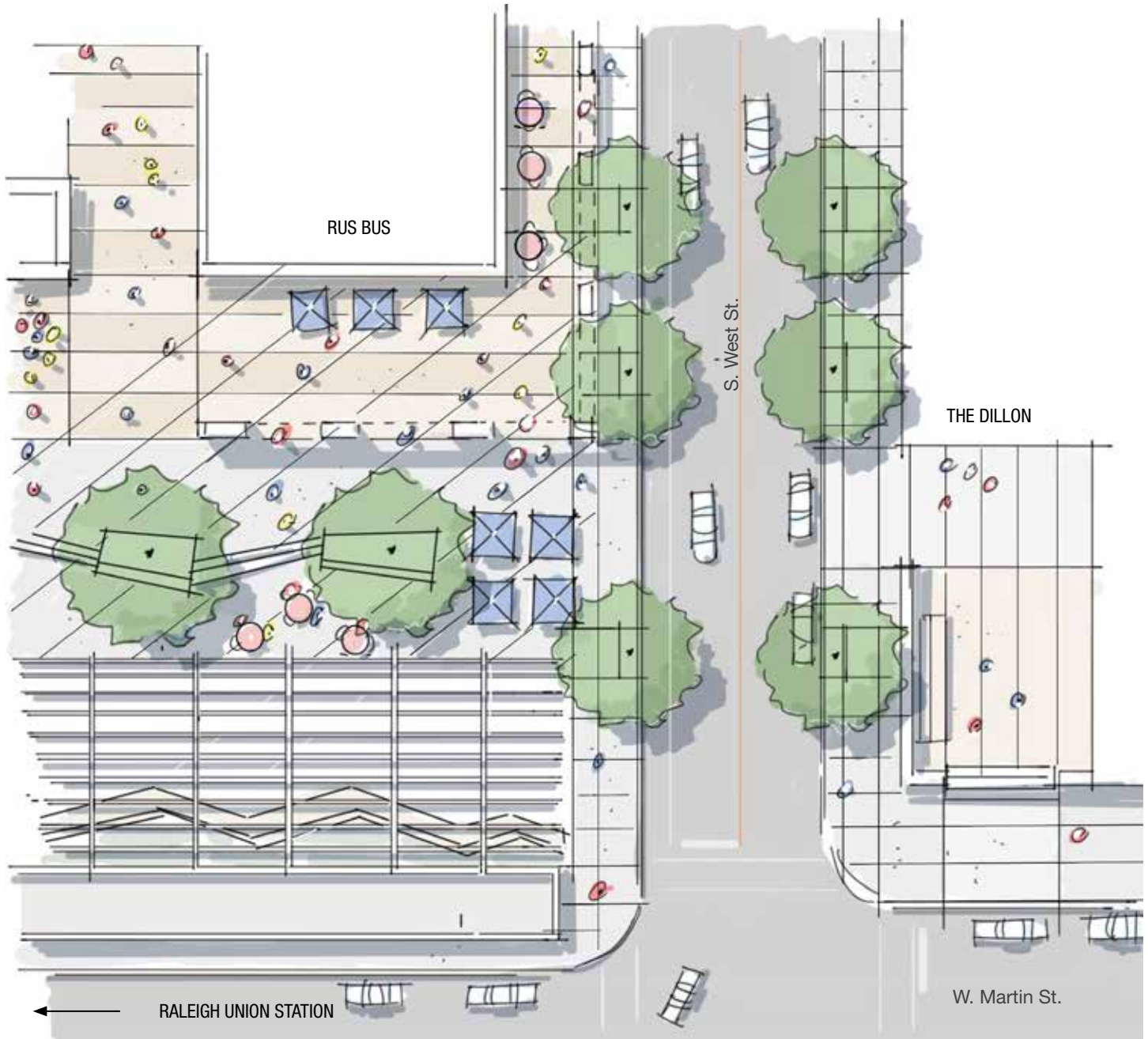
Transit Plaza

- Having worked with the City of Raleigh as a partner on The Dillon, we understand how public-private partnerships work. To that end, our top priority is ensuring that GoTriangle’s design for the RUS Bus terminal will be successfully integrated to support the overbuild. Our team has strong working relationships with WSP and we are confident of our ability to work together. We understand that a successful transit facility is the number one priority for this project.
- While this is a single development site, it will house a mix of uses. Not only are there legal complexities (similar to what we tackled at The Dillon through seven condominium agreements), there are ways to do this through design and construction. For example, fire walls, city regulations, decking, stairways, street activation, elevator shafts, shared operational spaces, and mechanical and electrical systems all must be integrated. Further, we have separated the affordable housing into its own distinct use, which will give the building a warmer, more welcoming feel. To address parking issues, we are proposing shared parking that will enable maximum use through sensor technology.
- As with The Dillon, our intention is to preserve the warehouse elements of the buildings, paying homage to the site’s history. At one time, these buildings were blue collar homes that were later purchased and converted to warehouse use by the Dillon family. It is only fitting to recognize this history in the design and materials used as we welcome back residents to the Warehouse District.
- Addressing the various legal requirements of the site will bring another set of challenges. Members of our team have experience working with the FTA, have worked on active rail lines and understand the requirements. We are prepared for this challenge.

Respecting the character of the Warehouse District, the building steps back from West Street to create outdoor open space for dining and gathering for commuters and neighborhood residents. In concert with The Dillon, the RUS Bus development will activate West Street as a popular venue for dining and entertainment.



Dining on West Street



Connection to Urban Plaza

Located at the border of the RUS plaza, the on-site open space permeates the old warehouse wall to extend the edges of the urban plaza and present an active front to visitors of Raleigh Union Station.

No doubt, this is a complicated project because of the overlap of uses. The Kane Realty team is prepared because we have done this before – right across the street. Our development approach, as we demonstrated at The Dillon and at North Hills, is simple. We are team oriented. We pay attention to detail. We are committed to placemaking and first floor activation. We have a passion for the community and will work with the neighborhood to bring forth a quality design and product. We are uniquely familiar with the area. And, we will deliver a legacy project that GoTriangle will be proud of.

Preserving the integrity of the existing buildings, architectural details are added to enhance the building façade, connecting the old to the contemporary form of the new urban plaza canopy. Framing the north edge of public open space, the restored wall creates a communal living space for visitors of the Warehouse District.



Urban Plaza at Union Station



The RUS Bus development anchors the edge of the Warehouse District with an iconic, industrial office tower with complementary housing overlooking the urban plaza. Open space is scattered through the developments at the street and each terrace level, proving unique gathering spaces for all building users.



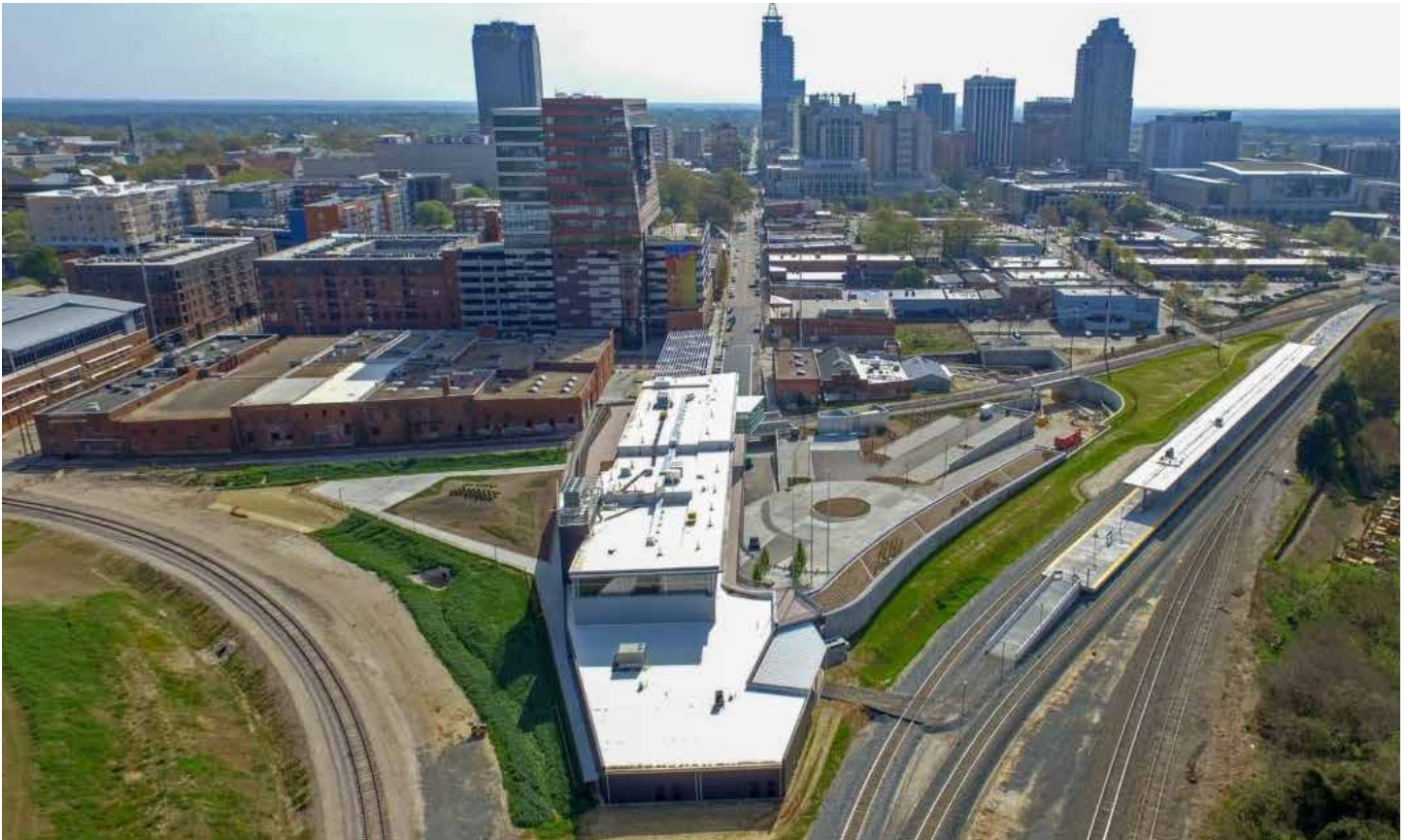
Corner at Union Station

# 5 FINANCING & LEVERAGING CAPACITY

Kane Realty has a strong record of successfully capitalizing & investing in large scale development projects. Typical individual project size ranges from \$50m - \$200m. Kane's financial strength has been built through relationships and partnerships – both lenders, investors, and institutions. Kane Realty has earned record of delivering consistent value while appropriately mitigating risk. Additionally, Kane provides partners with a high level of flexibility as to each capital structure to meet ever-changing investment objectives – as it would with GoTriangle.

Our financial partner for the RUS Bus redevelopment is Federal Capital Partners (FCP), based in Chevy Chase, Maryland, a privately held real estate investment company that has invested in or financed more than \$6 billion in assets since its founding in 1999. FCP invests directly and with operating partners in commercial and residential assets. The firm makes equity and mezzanine investments in income-producing and development properties. Since 1999, FCP has completed 114 transactions including 36,000 multifamily units. FCP also maintains value add commingled, discretionary private equity funds, with Fund IV closing in Q4 2018 with \$755MM in equity commitments. Kane has worked with FCP on numerous projects, including: The Dillon, Allister North Hills Apartments, Midtown Green Apartments, Dartmouth Apartments, and EC Lofts in Charleston, SC.

Kane thus has a strong relationship with FCP and is confident that any form of financial partnership with FCP on this project will result in a highly productive relationship that produces a development of the highest quality for the RUS Bus project.



Proposed RUS Bus Site