

MINUTES OF MEETING
DANIA BEACH COMMUNITY REDEVELOPMENT AGENCY
WORKSHOP – CITY CENTER REDEVELOPMENT
MONDAY, OCTOBER 1, 2018 – 10:30 A.M.

1. Call to Order/Roll Call

Chairman James called the meeting to order at 10:33 a.m.

Present:

Chairman:	Tamara James
Vice-Chairman:	Bill Harris
Board Members:	Bobbie H. Grace Marco A. Salvino, Sr.
Executive Director:	Rickelle Williams
City Attorney:	Thomas Ansbro
CRA Secretary:	Thomas Schneider

Absent:

Board Member	Chickie Brandimarte
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2. City Center Redevelopment

2.1 City Center Community Charrette Report and Action Plan

Director Williams noted she would like to get off to a great start and this will be a team effort between the CRA and the City.

Kevin T. Greiner, Senior Fellow, FIU Metropolitan Center, the Study author and Project Manager, gave a presentation which is attached to and incorporated into these minutes. He stressed what a good position Dania Beach is in right now.

Board Member Salvino agreed; we are in the driver's seat. He questioned the Dania Beach numbers for business growth and for residents who live and work in the City. He felt the figures are slightly off, particularly the value of our property. He is in favor of the City Center, but does not want to spend any money, and believes we will not have to do so once we get a developer in here.

Mr. Greiner further explained the numbers and their calculations.

Board Member Grace said we are on target with this, and noted the charrette was excellent. She explained why she thinks the numbers for Dania Beach are lower than what they should be and said she can see values escalate in the next 3-5 years because of Dania Pointe. In the next five

years, we will have an additional 4,000 people living in Dania Beach, and she would like the developers to hold job fairs. We should be cautious as to how we put the partnerships in place.

Chairman James spoke of home values in Dania Beach and noted it is not necessarily the developers causing the increases. She also spoke of the work force and the situation they are facing with all of the unaffordable homes here. She noted we need a strict lease of City property so that we are always in the driver's seat, and felt we could get this done with little to no cost to the City. She asked how many housing units we would need to attract a developer, and regarding number 6, we have to provide an educational component because the current library needs to be expanded and upgraded. She also favors mixed income housing.

Vice-Chairman Harris questioned the public space and art components.

Mr. Greiner spoke of how to distinguish the City Center with plazas and art.

Vice-Chairman Harris asked about the valuation of the City property.

Mr. Greiner explained it represents the value of the land, excluding the buildings.

Vice-Chairman Harris spoke of the workspace requirements in a new City Hall, adding floors to the parking garage, and the light rail line.

Director Williams noted the overall purpose of the workshop was to review the report and to get a consensus of the Board to move forward with this.

The Board agreed they are in favor of P3 arrangements.

Director Williams noted at the next CRA Board meeting, she would ask the Board to accept the FIU report, and to approve Tasks 1, 2, and 3. She thanked Mr. Greiner and FIU, and said we want to work lockstep with City Administration.

Linda Wilson spoke of the evaluation process that should be followed for the various components involved.

Bob Shapiro, Master Development, emphasized we need better schools and we need to think of education in general; this will attract developers.

Vice-Chairman Harris questioned the timeline for an RFP.

Board Member Salvino commented Director Williams could give 15-minute presentations at Commission meetings, if needed.

City Attorney Ansbro questioned what firms should be utilized as the point persons for this project.

Mr. Greiner responded larger law firms out of Miami that have practice with real estate, and especially the national brokerage firms throughout Florida that have tenant representation experience.

Director Williams questioned if items in this process could be brought before the Commission for approval without having a CRA Board meeting.

City Attorney Ansbro responded items could be approved at regular Commission meetings.

Vice-Chairman Harris asked if Mr. Greiner encouraged us to hire a PR & marketing firm to help establish the guidelines for the RFP.

Mr. Greiner spoke of good tenant representation and getting the proposal into the hands of the developers capable of doing this type of project.

Chairman James asked City staff to offer their insight.

Colin Donnelly, Assistant City Manager, noted some of these decisions may want to be delayed until we have a new City Manager.

Marc LaFerrier, Director of Community Development, thanked Director Williams for being thorough, and noted the future is now; it is important to move forward and be sure we do this right.

Brad Kaine, Director of Public Services, noted his department is here to help.

Nicki Satterfield, Director of Finance, commented we should be sure to take our time and not be so eager that we give away the farm.

Director Williams felt doing a RFP to get a tenant representative would not be difficult for the CRA staff to handle, along with consultation with City staff. She would look into law firms which have done similar projects in the local area.

City Attorney Ansbro added the rail is critical and we should have dialogue quickly with businesses close to the railway.

Chairman James questioned if the Board was in support of this being a destination with a rail line.

Community Development Director LaFerrier noted that the previous Commission identified this area for a rail line, and the EIS (Environmental Impact Statement) could be referenced.

Director Williams thanked everyone for their support.

3. Adjournment

Chairman James adjourned the meeting at 12:06 p.m.

ATTEST:

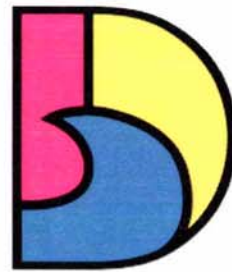

THOMAS SCHNEIDER, CMC
CRA SECRETARY

COMMUNITY REDEVELOPMENT
AGENCY


TAMARA JAMES
CHAIRMAN – CRA

Approved October 9, 2018



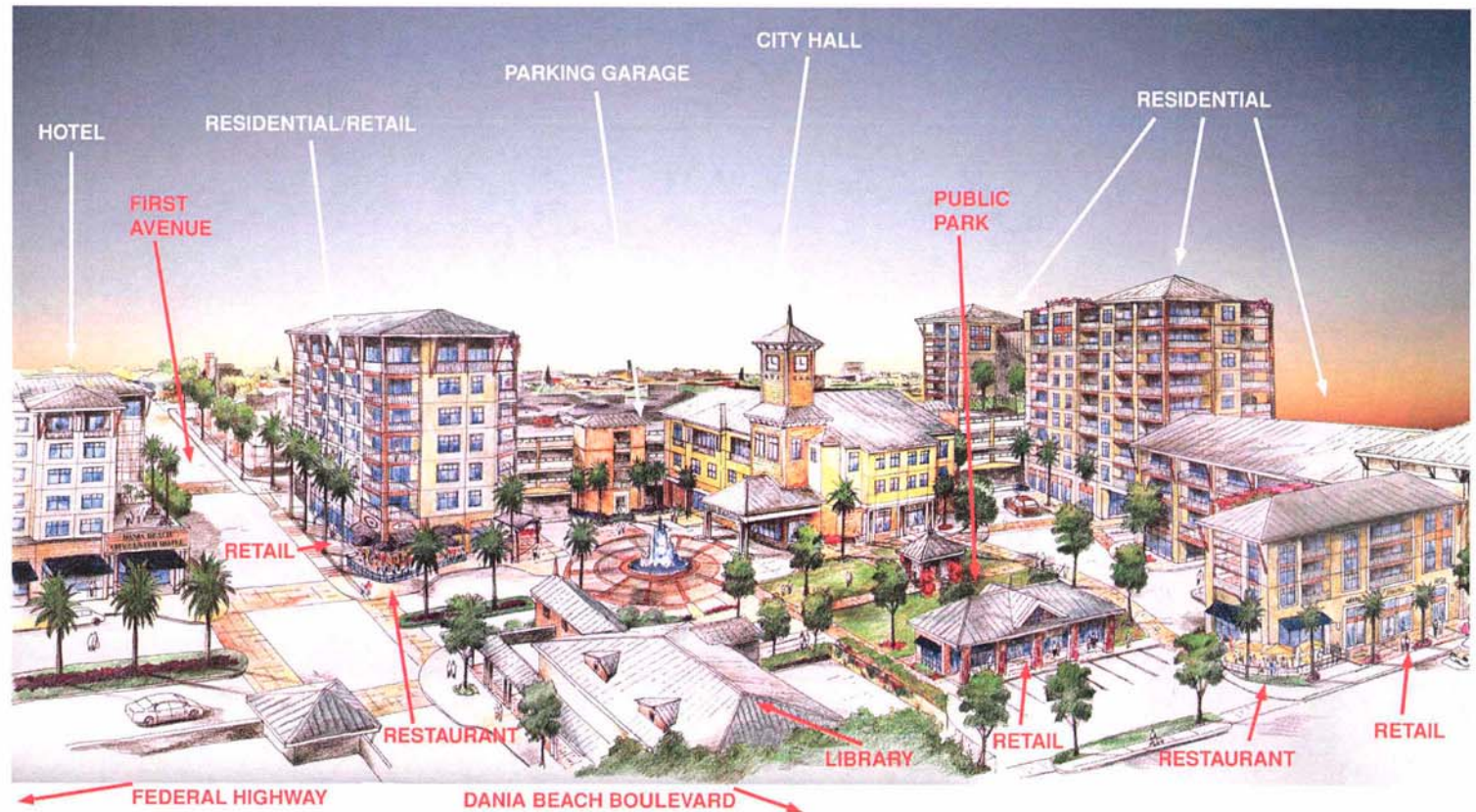


DANIA BEACH
SEA IT. LIVE IT. LOVE IT.

A New City Center?



FIU Metropolitan Center



A New City Center?

1.5 M SF

953 Dwelling Units

\$200 M Project?

\$1 M / Yr New Taxes



DANIA BEACH
SEA IT. LIVE IT. LOVE IT.



Economics, Industry, Labor Force, Employment Geography

Population Growth

5% US

11% Broward

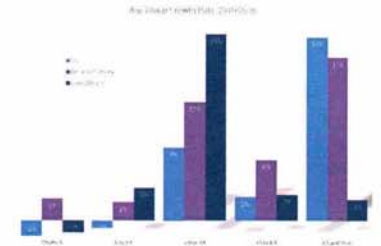
8% Dania Beach

Establishments by Employment Size		
Employee Size	Establishments	Percentage
1 to 4	101	47%
5 to 9	37	27%
10 to 19	22	10%
20 to 49	10	5%
50 to 99	5	2%
100-249	0	0%
250 to 499	5	2%
500 to 999	1	0%
1000 to 4999	1	0%
5000 to 9999	0	0%
10000+	1	0%
Unemployed	12	5%
Total	215	100%

Establishments by Sales Volume		
Sales Volume	Establishments	Percentage
Less Than \$500,000	66	31%
\$500,000 - 1 Million	36	17%
\$1 - 2.5 Million	49	23%
\$2.5 - 5 Million	12	6%
\$5 - 10 Million	13	6%
\$10 - 50 Million	3	1%
\$50 - 100 Million	2	1%
\$100 - 500 Million	0	0%
\$500 Million - \$1 billion	0	0%
Over \$1 billion	1	0%
Unemployed	36	18%
Total	215	100%

Resident Earnings by Occupation

Occupation	US	Broward County	Dania Beach
Total	\$64,287	\$65,138	\$59,458
Management, business, sales, and related occupations	\$84,281	\$85,138	\$80,458
Professional and technical occupations	\$74,281	\$75,138	\$70,458
Service occupations	\$44,281	\$45,138	\$40,458
Healthcare practitioners and technical occupations	\$64,281	\$65,138	\$60,458
Healthcare support occupations	\$44,281	\$45,138	\$40,458
Food preparation and serving related occupations	\$34,281	\$35,138	\$30,458
Construction, extraction, and maintenance occupations	\$24,281	\$25,138	\$20,458
Transportation and material moving occupations	\$14,281	\$15,138	\$10,458
Unemployed	\$0	\$0	\$0
Total	\$64,287	\$65,138	\$59,458



Largest Traded Industries	
424890 Food and kindred product manufacturing	\$3,950,000,000
522291 Computer and electronic equipment	\$3,950,000,000
422210 Furniture and home furnishings	\$3,950,000,000
713630 Marinas	\$1,717,000,000
721110 Hotels and transient lodging	\$1,652,000,000
312280 Newspaper, book, and mail	\$1,715,000,000
333310 Textile mill and apparel manufacturing	\$9,208,000,000
512312 Wholesale electronic and electronic equipment	\$6,117,000,000
541312 Computer systems design and related services	\$5,784,000,000
423610 Electrical, electronic, and computer equipment	\$5,652,000,000
424110 Electronic equipment and parts	\$5,352,000,000
424440 Other computer and electronic equipment	\$5,352,000,000
541910 Packaging and labeling services	\$4,810,000,000
332110 Aircraft and spacecraft manufacturing	\$4,810,000,000
541890 Other services related to advertising	\$4,810,000,000
314110 Carpet and rug mills	\$2,553,000,000
512311 Wholesale electronic and electronic equipment	\$2,488,000,000
512312 Wholesale electronic and electronic equipment	\$2,488,000,000
312720 Breweries	\$2,488,000,000
541410 Information services	\$2,342,000,000
541210 Software development	\$2,342,000,000
332920 Metal and plastic manufacturing	\$1,944,000,000
541614 Professional, scientific, and technical consulting services	\$1,898,000,000
TOTAL	\$5,318,100,000

Housing Unit Type



Housing Affordability

	US	Broward County	Dania Beach
Cost Burdened Homeowners	25%	37%	37%
Cost Burdened Renters	51%	61%	67%
Total Cost Burdened Households	34%	46%	52%
Median Household Income	\$55,322	\$52,954	\$43,202
Median Sale Price	\$238,800	\$246,100	\$219,100
Median Value vs. Median HH Income	4.3	4.6	5.1

Rise of the Gig Economy
Metro #1 in US
142% Growth Since 1997
High Income Work From Home

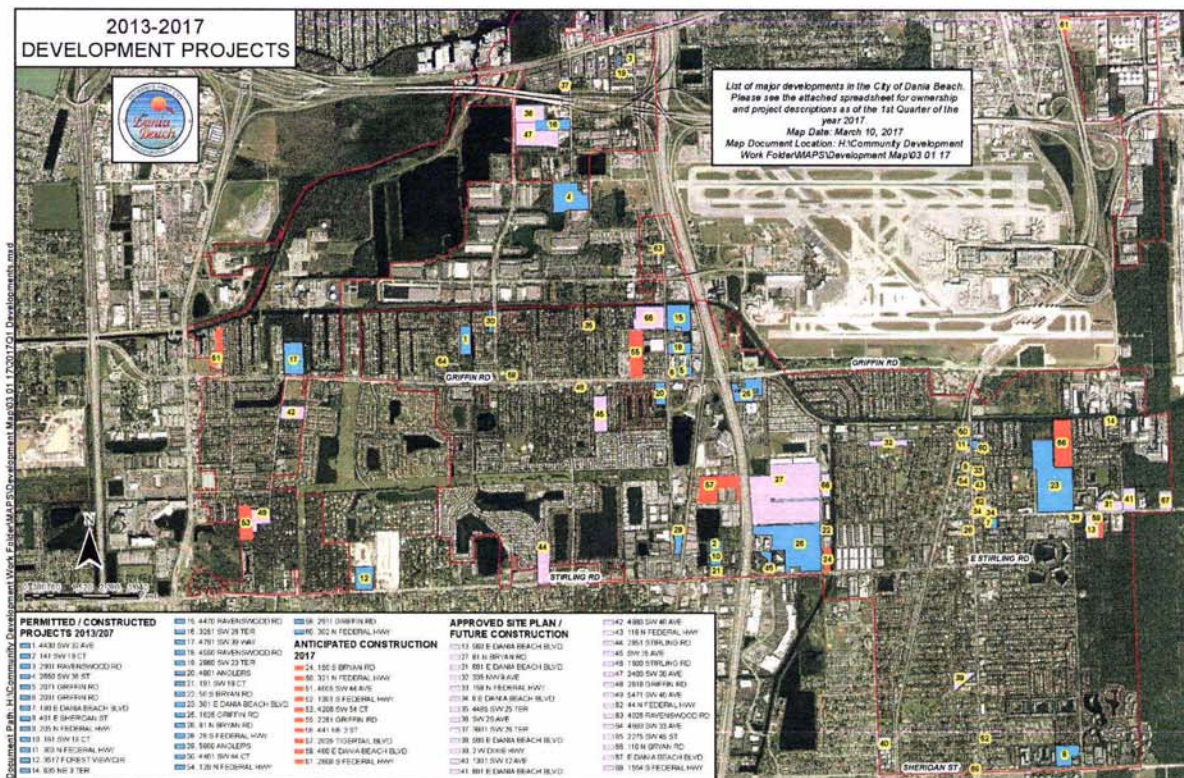
Changes Economics of Traditional Office Development
Smaller Foot print per employee
Shared Office space & desks
Metro #1 Market for Co-Working Space

Life expectancy
24% of all workers all or part time
Average age 46
Higher earnings
#1 Commuting Choice
Increasingly as Important as Salary

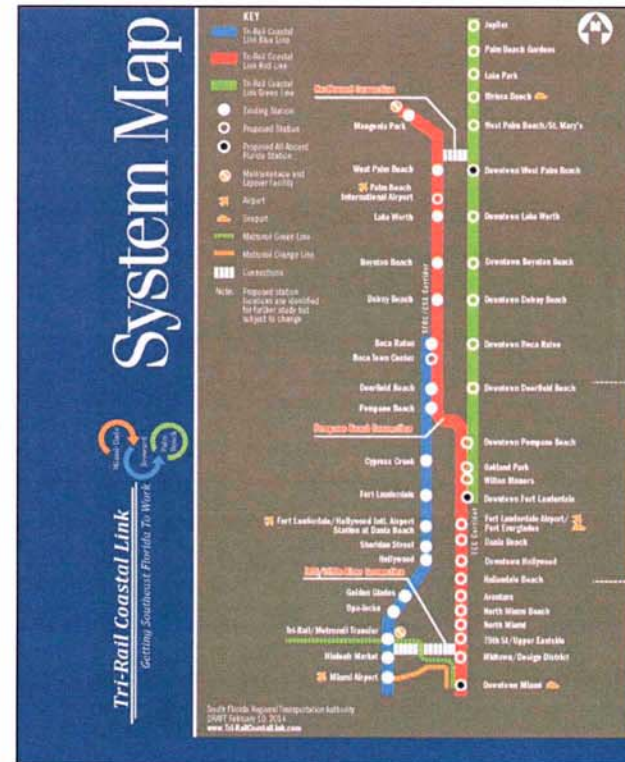
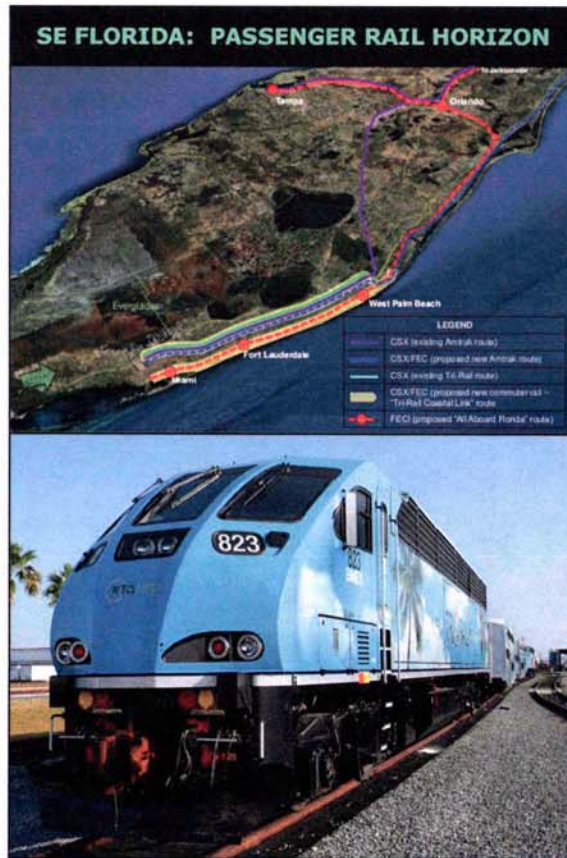
Resident Earnings

Income	US	Broward County	Dania Beach
\$1 to \$14,999	2%	2%	2%
\$15,000 to \$24,999	4%	4%	4%
\$25,000 to \$34,999	14%	14%	14%
\$35,000 to \$44,999	16%	16%	16%
\$45,000 to \$54,999	20%	20%	20%
\$55,000 to \$64,999	18%	18%	18%
\$65,000 to \$74,999	14%	14%	14%
\$75,000 to \$84,999	10%	10%	10%
\$85,000 to \$94,999	8%	8%	8%
\$95,000 to \$104,999	6%	6%	6%
\$105,000 to \$114,999	4%	4%	4%
\$115,000 to \$124,999	2%	2%	2%
\$125,000 to \$134,999	1%	1%	1%
\$135,000 to \$144,999	1%	1%	1%
\$145,000 to \$154,999	1%	1%	1%
\$155,000 to \$164,999	1%	1%	1%
\$165,000 to \$174,999	1%	1%	1%
\$175,000 to \$184,999	1%	1%	1%
\$185,000 to \$194,999	1%	1%	1%
\$195,000 to \$204,999	1%	1%	1%
\$205,000 to \$214,999	1%	1%	1%
\$215,000 to \$224,999	1%	1%	1%
\$225,000 to \$234,999	1%	1%	1%
\$235,000 to \$244,999	1%	1%	1%
\$245,000 to \$254,999	1%	1%	1%
\$255,000 to \$264,999	1%	1%	1%
\$265,000 to \$274,999	1%	1%	1%
\$275,000 to \$284,999	1%	1%	1%
\$285,000 to \$294,999	1%	1%	1%
\$295,000 to \$304,999	1%	1%	1%
\$305,000 to \$314,999	1%	1%	1%
\$315,000 to \$324,999	1%	1%	1%
\$325,000 to \$334,999	1%	1%	1%
\$335,000 to \$344,999	1%	1%	1%
\$345,000 to \$354,999	1%	1%	1%
\$355,000 to \$364,999	1%	1%	1%
\$365,000 to \$374,999	1%	1%	1%
\$375,000 to \$384,999	1%	1%	1%
\$385,000 to \$394,999	1%	1%	1%
\$395,000 to \$404,999	1%	1%	1%
\$405,000 to \$414,999	1%	1%	1%
\$415,000 to \$424,999	1%	1%	1%
\$425,000 to \$434,999	1%	1%	1%
\$435,000 to \$444,999	1%	1%	1%
\$445,000 to \$454,999	1%	1%	1%
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\$555,000 to \$564,999	1%	1%	1%
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\$575,000 to \$584,999	1%	1%	1%
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\$1,615,000 to \$1,624,999	1%	1%	1%
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\$1,715,000 to \$1,724,999	1%	1%	1%
\$1,725,000 to \$1,734,999	1%	1%	1%
\$1,735,000 to \$1,744,999	1%	1%	1%
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\$1,755,000 to \$1,764,999	1%	1%	1%
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\$1,775,000 to \$1,784,999	1%	1%	1%
\$1,785,000 to \$1,794,999	1%	1%	1%
\$1,795,000 to \$1,804,999	1%	1%	1%
\$1,805,000 to \$1,814,999	1%	1%	1%
\$1,815,000 to \$1,824,999	1%	1%	1%
\$1,825,000 to \$1,834,999	1%	1%	1%
\$1,835,000 to			

Real Estate, Development Markets



Rail System

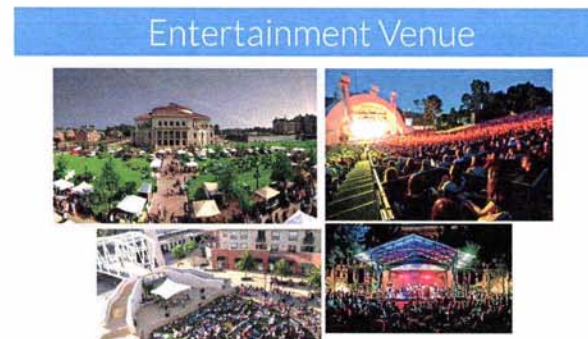
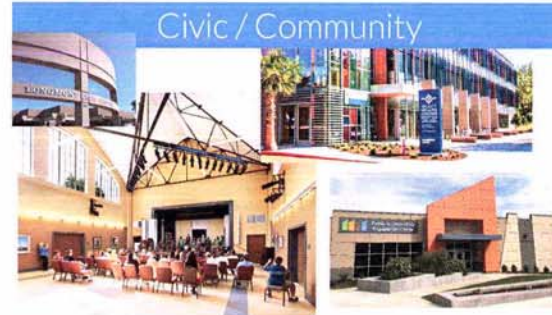


Best Practices:

City Hall Anchor Development

Transit Oriented Development (TOD)

Public-Private-Partnership (P3)



City Center Community Charette



Project Tag Line: *Historical Dania Beach Moving Forward & Making History*

The image shows two pages of a handwritten business plan for a business named 'The Green Leaf'. The handwriting is in blue ink on lined paper.

Page 1 (Left):

- Business Name:** The Green Leaf
- Address:** 123 Main Street, Suite 101, New York, NY 10001
- Phone Number:** (212) 555-1234
- Website:** www.thegreenleaf.com
- Business Description:** A small business that provides organic and sustainable products to the community.
- Market Research:** The market for organic products is growing rapidly, and there is a high demand for sustainable goods.
- Competitive Analysis:** The main competitors are local grocery stores and online retailers.
- Marketing Strategy:** The business will use social media, local events, and word-of-mouth to attract customers.
- Financial Projections:** The business expects to break even in the first year and achieve a profit of \$10,000 by the end of the second year.

Page 2 (Right):

- Startup Costs:** The total startup costs are estimated at \$50,000.
- Revenue:** The business expects to generate \$120,000 in revenue in the first year.
- Expenses:** The total expenses for the first year are estimated at \$70,000.
- Profit:** The net profit for the first year is estimated at \$50,000.
- Conclusion:** The business is a viable investment opportunity with a strong potential for growth.



8

My Back Yard

Project Tag Line: Just Like home

Organization	FBI - ALABAMA		
Case Number	157-10000		
Investigator	Sgt. J. L. Smith		
Subject	JAMES EARL RAY		
Address	1000 1st Ave. N.E.		
City	Atlanta, Georgia		
State	Georgia		
Zip	30303		
Phone	(404) 525-1234		
Occupation	Attorney		
Religion	Catholic		
Marital Status	Single		
Age	35		
Height	5' 10"		
Weight	175		
Eye Color	Blue		
Hair Color	Brown		
Build	Average		
Signature	J. L. Smith		
Date	10/10/68		
Time	10:00 AM		
Location	FBI - ALABAMA		
Remarks	See serial 157-10000		
Indexing	157-10000		
Classification	CONFIDENTIAL		



13

Denia Beach Hub

[illegible]

31

The Daria Way

Project Tag Line: *See the Danish Wave*

[illegible]

3

First City Center

Project Tag Line: Bring the Old & New Together to the First City Center

[illegible]

The Dania Wave

Project Tag Line: See the Denise Wave

The image shows two pages of a handwritten form, likely a medical or dental record. The form is filled out with handwritten text in black ink. The top of the form contains patient information, including the name 'MARTIN, JAMES E.' and a date '10/25/77'. The form is divided into several sections, each with a heading in bold capital letters. The sections include: 'History', 'Examination', 'Diagnosis', 'Treatment', 'Prognosis', 'Referral', 'Follow-up', and 'Comments'. The handwriting is in a cursive style, and the form is filled out with various notes and observations. The form is printed on a light-colored paper with a grid-like structure. The text is written in a clear, legible hand. The form is a standard medical record form used by healthcare providers to document patient care.

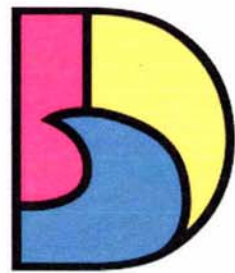
Patient Name: MARTIN, JAMES E.
Date: 10/25/77
Referral: 10/25/77
Examination: 10/25/77
Diagnosis: 10/25/77
Treatment: 10/25/77
Prognosis: 10/25/77
Referral: 10/25/77
Follow-up: 10/25/77
Comments: 10/25/77



30

Developer Focus Group

Organization	Name
1 Academica	Frankie Mestre
2 Beame Architectural	Larry Beame
3 Burk Miami	Alexander Burkhardt
4 Canterbury Square	Steven Casper
5 Carnahan Proctor Cross	Dan Tintner
6 Carnahan Proctor Cross	Freddie Vargas
7 City of Dania Beach	Colin Donnelly
8 City of Dania Beach	Marc LaFerrier
9 Coldwell Banker	Chris Evert
10 Collins Real Estate	Rodney Collins
11 Creative Workshop	Jason Wenig
12 Dania Beach CRA	Kathleen Weekes
13 Dania Beach CRA	Kisha Payen
14 Dania Beach CRA	Rickelle Williams
15 Emerald Construction	Dante Alvarez
16 Emerald Construction	Denise A. Castro
17 Fifth Avenue	Kim Ford
18 FIU	Edward Murray
19 FIU	Kevin Greiner
20 Greenspoon Marder	Steve Wherry
21 Harrison Development	Dean Harrison
22 Harrison Development	Jada Harrison
23 Keith and Associates	Steve Williams
24 Master Development Partners	Robert Shapiro
25 Master Development Partners	Thekla Salzman
26 Master Development Partners	Terry Salzamn
27 Merrimac Ventures	Dev Motwani
28 Neighborhood Renaissance	Carlos Toledo
29 Neighborhood Renaissance	Michael Pecar
30 Pumps Inc.	Fred Bloetscher
31 Related	Andrew Velo
32 Rexall Pharmacy	Cris Lowy
33 Stellar Homes	Joyce Villar
34 Zyscovich, Inc.	Suria Yaffar



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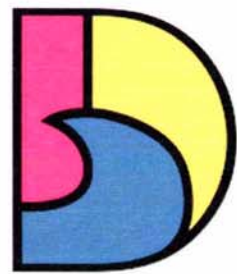
Key Findings

Age Groups

Largest Age Group: 35 – 64 (59%)

Fastest Growing: 20 - 34 (19%)
(2.7 X US Avg)

Slowest Growing: 65+ (2%)



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Economy

Business Establishment Growth

Broward County

10%

Dania Beach

3%

Advanced / Tech Industries

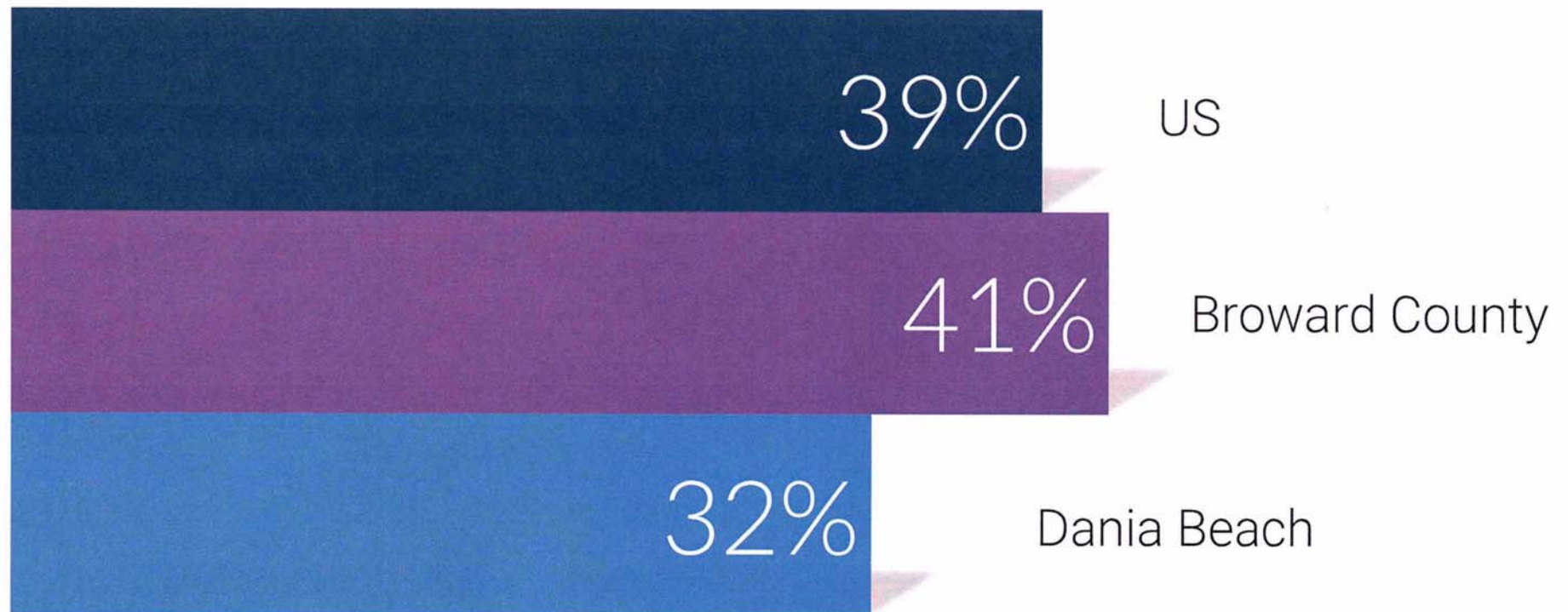
US

9%

Dania Beach

.4%

Associates Degree or Higher



Average Worker Earnings

US

\$60,920

Broward

\$57,292

Dania Beach

\$46,528

Occupations

Higher % in
Service &
Sales

	US		Broward County		Dania Beach	
Civilian employed population 16 years and over	148,001,326		910,527		15,486	
Management, business, science, and arts occupations:	54,751,318	37%	321,930	35%	4,292	28%
Management, business, and financial occupations:	21,990,616	15%	147,155	16%	1,893	12%
Management occupations	14,852,828	10%	102,227	11%	1,389	9%
Business and financial operations occupations	7,137,788	5%	44,928	5%	504	3%
Computer, engineering, and science occupations:	8,133,920	5%	33,861	4%	433	3%
Computer and mathematical occupations	4,130,533	3%	20,144	2%	284	2%
Architecture and engineering occupations	2,707,634	2%	10,258	1%	149	1%
Life, physical, and social science occupations	1,295,753	1%	3,459	0%	-	0%
Education, legal, community service, arts, and media	16,043,993	11%	87,807	10%	1,449	9%
Community and social services occupations	2,499,671	2%	12,673	1%	188	1%
Legal occupations	1,692,402	1%	13,683	2%	115	1%
Education, training, and library occupations	8,959,122	6%	44,905	5%	851	5%
Arts, design, entertainment, sports, and media	2,892,798	2%	16,546	2%	295	2%
Healthcare practitioner and technical occupations:	8,582,789	6%	53,107	6%	517	3%
Health diagnosing and treating practitioners and other	5,846,351	4%	35,997	4%	409	3%
Health technologists and technicians	2,736,438	2%	17,110	2%	108	1%
Service occupations:	26,765,182	18%	180,852	20%	3,317	21%
Healthcare support occupations	3,614,865	2%	25,425	3%	217	1%
Protective service occupations:	3,221,331	2%	25,636	3%	446	3%
Fire fighting and prevention, and other protective	1,777,506	1%	15,617	2%	338	2%
Law enforcement workers including supervisors	1,443,825	1%	10,019	1%	108	1%
Food preparation and serving related occupations	8,591,828	6%	55,108	6%	1,153	7%
Building and grounds cleaning and maintenance	5,841,063	4%	42,272	5%	724	5%
Personal care and service occupations	5,496,095	4%	32,411	4%	777	5%
Sales and office occupations:	35,282,759	24%	255,140	28%	4,636	30%
Sales and related occupations	15,813,870	11%	122,943	14%	2,476	16%
Office and administrative support occupations	19,468,889	13%	132,197	15%	2,160	14%
Natural resources, construction, and maintenance	13,171,632	9%	75,369	8%	1,464	9%
Farming, fishing, and forestry occupations	1,057,193	1%	1,363	0%	103	1%
Construction and extraction occupations	7,404,356	5%	42,056	5%	938	6%
Installation, maintenance, and repair occupations	4,710,083	3%	31,950	4%	423	3%
Production, transportation, and material moving	18,030,435	12%	77,236	8%	1,777	11%
Production occupations	8,770,632	6%	28,586	3%	562	4%
Transportation occupations	5,392,877	4%	33,372	4%	944	6%
Material moving occupations	3,866,926	3%	15,278	2%	271	2%

Average Worker Earnings

Resident Earnings by Occupation

	US	Broward County	Dania Beach
Total:	\$34,557	\$32,135	\$29,303
Management, business, science, and arts occupations:	\$54,829	\$51,193	\$49,545
Management, business, and financial occupations:	\$62,461	\$56,629	\$50,898
Management occupations	\$66,693	\$61,334	\$51,062
Business and financial operations occupations	\$56,300	\$50,875	\$46,447
Computer, engineering, and science occupations:	\$72,115	\$62,346	\$78,102
Computer and mathematical occupations	\$74,805	\$64,045	\$92,632
Architecture and engineering occupations	\$75,186	\$64,457	\$56,563
Life, physical, and social science occupations	\$55,750	\$51,684	-
Education, legal, community service, arts, and media occupations:	\$41,128	\$41,257	\$41,525
Community and social service occupations	\$39,093	\$40,226	\$34,056
Legal occupations	\$75,239	\$57,374	\$67,847
Education, training, and library occupations	\$39,795	\$40,430	\$41,827
Arts, design, entertainment, sports, and media occupations	\$36,701	\$35,797	\$40,350
Healthcare practitioners and technical occupations:	\$54,053	\$54,629	\$62,865
Health diagnosing and treating practitioners and other technical	\$65,146	\$64,844	\$64,940
Health technologists and technicians	\$36,103	\$36,470	\$60,375
Service occupations:	\$18,220	\$20,124	\$18,632
Healthcare support occupations	\$22,660	\$22,956	\$26,550
Protective service occupations:	\$41,793	\$46,470	\$18,250
Fire fighting and prevention, and other protective service workers	\$29,945	\$28,359	\$8,382
Law enforcement workers including supervisors	\$55,704	\$75,342	\$77,578
Food preparation and serving related occupations	\$13,675	\$17,311	\$20,881
Building and grounds cleaning and maintenance occupations	\$18,894	\$17,596	\$17,597
Personal care and service occupations	\$15,637	\$17,148	\$16,172
Sales and office occupations:	\$28,684	\$28,351	\$27,264
Sales and related occupations	\$26,891	\$28,215	\$21,837
Office and administrative support occupations	\$29,632	\$28,409	\$29,808
Natural resources, construction, and maintenance occupations:	\$35,329	\$30,644	\$26,447
Farming, fishing, and forestry occupations	\$19,975	\$18,439	\$4,393
Construction and extraction occupations	\$33,531	\$27,229	\$27,017
Installation, maintenance, and repair occupations	\$41,251	\$35,927	\$34,271
Production, transportation, and material moving occupations:	\$30,488	\$27,400	\$29,484
Production occupations	\$31,791	\$26,492	\$21,667
Transportation occupations	\$33,426	\$31,633	\$35,897
Material moving occupations	\$22,420	\$21,274	\$28,935

Average Worker Earnings

(2010– 2016)

All Workers

-6.8%

Number of Workers

(2010–2016)

Earning \$75,000 or
More

23%

Earning \$50,000 or
Less

-8%

Median Household Income

US

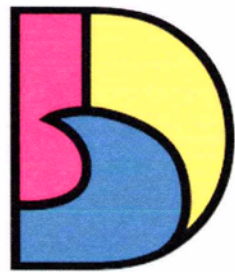
\$55,322

Broward

\$52,954

Dania Beach

\$43,202



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Housing

Owner vs. Renter

	Owner Occupied	Renter Occupied
US	64%	36%
Broward County	63%	37%
Dania Beach	50%	51%

Median Home Sale Price

US

\$238,800

Broward

\$246,100

Dania Beach

\$219,100

Home Price vs. Median Income

US

4.3x

Broward

4.6x

Dania Beach

5.1x

Cost Burdened Households

34%

US

46%

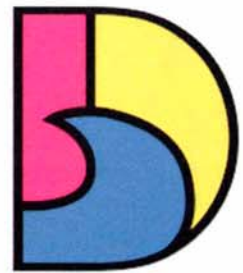
Broward

52%

Dania Beach

Miami-Dade County =

48%



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Geography of Work

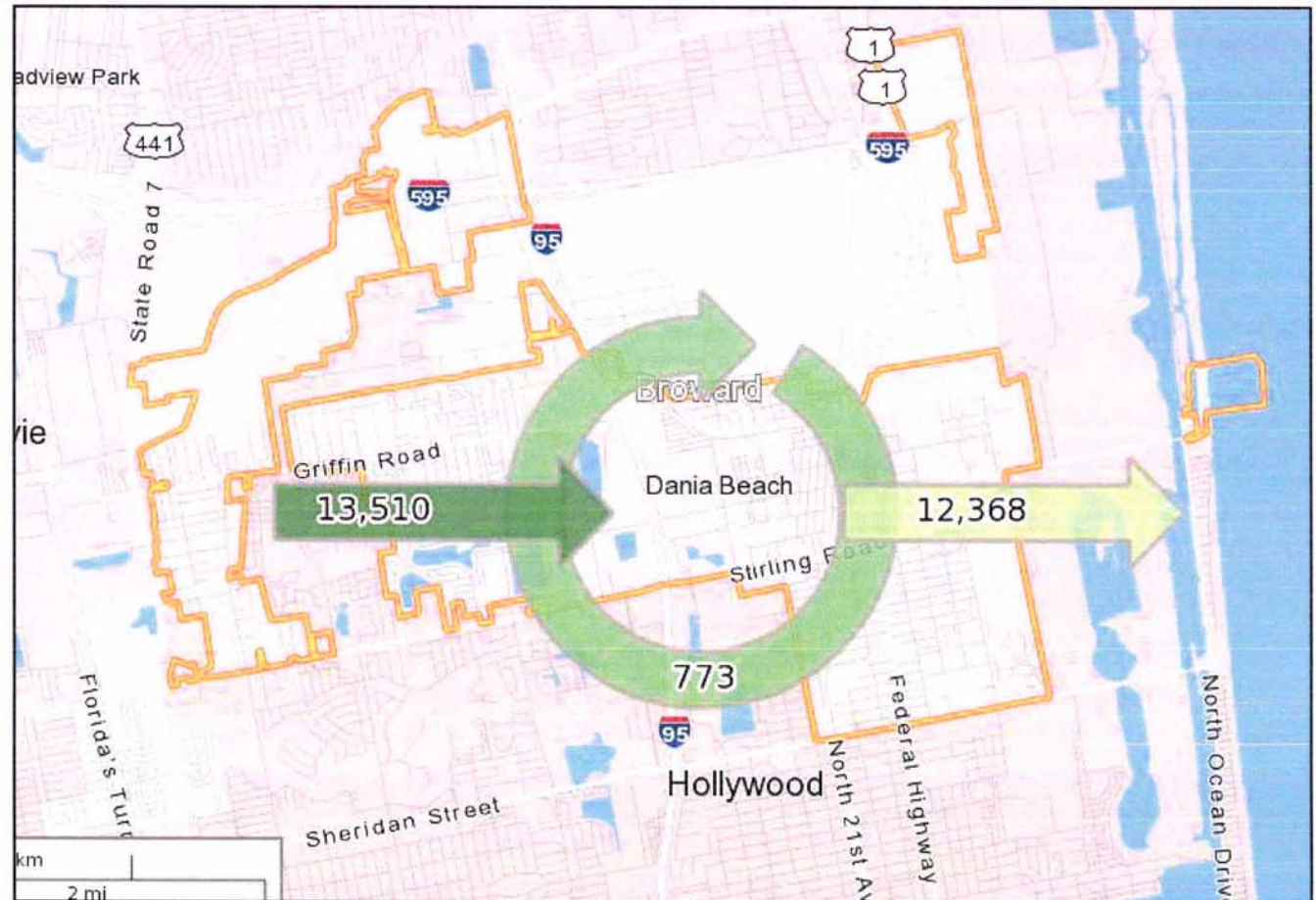
New Geography of Work

Mean Travel
Time to Work

26 Min

Live and Work
in The City

5.4 %



New Geography of Work

Rise of the Gig Economy

Non-Traditional Office Development

#1 Market for Co-Working Space

Telecommuting

24% of all workers all or part time

Average age 46

#1 Commuting Choice

New Geography of Work

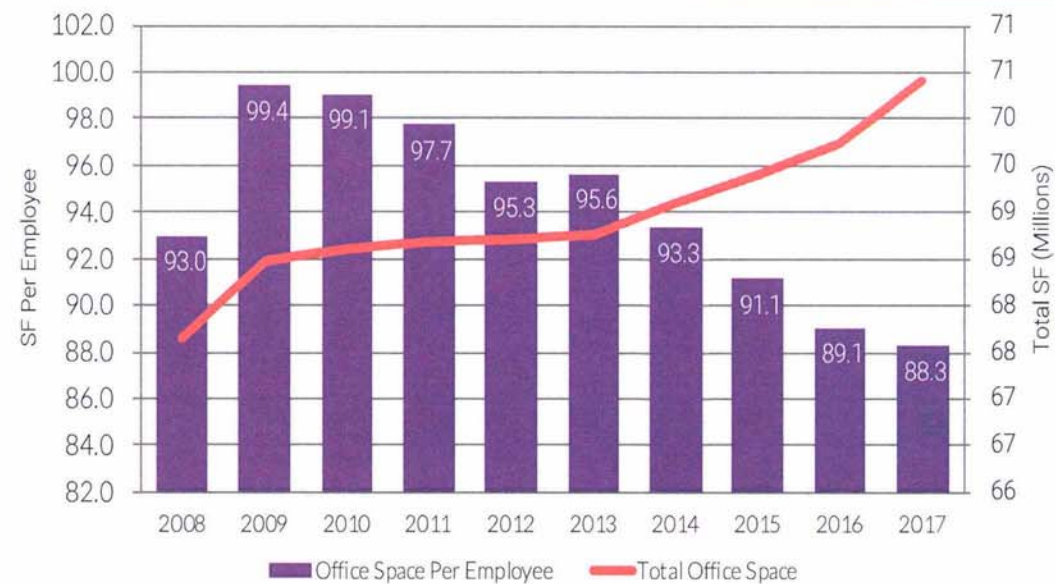
Percent of workers doing some or all of their work on their main job at home, 2006–2015 annual averages, United States

Year	Total	Management, business, and financial operations occupations	Professional and related occupations	Service occupations	Sales and related occupations	Office and administrative support occupations	Construction and extraction occupations	Installation, maintenance, and repair occupations	Production occupations	Transportation and material moving occupations
2006	21.1	32.3	33.2	12.1	20.3	8.2	14.5	10.9	3.8	6.1
2007	19.9	32.3	30.6	11.3	20.7	7.8	10.6	7.3	4.0	6.0
2008	21.1	29.8	32.1	13.0	24.3	12.3	5.5	9.2	5.5	7.3
2009	23.6	35.5	38.3	13.7	21.7	9.0	11.4	12.0	5.2	6.6
2010	23.6	32.9	32.9	15.0	26.6	10.6	11.6	12.7	6.3	10.3
2011	21.3	34.2	33.5	9.5	20.0	12.8	10.1	11.3	5.2	5.2
2012	23.2	35.5	37.0	10.1	21.4	9.3	16.0	14.7	6.2	7.2
2013	22.9	35.1	34.8	11.0	21.4	11.1	17.0	14.8	7.9	6.2
2014	23.1	36.8	34.0	12.0	26.0	8.5	15.0	9.5	4.6	6.3
2015	24.1	37.8	34.6	10.5	22.1	11.2	16.2	9.6	5.5	7.7

Source: US Bureau of Labor Statistics American Time Use Study, 2017

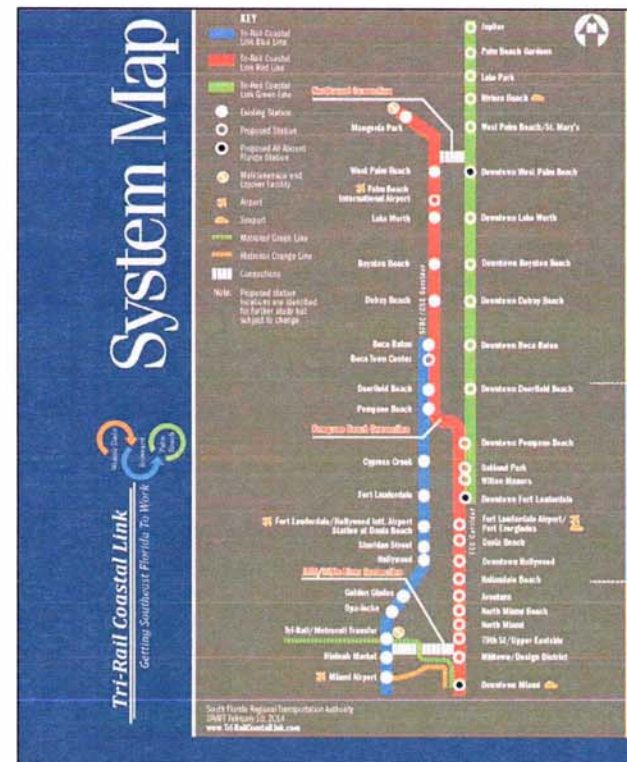
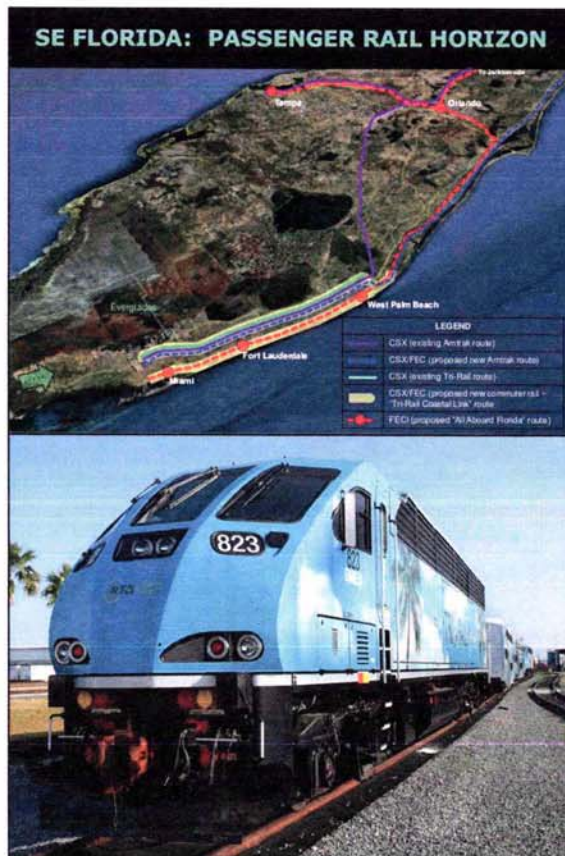
New Geography of Work

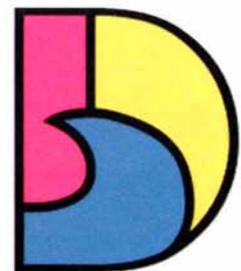
Broward County Office Space per Employee



Source: Bureau, of Labor Statistics, CoStar.
Analysis by FIU Metropolitan Center

Importance of Rail



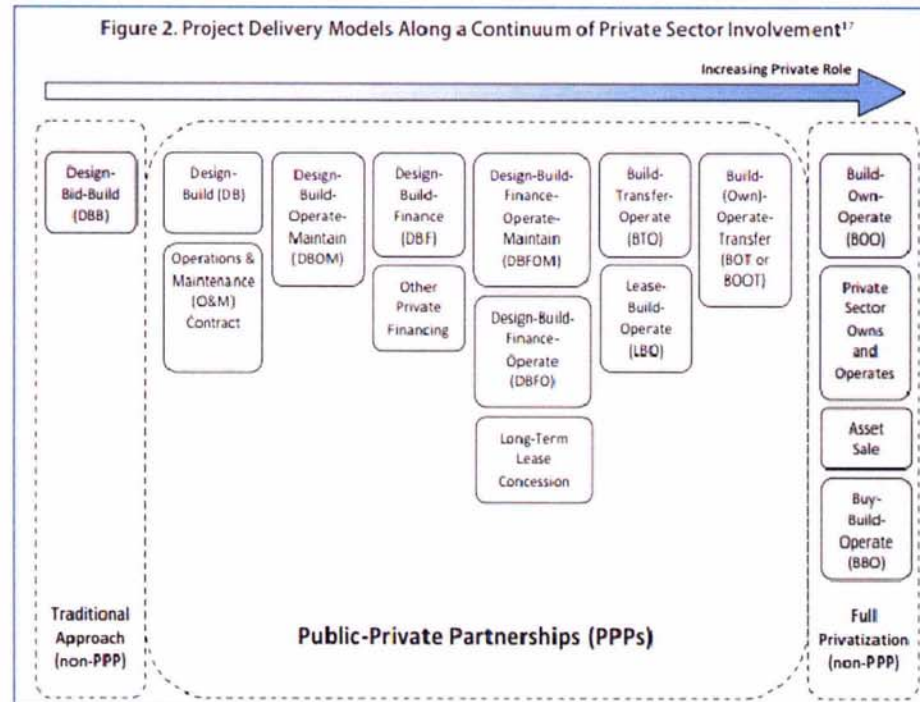


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Best Practice

Public - Private Partnership

P3



Design-Build-Finance-Operate-Maintain (DBFOM)

38 states have enacted some form of P3 enabling legislation

Florida: Fla. Stat. Ann. §287.05712 (2013)

Advantages

1. Use of best available professional expertise
2. Design and development speed and efficiency
3. Cost savings
4. Lower long-term maintenance and lifecycle costs
5. Public sector risk reduction

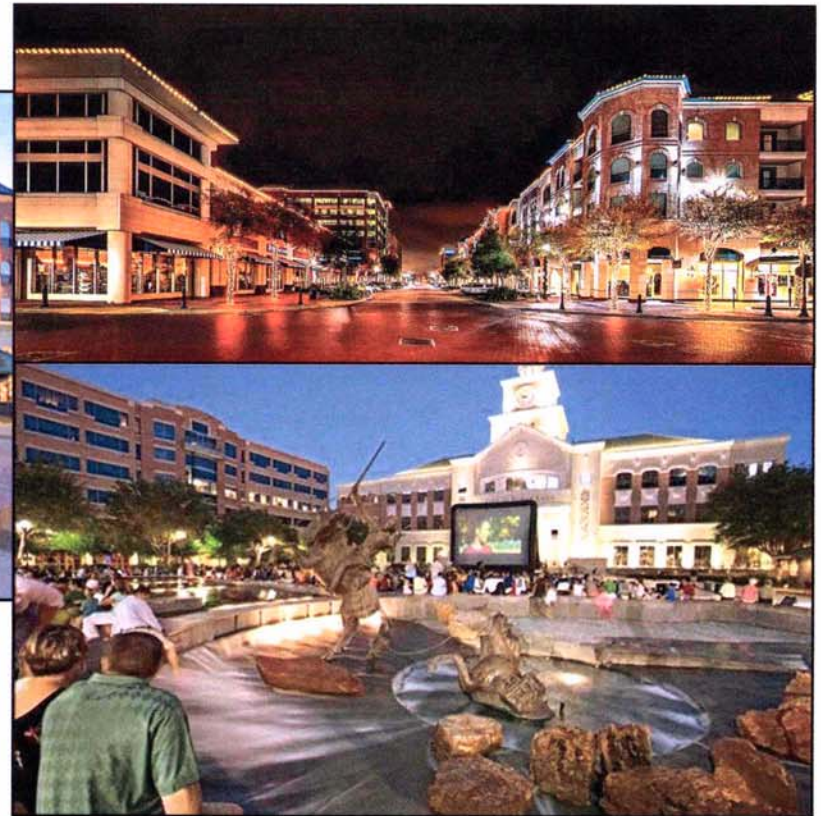
Long Beach Civic Center, City Hall, and Port Headquarters

P3



Sugar Land Town Square

P3



Oakland Park Square

P3

- City Hall: 29,000 sf
- Retail/Comm: 34,600 sf
- 87 Apts.
- 11 Live Work



Boynton Beach Town Square

P3



Chapel Hill Fire Station

P3



Creative Village, Orlando

P3

- \$60 million, 148,000-square-foot UCF academic building - communication, digital media, public service and health-related programs
- Valencia College: programs in digital media, health-information technology, and culinary and hospitality
- Workforce training facilities
- The Center for Emerging Media - UCF's top-ranked graduate video gaming school
- \$105 million, 15-story, 600-bed student housing development and Valencia College's 50,000 square foot culinary school
- A \$9 million, 600 space parking garage
- A mix of affordable, attainable and market-rate housing, including 256-unit multi-family housing development, and a 300-unit market-rate apartment. 103 units, or more than 12% will be affordable
- Creative Village is one of the largest transit-oriented developments in the southeast United States - 2 Rail Lines, Express bus System
- P3 UCF, Valencia College, the City of Orlando, and Creative Village Development, LLC (CVD), which is a joint venture between Bank of America Community Development Corporation (BACDC) developers Ustler, Baker and Myer
- CVD has been designated as the Master Developer
- City owns the property, which it sells at market rate for each part of the project
- CVD receives a profit share on land sales over a set amount, and develops and owns the private components of the Project
- Infrastructure funding provided through Federal, state and local grants.



St. Cloud, Minnesota City Hall

P3

- Sale of existing City Hall to developer for \$1
- 99-year, \$1 per year lease
- Developer makes all improvements to City Hall
- Developer gains rights to privately develop rest of property.



26 Budgeted P3 Projects



Privately Developed:

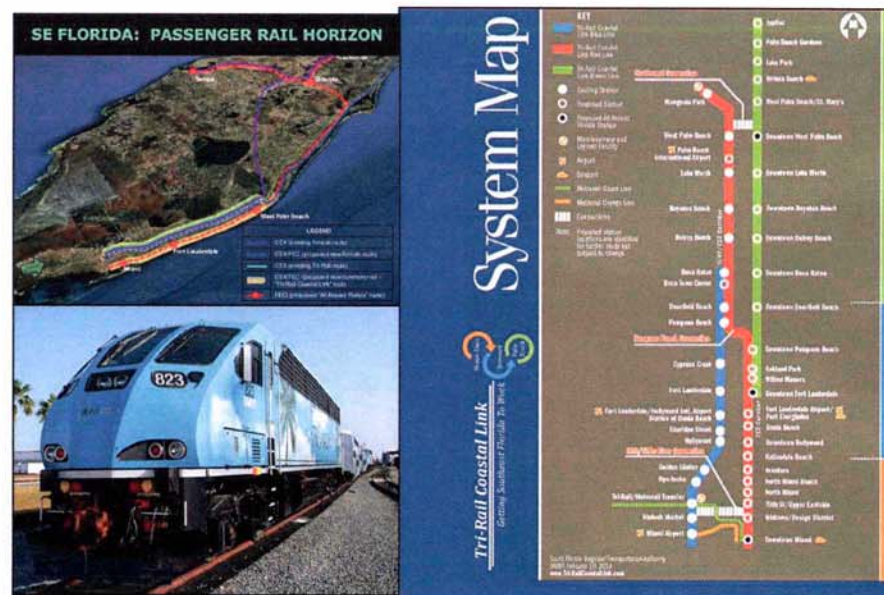
- On and off-campus student housing
- Hotel and conference centers
- Educational and training facilities
- Athletic facilities
- Parking
- Innovation campuses



Transit Oriented Development



- Reduced household driving, lowered congestion, air pollution
- TOD produces half as many car trips as conventional suburban development
- Increased transit ridership and fare revenue - average of 49 percent of residents of multi-family housing within ¼ mile use transit as primary transportation mode
- Added value created through increased and/or sustained property values where transit investments have occurred
- ULI: locations near transit best bet for investors five years in a row
- Improved access to jobs and economic opportunity for low-income people and working families
- Expanded mobility choices frees up household income for other purposes
- Health benefits — increased walking creates more healthy and active lifestyles
- Providing greater housing choice
- Improved safety - more street activity
- Revitalizing commercial corridors and older communities by catalyzing private investment and development





Grove Central



Dadeland



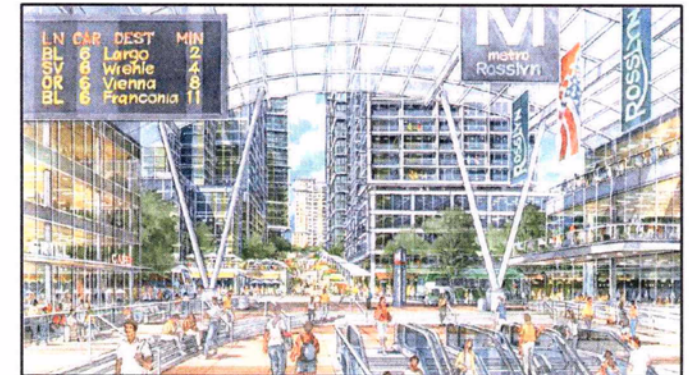
Gables Station



Deerfield Station



Fruitvale Village



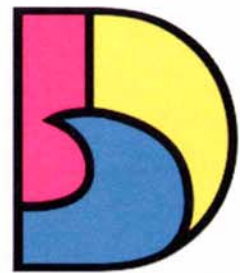
Rosslyn Station, DC

½ Mile Walk

Mix of Uses

150 DUA

50 Jos Per Acre



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Deal Structure

Deal Structure

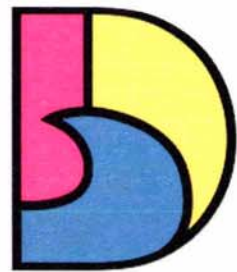


- 1 Preferred developer and City and complete a design and construction cost estimate for new facilities
- 2 Contract: developer acquires City Center sites from the City for \$1, or executes a ground lease for \$1 per year
- 3 Developer finances and completes construction City's new facilities for the cost of construction minus \$12.3 Million property value

Deal Structure



- 4 City assumes new space for Triple-Net Lease (NNN) of \$1 per year
- 5 Developer is responsible for maintenance, management, leasing and improvement of remainder of the complex.
- 6 Developer granted right to develop remainder of property according to detailed development agreement with the City



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Process: From
Here to There



1

Consider Engaging Professional Representation

- Complete Tenant Representation Professional Services RFP
- Release Tenant Representation Services RFP & Select Consultant
- Select and Contract Tenant Rep Consultant



② Decide on a Development Structure

- P3?
- Sale / Lease?



③ Complete a Space Program for all Government Functions

- Select Architecture Firm
- Complete Space Program



4

Structure a Flexible High-Quality Development Program

- Determine the Must-Have Elements of a New City Center
- Embrace a Dense, Highly Mixed-Use Development Plan
- Finalize a Commitment to Maximize Public Value
- Complete housing and job creation goals for the new City Center
- Get on Board the Train – Decide on the Preferred Configuration of the Coastal Link Station



5

Distinguish From and Leverage Dania Pointe

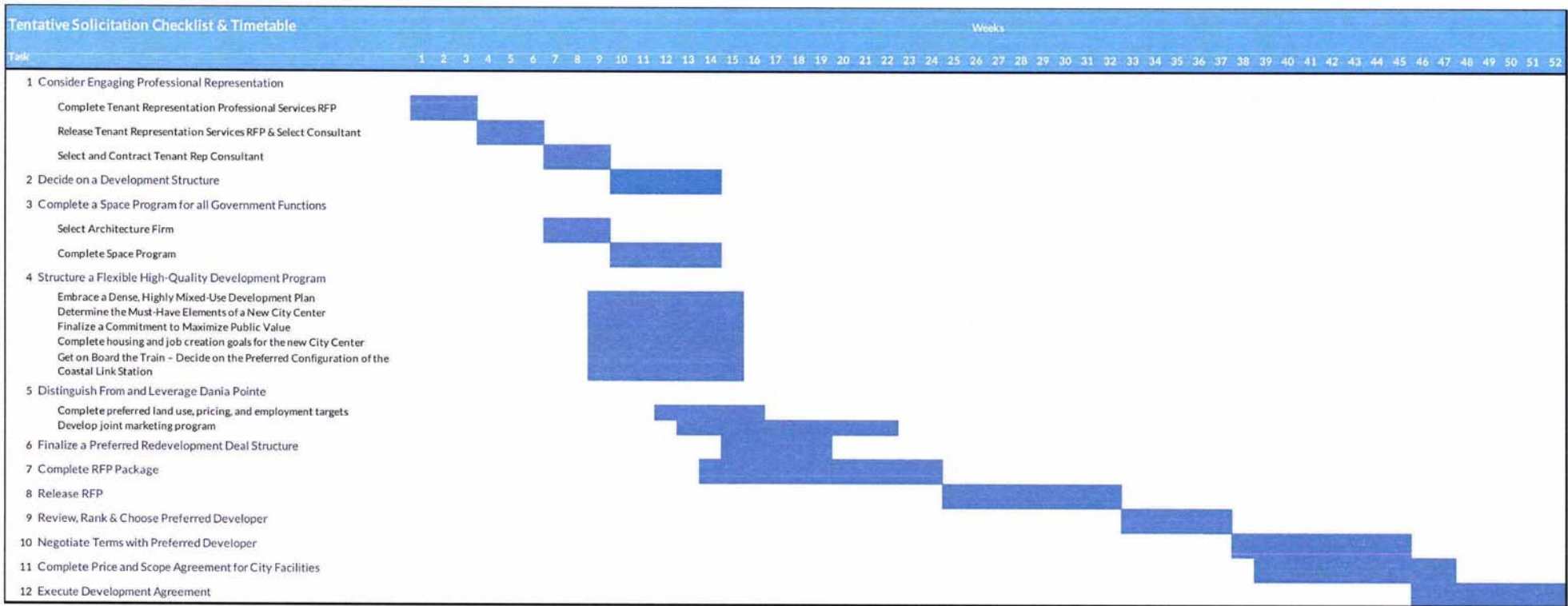
- Complete preferred land use, pricing, and employment targets
- Develop joint marketing program



- ⑥ Finalize a Preferred Redevelopment Deal Structure
- ⑦ Complete RFP Package
- ⑧ Release RFP



- 9 Review, Rank & Choose Preferred Developer
- 10 Negotiate Terms with Preferred Developer
- 10 Complete Price and Scope Agreement for City Facilities
- 11 Execute Development Agreement





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