

# CRESCENT CITY HARBOR FRONT DEVELOPMENT

PREPARED FOR:



# CREDE

PROJECT MANAGEMENT  
SERVICES PROPOSAL



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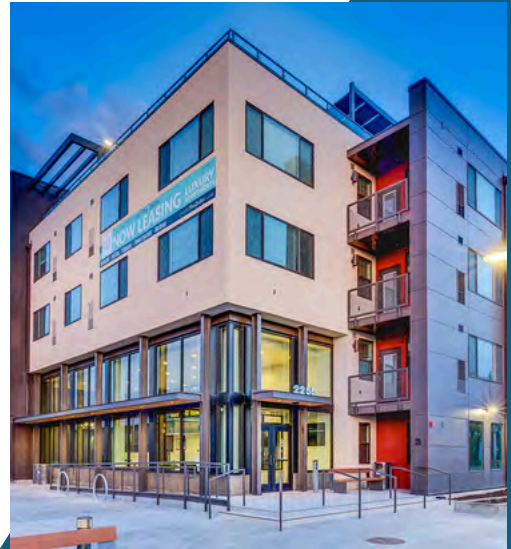
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July 8, 2024

Tim Petrick  
Crescent City Harbor District  
101 Citizen's Dock Road  
Crescent City, CA 95531

Dear Tim,

Following our recent discussions about the Crescent City Harbor Front site development strategy, we have undertaken a comprehensive review to further elaborate on the various options available for our proposed scope of engagement. Our goal is to ensure that our approach is fully aligned with your expectations and to emphasize our commitment to the successful completion of this project.

At CREDE, we are honored to lend our expertise to exploring the potential opportunities that the Crescent City Harbor Front site presents. Our dedication to upholding the highest standards in underwriting, development, and project management ensures we discover the highest and best use for the site. We eagerly anticipate further discussions and the opportunity to collaborate closely with the Crescent City Harbor District team to bring a profitable and successful project to life.

## **PROJECT SUMMARY**

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The Crescent City Harbor District is seeking CREDE's expertise for initial conception, feasibility studies, entitlement options, and assembling a team of pre-development professionals to design multiple options for the ground-up master-planned development. The project encompasses both horizontal development and vertical construction, with a range of possibilities including entitlement-only strategies, build-to-core, and build-to-suit for an end user. Additional options that align with Crescent City Harbor District's objectives will also be evaluated.

## **CREDE EXPERIENCE**

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As a National Real Estate Development and Project Management company, we have the bench strength and experience to support any project:

- CREDE has over 22 years of experience in Master Planning that includes Multi-family, Mixed-Use, Hospitality, and Retail components.
- CREDE's team consists of over (165) professionals with deep experience in all asset classes, giving us a firm understanding of the steps required to execute each stage efficiently.
- CREDE has projects ongoing in over (21) different states, with several active master planned projects including multi-family, mixed-use, hospitality, and retail components.
- CREDE has completed several master planned developments and urban infill redevelopment projects, and over 2,000 projects in the United States.
  - Vista Depot | Master planned mixed-use development 183-units, 301-keys, 422 parking | Columbia, SC
  - Alterra | Master planned resort, 800-keys, 1,700-units, 250K SF retail, 68K SF Rec Center | Deer Valley, UT
  - Branded Master Planned Community | Heavily amenitized, over 5,500 residential homes | North Carolina



## BENEFITS OF CREDE

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Here are some of the value-added benefits that CREDE brings to the table:

- **SCALABLE BUSINESS SOLUTIONS / STAFF AUGMENTATION:** A benefit of using CREDE is that we provide greater flexibility with an experienced team that is scalable for your project and company needs, allowing you to utilize our services as a project cost versus overhead burden to your G&A. This provides reduced risk and greater flexibility.
- **EXPERIENCED TEAM:** By providing a single-source solution with an experienced team in all areas under one roof, we help create greater efficiency throughout the development process.
- **INTEGRATED SOLUTIONS:** Having the same team throughout the development process from acquisitions, and entitlement, through pre-construction and completion of a project will help provide greater efficiencies and more effective communication through standards and procedures already in place. Our model offers a single-source solution with flexibility.

## PROJECT ROADMAP

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The below Project Roadmap outlines the categories required for the project. Our initial proposal focuses on the Feasibility Phase. Once complete, we will move towards the remaining roadmap of project requirements, providing a detailed scope and cost estimate based on the highest and best use of land.

### • FEASIBILITY STUDIES

- CREDE will collaborate with Crescent City Harbor District to create initial concept designs and conduct thorough feasibility studies for the harbor front site. This includes assessing market demand, zoning regulations, site constraints, and financial viability.

### • ENTITLEMENT OPTIONS:

- CREDE will aid in exploring and evaluating various entitlement options for the project, considering regulatory requirements and necessary approvals. This entails navigating the permitting process and engaging with local authorities to secure approvals.

### • TEAM ASSEMBLY:

- CREDE will leverage its extensive network and expertise to assemble the correct team of pre-development professionals, including architects, engineers, land planners, and other specialists, to design and execute the project effectively.

### • DESIGN MANAGEMENT:

- CREDE will collaborate with the assembled team to facilitate the design development process, exploring multiple options to meet Paydar Properties' objectives. This involves schematic design, design development, and coordination with stakeholders to refine proposed plans.

### • FINANCIAL AND TIMELY PLAN FORWARD:

- A key aspect of CREDE's service will be to develop the best financial and timely plan forward for the project. This will involve analyzing various development scenarios, conducting cost-benefit analyses, and identifying optimal strategies to maximize returns while adhering to project timelines



- **PERMITTING AND PLANNING ROAD MAP:**

- Create the road map to help facilitate the permitting process and assist in obtaining the necessary planning approvals from relevant authorities. Manage the regulatory compliance process to ensure adherence to local regulations and standards.

- **DEVELOPMENT MANAGEMENT: LATER PHASE**

- Acting as the Development Manager on behalf of Crescent City Harbor District, CREDE will oversee all aspects of project execution. This includes coordinating with contractors, architects, and other stakeholders to ensure seamless project delivery. CREDE will provide leadership, direction, and decision-making support throughout the project lifecycle to ensure that objectives are met efficiently and effectively

- **PROJECT MANAGEMENT: LATER PHASE**

- Implementing robust project management strategies to maintain project timelines and budgets. Provide transparent communication and regular progress updates to keep all stakeholders informed.

## **FEASIBILITY OBJECTIVES**

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The primary objectives of the project include:

- Identifying the most viable development options for the Harbor Front site.
- Upon identification and selection of proposal use, CREDE will secure the necessary entitlements and approvals for the development.
- Concept (not design) multiple development options to meet Crescent City Harbor District's objectives.
- Developing a comprehensive financial and timely plan to ensure the successful execution of the chosen development strategy.

We are confident that our collaborative approach, coupled with our expertise in project management, contract negotiations, and ground-up construction, will contribute significantly to the successful realization of any development finally chosen to move forward. CREDE is committed to working closely with Paydar Properties to achieve these objectives and deliver a successful outcome for the project.



## **PROJECT DELIVERABLES**

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Functioning as an extension of Crescent City Harbor District CREDE is committed to enhancing our understanding of ownership goals and financial metrics. We will assist you in meticulously planning the project to ensure its success.

As we do with our own deals, we break down each project into key phases. We assign specific team members to each phase who have the experience and local knowledge to help efficiently execute the specific scope requirements. Our goal through each phase is to decrease drag, facilitate the smooth execution of the project, and maximize its profitability and returns.

Below, we outline the details of our project deliverables and the estimated timeline for this initial phase of this project.

### **FEASIBILITY / HIGHEST AND BEST USE ASSESSMENT (ESTIMATED 90-120 DAYS)**

The approximate monthly duration may vary. This duration may be longer depending on public agency-required studies. To determine the actual viability of the project, this will entail delivering to the Owner the following:

- Work with Ownership to understand goals, objectives, and financial metrics.
- Develop a general roadmap that includes key deliverables and milestones that align with Ownership goals and objectives.
- Create an environment of collaboration that assists in early problem-solving and work to flow towards a common objective. Create communication avenues to enable the free flow of information between all involved.
- Assist the Client in selecting, retaining, and coordinating the professional services of Architects, Civil Engineers, Geo technicians, surveyors, special consultants, and testing laboratories required for the Project.
- Manage and supervise the project's professional firms, design teams, and consultants:
  - Architects
  - Engineers
  - Consultants and Subconsultants
- Identify the project's General Contractor(s) to assist with budgeting purposes.
- Review the Client's financial package, including estimates for hard costs, soft costs, and financing costs. with the proposed capital structure of the current market.
- Prepare budgets and schedules for the project in planning, development, design, construction, completion, opening, operations, and asset management.
- Assist the Client in identifying the best capital market teams located in the Rancho Springs area.
- Assist the Client in selecting, retaining, and coordinating the professional services of surveyors, special consultants, and testing laboratories required for the Project.
- Identify and interview potential third-party property managers.



- Review feasibility documents during their development and advise on proposed site use and improvements, selection of materials, building systems and equipment, and project delivery methods.
- Prepare an overall development schedule.
- Prepare an overall development budget.
- Identify the development team and required staffing.

## FEES & SCHEDULE

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We propose to provide the attached described services on a fee-based monthly agreement of the following:

**FEASIBILITY / HIGHEST AND BEST USE:** Hourly; Not-to-Exceed \$30,000 (Estimated 90-120 Days)

**NOTE:** Hourly rates are based on the attached standard rate schedule. Reimbursables will be billed at cost and may exceed the \$30,000 hourly billing.

Once feasibility services are completed and the Crescent City Harbor District team determines their preferred direction, CREDE will furnish Development and Construction Management services pricing and a detailed scope of work.

## NEXT STEPS

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CREDE's team is ready to work with the Crescent City Harbor District to develop an effective execution strategy for the Harbor Front project. With over 22 years of experience, our success stems from our ability to identify the proper steps and assemble a team of experts to implement plans efficiently. We will assist your team and oversee the entire process with the same dedication and attention to detail as if we were the investors. Our commitment to excellence ensures that we will deliver a strategic and impactful project that aligns with your goals and vision.

Thank you again from all of us at CREDE for the opportunity to earn your business and support. We look forward to working with you.

Sincerely,  
CREDE

Colby Durnin CEO & Principal

Steve Opp, Managing Director



The terms of this agreement may be changed up the discretion and agreement of both Crescent City Harbor District and CREDE Construction Advisory, LLC.

Signature of both parties below indicates the acceptance of this proposal and entrance into a contractual agreement by both parties.

CREDE Construction Advisory, LLC

Crescent City Harbor District

Name: \_\_\_\_\_

Name: \_\_\_\_\_

By: \_\_\_\_\_

By: \_\_\_\_\_

Its: \_\_\_\_\_

Its: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_



**EFFECTIVE JANUARY 1, 2024**

The following standard rate schedule for fee agreements is valid for the current calendar year. Any changes in this rate of compensation or reimbursement shall be subject to a specific agreement between CREDE and the CLIENT.

Principal	\$625.00
Managing Director of Development	\$350.00
CFO	\$350.00
COO	\$290.00
Senior Development Manager	\$350.00
Development Manager	\$275.00
Senior Project Manager	\$225.00
Project Manager	\$185.00
Assistant Project Manager	\$125.00
Project Coordinator	\$115.00
Administration	\$110.00
Accounting	\$105.00
Scheduler	\$185.00

**REIMBURSABLE EXPENSES**

Shall be provided in accordance with the schedule attached. The following are examples of allowable reimbursable expenses and, if applicable, ordinary third-party costs and fees shall include:

- Owner’s Representative models and renderings requested and approved in writing by the Client
- Large-format reproductions, photocopying, printing, and plotting, including presentation boards. Rates charged to be compared to those charged by commercial specialist companies
- Presentation preparation costs, including binding and printing
- Drawings and Specifications
- Messenger delivery, overnight shipping, or postal charges for reports, drawings, and specifications
- Permits and fees required by Governmental Agencies
- Out-of-state travel, including mileage, lodging, meals, parking, and entertainment with Client’s prior approval
- Project-related meals
- Local transportation (at Federal Mileage Rate) to or from Job site

Allowable reimbursable expenses, receipts are required to be submitted with all invoices for reimbursable expenses. The following are not considered reimbursable expenses:

- Local telephone and facsimile charge
- In-house color or b/w printing (small format)
- Meals and entertainment unrelated to project meetings or special event

**NOTE:** Owner’s Representative shall not be compensated for any services performed that are outside the Scope of Services or over and above the Contract Sum, except to the extent such services are the subject of a written Change Order or Modification, signed by both the Client and Owner’s Representative before Owner’s Representative performing the Services.

# Qualifications



## DEVELOPMENT



## PROJECT MANAGEMENT

CREDE is a full-service real estate Development company that provides Project Management services to its clients using the same approach we take on our direct investments. With two distinct divisions: Development and Project Management (Owner's Representation), CREDE's seasoned professionals provide clients and partners with on-the-ground guidance and expertise to efficiently execute all aspects of the development or redevelopment process.

Since 2001, CREDE's team has developed or repositioned thousands of assets nationwide. As both Developers and Project Managers, we are uniquely positioned to support our clients throughout an asset's entire life cycle. Our mission is construction oversight by optimizing its physical attributes and operational performance. With vast and diverse development and operational experience, as well as national and local market knowledge and relationships, CREDE is a true Real Estate Development company whose team brings vision, creativity, collaboration, and the ability to execute every project, regardless of the size, type, location, or stage of the project.

### THE CREDE ADVANTAGE:

- National Bench strength to provide turn-key solutions
- Experienced team with a strong understanding of all asset classes
  - Industrial
  - Multi-family
  - Mixed-Use
  - Office
  - Hospitality
  - Healthcare
  - Education
  - Retail
  - Senior Living
- Approach to all projects from an owner and developer's perspective
- Provide a full-service personal touch like a boutique firm
- Awareness and execution of current and future industry trends
- A robust network of industry experts





## DEVELOPMENT

CREDE is a private commercial Real Estate Development company that acquires, designs, develops, manages, and leases real estate properties in all asset classes, with a concentration in industrial and multifamily projects, in growth markets across mainland United States and Hawaii. As both a Developer and a Partner, we bring execution capabilities, grit, and persistence to our projects nationwide.

CREDE directs and supports the entire development process from the original concept to the completed structure(s). We have the incisive vision needed to source and develop distinctive projects from ground-up development to distressed property and reposition assets.







## PROJECT MANAGEMENT

CREDE has the resources and experience necessary to step into a project at any point in its business plan. We are capable of changing course as necessary to maximize asset value or facilitate quick execution. Our goal is to ensure that our interests are aligned with ownership to help drive efficiency and performance. CREDE's team of experts take the same detailed approach to project management on all projects as if they were our investment deals, increasing the consistency and efficiency of the project's overall performance.

CREDE is integrally involved in every phase of the construction process through our hands-on management style. We understand construction from both the owner and contractor perspectives, allowing us to anticipate and solve problems before impacting the schedule and cost. We recognize that effective management of time, expenses, and changes are critical to a project's success. We can also leverage our experience as operators to ensure the physical use of space aligns with the owner's long-term business plan. This skill set also enables us to evaluate work done to date and adjust accordingly based on the business plan.

### DEVELOPMENT ADVISORY SERVICES:

- Value Engineering
- Scheduling
- Financial Analysis
- Project entitlements and permits
- Business Plan Creation and Execution
- Financial engineering and sophisticated structuring
- Site Evaluation and Selection
- Market Research
- Analysis Detailed Cost Estimating



### PROJECT MANAGEMENT SERVICES:

- Pre-construction project feasibility
- Long-range planning and entitlements
- Due diligence support and analysis
- Cost estimates, budgeting, and reporting
- Value Engineering
- Design development
- Contract oversight and compliance
- Disposition support
- Asset & Property Management services



## STEPHEN OPP, RMO

PARTNER & MANAGING DIRECTOR OF MIXED-USE, MF & MPC



Stephen Opp serves as Partner & Managing Director of Mixed-Use, Multifamily, and Master Planned Communities at CREDE, specializing in urban infill, hospitality/residential mid to high-rise projects, and master-planned communities. In this role, Stephen oversees new and existing projects, bringing value and vision while guiding his teams from an executive level.

With over 25 years of experience, Stephen has expertly managed the entitlement and development of thousands of multi-family units, hotel keys, and residential units across North America, with a particular emphasis on mid to high-rise city center developments and destination communities. His expertise spans the entire real estate development pipeline, from large-scale residential/hospitality/mixed-use master-planned communities to light industrial and infrastructure projects. Stephen's multifaceted skills have enabled him to manage projects for both foreign and domestic clients, ranging from high net-worth individuals to Fortune Global 100 companies.

Before joining CREDE, Stephen worked as a development consultant for foreign corporations aiming to penetrate the US market or for other developers looking to grow their regional presence to a national footprint. Prior to his consulting career, he served as the special projects lead in a joint venture between Kajima Real Estate Inc. and The Austin Company. There, he oversaw underwriting and entitling, conducting executive-level due diligence for over \$3 billion in adaptive reuse and ground-up projects in Southern California. Earlier in his career, Stephen owned a multi-state construction firm, acting as RMO for the company and all its projects.

Stephen's unique understanding of the construction and real estate development process allows him to create value where others may not, making him an invaluable asset in the industry.

### EXPERIENCE

20+ years of Development Management and Advisory Experience in Real Estate, Engineering, and Construction Services to both small businesses and Fortune 500 clientele.

Experience in Entitlements, Master-Planning, Modeling

Expert in project design through development stages of mixed-use projects

### EDUCATION

Georgia State University, BS Business Management and Marketing

### CERTIFICATIONS

Certified Responsible Managing Officer

### SELECTED EXPERIENCE

#### MASTER PLANNING

##### **Desert Park Master Plan Development - Thermal, CA**

1.6 million square feet of competition and riding space, the Master Planned Desert International Horse Park is one of the largest equestrian facilities in North America. The space contains multiple facilities, race tracks, stables, and event spaces.

##### **Branded Master Planned Community – North Carolina**

Development of a Micro-Town master planned community heavily amenitized with over 5,500 residential homes.

#### HOSPITALITY/RESORT

##### **Continental Hotel - Los Angeles, CA**

12-story, 172-key, adaptive reuse boutique hotel with a speakeasy and two restaurants.

##### **Cambria Hotel, Los Angeles, CA**

15-story, adaptive reuse hotel with 180-keys

##### **660 Figueroa - Los Angeles, CA**

Redevelopment of 26 story office building to hotel

##### **Commercial Exchange Building - Los Angeles, CA**

Historic Redevelopment to Freehand Hotel

##### **445 S Broadway - Los Angeles, CA**

13 story, 150 key Hilton Hotel





**STEPHEN OPP**, Partner & Managing Director of Mixed-Use, MF & MPC  
*(Continued)*

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**Hampton Inn/Hilton Curio**

Hampton Inn is a 170 key hotel shared the podium with 383 key Hilton Curio hotels, 850 subterranean parking spots

**Broadway Trade Hotel**

175 key adaptive reuse historic building to hotel

**Hyatt Regency Convention Center Hotel - Columbia, SC**

20 stories, 300 key hotel

**420 Camden Beverly Hills**

Office to hotel conversion, 75 key boutique

**9800 Sepulveda - Los Angeles, CA**

275 key office to hotel conversion

**Blaine Street - Los Angeles, CA**

1,200 key hotel - Entitlements

**Hyatt Place - San Gabriel, CA**

10 story hotel

**Hyatt Centric - Columbia, SC**

12 story hotel, 150 keys

**Hyatt House - Columbia, SC**

7 story hotel, 125 keys

**Columbus Street - Charleston, SC**

175 key boutique Hotel, (8-9 stories)

**Le Meridian - Arcadia, CA**

9 story hotel and condo

**Dual-Branded Hyatt - West Palm Beach, FL**

16 stories, 234 keys

**Burbank Hampton Inn and Suites Redevelopment - Burbank, CA**

4 story hotel, 105 Keys

**MIXED-USE**

**Olympia, Los Angeles, CA**

Three towers over the shared podium with 200,000 SF retail, 2,313 parking spaces, 879 Apartments/ Condos, and 1,000 key hotel. 1.1M square foot total project



**STEPHEN OPP**, Partner & Managing Director of Mixed-Use, MF & MPC  
*(Continued)*

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**5353 Crenshaw - Los Angeles, CA**

170 unit apartments over 25,000 SF of retail

**920 Fairfax - West Hollywood, CA**

24 unit, 6 story commercial/residential condo

**MULTI-FAMILY**

**Vara, Los Angeles, CA**

315,000 SF, 21-story mixed-use project with 20,000 SF of retail, 161 luxury units, and a rooftop pool

**Arris, Los Angeles, CA**

30-story mixed-use project with 312-units and a rooftop pool

**Nexen - Koreatown Apartments**

228 units and 7 stories

**717 Hill Street - Los Angeles, CA**

20 story, 240 units apartment tower

**4th & Broadway (Perla)**

450 unit condo

**Oak Knoll**

72 unit, 10 story luxury apartments over three levels subterranean

**Los Robles Apartments - Pasadena, CA**

180 units, 5 stories

**Riverstone Apartments - West Palm Beach, FL**

9 stories, 374 luxury apartments - in construction now

**Lake Merced Apartments - San Francisco, CA**

722 unit redevelopment of apartments

**SENIOR LIVING**

**Pacific Palisades Assisted Living**

7 stories



## DON WOOD

SENIOR PROJECT DIRECTOR



Don Wood brings 20+ years of construction management experience to the CREDE team. Mr. Wood has proven his consistency in successfully implementing and managing the development of multifamily, mixed-use, and hospitality projects. The senior developer has experience in the Owner’s representation for due diligence, facilitation in Design Team contracts, schedules, project design, pre-construction negotiation, and managing budgets. His wide range of construction trade experience and responsibilities allows him to bring his knowledge onto a job, play a key role during the pre-construction phase, and develop RFP Proposals and work through the construction phase and project acceptance by the jurisdiction.

Before joining CREDE Construction Advisory Services, Mr. Wood served as a Principal for Landmark Development Services. As a Principal, he directed the company’s construction management for commercial retail, office, medical and industrial projects in Southern California. He also helped provide construction and development services for clients in the multi-housing and residential foreclosure market. He also worked as a development manager for The Koll Company, where he implemented and managed the development of office and development projects.

### EXPERIENCE

20+ years of construction management experience

### EDUCATION

University of the Pacific, Stockton, BA - Communications

### CERTIFICATIONS

OSHA Training, Construction Safety & Health Training Course

### LICENSE

B License #943453, California Contractors State License Board

### SELECTED EXPERIENCE

#### RETAIL

##### **Stater Bro's Riverside Plaza - Riverside, CA**

49,478 SF location with full repositioning of an older K-mart localization that a Ross and Autozone anchor as adjacent tenants.

##### **Grocer (Confidential) - Studio City, CA**

New-build grocery store construction project with a total of 35,077 SF on podium deck with 152 structured parking spaces below. Additional retail front of 2100 SF located at the front of the podium deck.

##### **Citrus Landing - Riverside, CA**

The project included 95,000 sq/ft of retail space anchored by a 49,000 sq/ft Stater Brothers. Additional existing building was separated into multiple units including a drive through Panda Express.

#### RESIDENTIAL

##### **Park Avenue Residences - Salt Lake City, UT**

Located 10 minutes from downtown Salt Lake City in the neighborhood of Sugar House, the Park Avenue Development Project is a 9.5 Acre transit-oriented development project, which includes a 238-unit (163,000 SF) multi-family development, a 150,000 SF Class A office building, and a 170,000 SF health center for the University of Utah. Developed in conjunction with Westport Capital Partners and Cottonwood Residential, the development project sits on the former Shopko site.

##### **Berkeley Plaza - Berkeley, CA**

450-unit high-rise multi-family tower with 35,000 SF of retail space located in the heart of Berkeley, California.

##### **Millcreek / Richmond - Salt Lake City, UT**

328 apartment units with three parking levels: one below grade and two above. There are five (5) levels of residential units and a rooftop deck.

##### **Broadway Apartments - Salt Lake City, UT**

254 apartment units with two parking levels: one below grade and one above. There are five (5) levels of residential units and a rooftop pool deck.



**DON WOOD,** Senior Project Director  
*(Continued)*

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**Nexus on 9th - Salt Lake City, UT**

The mixed-use property includes 29 units with balcony and or rooftop patios; and 48,000 SF of retail space with a subterranean parking structure.

**HOSPITALITY**

**Legado Redondo Beach - Redondo Beach, CA**

6 Acres – Multi-Use - 113 Units above 2 Levels Parking, 20k Retail, 110 Key Hotel

**The Montage Resort - Laguna Beach, CA**

\$90 million, renowned destination resort. 38-acre site development including resort, city park, and residential.

**INDUSTRIAL/OFFICE**

**Koll Center - Calabasas, Industry, and Ontario, CA**

Three industrial office buildings with a cost totaling \$72 million. The largest Koll Center in Ontario is 190,000 SF.

**Rodeo Road - Los Angeles, CA**

\$12 million, 3-acre, creative office building redevelopment.



## GINA WIECZOREK

SENIOR PROJECT MANAGER



Prior to joining CREDE, Gina was the Principal of Casitas Development Services, a privately owned construction management and real estate development consulting firm involved in all phases of the design, permitting, and development process. Thoughtful and architecturally significant design, from the facade to the interiors, is always a key component to all projects Gina undertakes.

Prior to starting Casitas, Gina previously worked as a Development Director at Urbaneer Investment Partners. As a Consultant to Urbaneer, Gina provided over 15 years of overseeing strategic initiatives, development, and construction management experience on numerous commercial, retail and multifamily projects nationally. While working with Urbaneer, Gina provided the team with seasoned project management experience delivering high-quality projects on schedule and under budget. She specializes in multifamily development and has project-managed mid-rise and high-rise projects in both LA and New York.

### EDUCATION

Bachelors of Science - California  
Polytechnic State University - San Luis  
Obispo

Masters of Business Administration -  
New York University

### AFFILIATIONS

- ULI Member
- Co-Chair of Programs Committee
- LA DC Advisory Board member
- NEXT member
- Housing Council member
- REACH Mentor
- Small Scale Development Product Council member

### SELECTED EXPERIENCE

#### **399 Park Ave Commercial Tower Repositioning - New York, NY**

\$1B+, 1,700,000 sq/ft, office tower. Managed commercial redevelopment of a \$1B+ Class A 1.7M sf office tower located on a block long parcel on Park Avenue. Developed project schedule and phasing plans including setting milestone dates for all facets of construction including façade reskin and renovation of a 40-story building, new construction of glass jewel box and outdoor amenity spaces, lobby renovations and white box interior spaces; ensured project completion within budget, schedule and in conformance with specifications.

#### **Friends Seminary - New York, NY**

\$60M, 83,000 sq/ft, educational facility. Landmark façade restoration (1852 vintage), New 29K sq/ft school addition, garden terrace, addition of great room and theater space to existing building. Oversaw the following trades: excavation and shoring, steel, concrete, historic window replacement, cornice and eyebrow restoration, masonry restoration, roofing, façade cladding, skylights, ornamental metals, carpentry, painting, excavation and shoring, stone and tile, hardscape, acoustical, theater seating trades including drafting scope and awarding contracts; coordinated all activities among the subcontractors and the design team.

#### **Rancho Badillo Ground-Up Market Rate Apartments - Covina, CA**

28 Units.

#### **Melrose Ave Ground-Up Market Rate Apartments - Los Angeles, CA**

52 Units.

#### **National Blvd and Wesley Adaptive Reuse Creative Offices - Culver City, CA**

28,000 sq/ft.

#### **E 3rd Street - Long Beach, CA**

13 Units.

#### **Ocean Blvd Adaptive Reuse and Ground-Up Apartments - Long Beach, CA**

263 Units.

#### **Belleview Ave - Los Angeles, CA**

19 Units.

#### **Gilmore Ave - Los Angeles, CA**

4 Units.





**GINA WIECZOREK**, Senior Project Manager  
*(Continued)*

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**N Harvard Ave - Los Angeles, CA**

8 Units.

**Westmoreland Ave - Los Angeles, CA**

16 Units.

**York Avenue - Los Angeles, CA (Theater Renovation Project)**

10,000 sq/ft.

**DeLongpre Apartments - Los Angeles, CA**

68 Units.

**Edgware Ave - Los Angeles, CA (HPOZ)**

Two Bungalows. 5 Units.

**Virgil Ave - Los Angeles, CA**

Commercial Repositioning Project. 9,000 sq/ft.

**Linden Ave - Long Beach, CA**

10 Units + 2 ADU's.

**Granada - Long Beach, CA**

5 Units



## JOE KILAR

MANAGING DIRECTOR - OPERATIONS



Joe Kilar has over 30 years of construction experience in both the Domestic and International markets. His expertise centers on the planning and delivery of a diverse set of construction and development projects through practical management in a way that ensures efficient usage of time and resources. He has consistently shown skills in program management, creating and following policies and procedures, process improvement, design planning, development of strategic goals, solution management, status and reporting, and an outstanding ability to lead.

As the Chief Operating Officer of the Construction Advisory Services Division at CREDE, Joe is responsible for providing his vast experience in all areas of our operations. His hands-on approach and commitment to each project will ensure that the proper staffing and resources are available as required and in a timely manner.

The breadth of his experience includes healthcare, pharmaceutical, hospitality, residential, commercial, transportation, education, and sports facilities.

Prior to joining CREDE, Joe was Executive Vice President and Head of Global Construction for Samsung Construction and Trading and was responsible for their work in the Middle East. Prior to moving to Samsung Joe was Chief Operating Officer for EMAAR Economic City at King Abdullah Economic City in Saudi Arabia.

### EDUCATION

Worcester Polytechnic Institute,  
Massachusetts, BS - Civil Engineering

### AWARDS

Robert H. Goddard Alumni Award for  
Outstanding Professional Achievement

### EXPERIENCE

25+ years of progressive leadership in  
domestic and international business  
development projects.

20+ years working at a Senior Level  
Executive, directing operations and  
coordinating construction efforts for  
multiple high-level projects, including  
projects with an estimated  
development cost of up to \$27B.

### SELECTED EXPERIENCE

#### Phoenix Battery Lofts - Phoenix, AZ

The Battery, \$63 Million, Traditional. As the COO for CREDE, Joe oversaw the construction of a 278 Unit multi-family apartment building with a rooftop pool, BBQ, fitness center, and multiple floor amenities. The project consisted of two 5 story buildings on opposite sides of Buchanan street in the warehouse district of Phoenix, AZ. CREDE led the construction from the owner to take over the project through construction.

#### Three Sixty West Worli Development, Mumbai

\$800M. One 82-story residential tower and one 60-story tower including a RitzCarlton Hotel and 30-stories of residential apartments.

#### Eterna and Enigma Towers Development, Mumbai

\$310M. Project made up of six, 62- 64-story residential towers including threebasements and seven podium levels with an overall development area of 6,050,000SF.

#### Sky City Development, Borivali, Mumbai

\$375M. Eight 60+ story residential towers, a 200-key hotel tower, and a retail Mall. Currently the first phase of five residential towers are under construction.

#### Centre Pointe Hotel & Infrastructure and Hilton Homewood Suites Hotel - La Quinta, CA

This \$21.8 million Centre Pointe Development Project consisting of general contracting services is located in La Quinta, California. The project consists of 46 acres of infrastructure and site improvements, including Seeley Drive, a park, several building pads for future restaurants, and 120,000 square feet of medical office buildings. Turner will also be building a three-story wood-framed Hilton Homewood Suites hotel with 129 rooms and meeting rooms. The project was awarded primarily due to the pre-construction effort of Turner over the last year.

**JOE KILAR**, Managing Director - Operations  
(Continued)



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### **ADDITIONAL EXPERIENCE**

#### **Ironwood Country Club - Palm Desert, California**

Turner provided Preconstruction Services for the Ironwood Country Club renovation project located in Palm Desert, California. The project consists of the renovation of the 38,000 square foot Clubhouse, consisting of a golf pro shop, a kitchen, a bar and lounge, an expanded golf cart barn, locker rooms, dining, card rooms, outside terraces, administration offices, and an outdoor barbecue area. The renovation of the 10,000 square foot Sports Center, which contains a tennis pro shop, lounge, kitchen, fitness/aerobics area, locker rooms, offices, massage rooms, and additional site work. The project also includes a 2,200 square feet addition to the Spikes Building, which is a halfway house, consisting of a kitchen, dining and lounge area.

#### **The Moda Center - Portland, OR**

The Moda Center Arena for The Portland Trailblazers, \$262 Million, Traditional. As the Construction Manager on the project, Joe Kilar helped build the home of the Portland Trailblazers, The Moda Center. The 785,000 sf arena holds 21,485 spectators and sees use in various sports and events: hockey, monster trucks, circuses, etc. Joe assisted in full-service Design Management, Project Management, and Construction Management.

#### **Loma Linda University Medical Center - Loma Linda, California**

The project is a non-disruptive seismic retrofit of the Main Hospital Building of Loma Linda University Medical Center (Buildings A, B, and C) demonstrating minimally disruptive laser technology for concrete cutting and coring. Building B is approximately 91,500 square feet and Building A&C is 493,000 sq. ft. in area. The upgrade project is designed to meet Senate Bill 1953 requirements for the structural performance category 2 (SPC 2), and non-structural performance category 3 (NPC 3). This strengthening will permit the operation of Buildings A and C for acute-care purposes beyond the year 2008, until 2030.

#### **Eisenhower Medical Center - Rancho Mirage, California**

The Eisenhower Medical Center - Annenberg Pavilion is a new five-story 250,000 sq. ft. Patient Care Tower that will accommodate 126 beds. The project is located in Rancho Mirage, CA, and has a construction volume of \$115M. Also included is a four-story connector bridge that will link the new Annenberg Pavilion to the existing hospital. Turner Construction Company is providing Preconstruction Services that include cost analysis, constructability reviews, and scheduling services. At the conclusion of the two-year preconstruction assignment, Turner will be performing General Contracting services for the construction of this facility.

#### **Connexion at Farrer Park - Singapore**

Connexion is a fully integrated healthcare and hospitality facility with 220 beds, 18 operating theaters, 10 floors of medical office suites, and a 250 room Luxury Hotel. Completed in 2014.

#### **Palm Springs Convention Center Expansion, Phase II - Palm Springs, CA**

The Palm Springs Convention Center project development commenced in March 2003, through Bidding in February 2004. Project Construction commenced in April 2004 and will be completed in August 2005. Expansion Phase II is made of structural steel with metal stud and EFIS, plaster exterior, and masonry. The center will include an exhibit hall expansion of 36,000 sq. ft., and new ballroom and pre-function area of 60,000 sq. ft. with exterior covered stone canopies totaling 26,000 sq. ft., and an expansion of the central plant, new MEP equipment rooms and services, new administration building, loading dock, and complete site work. The challenges will include coordination of the existing occupied facility and MEP systems during the expansion and construction.



## COLBY DURNIN

CHIEF EXECUTIVE OFFICER



Colby Durnin is the founder and CEO of Commercial Real Estate Development Enterprises (CREDE). Founded in 2001 while working with Oaktree Capital Management, Mr. Durnin and CREDE developed and redeveloped more than 100 projects, including all asset classes, spanning 15 states and 5 countries. Mr. Durnin holds a BA from the University of San Diego and an MBA from the University of Hawaii; he is a licensed California, Nevada, and Texas Real Estate Broker. Mr. Durnin is a member of YPO and on the executive committee of their real estate network, a council member of the Urban Land Institute, ICSC, and the Team 100 Foundation. Mr. Durnin’s projects have received various awards, including:

- 2019 Utah CCIM Development of the Year for the University of Utah Healthcare Center
- 2019 Utah CCIM Transaction of the Year for The Zeller Apartments
- 2018 Utah Construction and Design Most Outstanding Multi-Family Project for The Zeller Apartments
- 2018 AGC Best Multi-Family Residential/Hospitality Project of the Year for The Zeller Apartments
- Portland Business Journal – Transformer Award for Town Storage Office 2018
- NAIOP Portland 2018 Development of the Year, 2nd place for Town Storage Office
- 2018 Demuro Award for Excellence in Preservation and Reuse for Town Storage Historical Building
- NAIOP Portland 2018 – Best Lease Transaction for Town Storage Office Autodesk
- NAIOP Best of the Bay 2014 – Best Investment Transaction for 1019 Mar-ket Street with Zendesk as the Tenant



## THOMAS REITER

PRESIDENT

Thomas Reiter joined CREDE in 2015 as a Principal and serves as its President and runs the Development Division. Prior to working with CREDE, he was a Principal in commercial real estate development ventures and a partner in a private equity fund. Previously, Mr. Reiter was the Chief Investment Officer for two family offices in Southern California. Mr. Reiter managed, sourced, structured, and developed real estate projects, private equity holdings, public securities, and oil, and gas investments in those positions. He was instrumental in raising debt and equity, structuring investment agreements, introducing strategic partners, and executing the respective business plans. During his tenure, he developed and/or managed real estate holdings in over 20 states in a wide array of asset classes, including hospitality, industrial, multi-family, office, quick-serve restaurants, and retail.

Mr. Reiter started his career with Ernst & Young and KPMG where he focused on capital market transactions in the US and Europe, assisted companies with mergers and acquisitions, SEC transactions (IPO’s and secondary offerings), and CMBS bond offerings.

Mr. Reiter holds a Bachelor of Science from St. Cloud State University and is a recipient of San Diego’s “40 Under 40” honor in 2009. He is a member of NAIOP and ULI.



## Deer Valley Ski Resort

Deer Valley, UT

The master plan project for the Deer Valley Ski Resort encompasses the development of 3,700 acres of new terrain, the installation of 16 new ski lifts, including a state-of-the-art 10-passenger gondola, and the creation of a new Village area.

The new village is slated to have over 800 hotel rooms across multiple properties, nearly 1,700 residential units, 250,000 sq/ft of retail and commercial space, and 68,000 sq/ft for recreation center.

**Key Features Include:**

- 3,700-acres of new terrain
- 800 hotel rooms
- 250,000 sq/ft of retail and commercial space

## Future Legends Sports Complex

Windsor, CO

Future Legends Sports Complex is a 118-acre master-planned sports park and retail development project. Master planning for this project included the site planning, zoning, entitlement, public/private partnership with the Town of Windsor, budgeting, proformas, formation of two (2) Special Districts and the issuance of \$29 million of tax exempt bonds for development funding for a minor league baseball/soccer stadium, three (3) hotels, a 900 bed dormitory, 40,000 sq/ft of commercial space, a domed (inflatable) structure for indoor sports as well as 18 additional ball fields for baseball, soccer, and lacrosse.

**Key Features Include:**

- 118-acre master-planned sports park
- 40,000 sq/ft of commercial retail space
- Minor league baseball/soccer stadium







### Palm Beach Riverstone

West Palm Beach, FL

Palm Beach Riverstone is a new development that includes a 9.21-acre land acquisition, entitlements, and zoning changes to provide for Phase I construction of an eight-story, mid-rise mixed-use multi-family complex. The project includes a 75,000 sq/ft hotel, 374 multi-family residential units, and a 6,000 sq/ft parking garage. The property is located in West Palm Beach, Florida at the intersection of the I-95 Freeway and the 2300 block of 45th Street, just two miles from the Intercoastal waterway and Palm Beach.

#### Key Features Include

- 374 multi-family units
- 433,576 sq/ft
- 6 story parking garage
- 75,000 SQ FT hotel

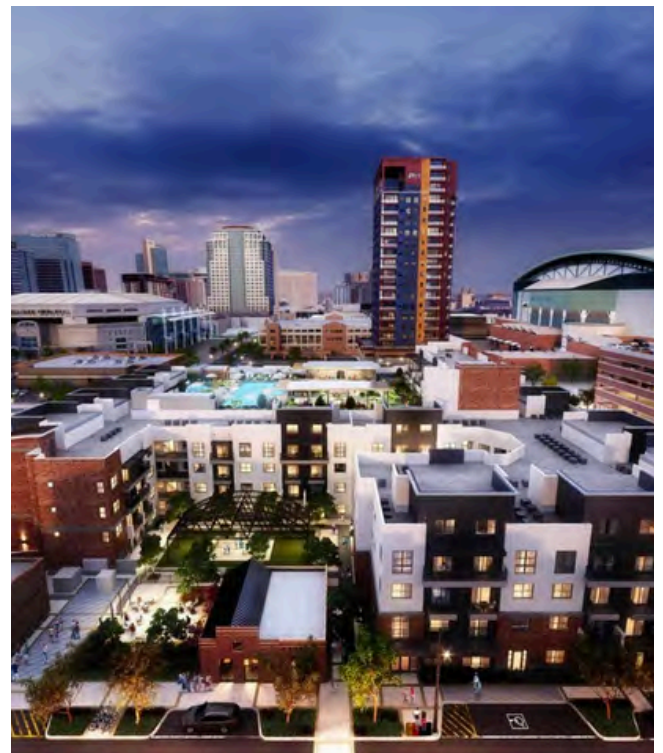
### The Battery Lofts

Phoenix, AZ

Our team is currently providing project management services as the Owner’s representative for this high-end and loft housing development for JMA. Services include project management, jurisdiction approvals through design and occupancy, raising equity, and managing the tax abatement plan with the City of Phoenix. The project includes 276 multi-family residential units and 4,500 sq/ft of retail space.

#### Key Features Include:

- 276 multi-family units
- 4,500 sq/ft retail space
- Direct adjacency and access to Chase Field, home to the Major League Baseball team the Arizona Diamondbacks.





## Village Square

Las Vegas, NV

Village Square Las Vegas is a popular lifestyle center located in the suburb of Summerlin, Nevada, offering a variety of dining, entertainment, shopping, and health and fitness services. The center was originally built in 1998, and in collaboration with Westport Capital Partners, CREDE successfully executed the center's redevelopment in 2014.

The Commercial tenant improvements involved redeveloping the two-story, 57,000 sq/ft center featuring retail and office space. The site comprises eight buildings spread across 19.62 acres, totaling 243,823 GSF.

### Key Features Include:

- 57,000 sq/ft of Retail and Office Space
- 8 Buildings
- 19.62 Acres

## Kaleidoscope

Mission Viejo, CA

Kaleidoscope is a 243,000 sq/ft retail mixed-use development at the intersection of Crown Valley Parkway and Interstate 5 Freeway in Mission Viejo, CA. The center features several national tenants, including Union Market, Edwards Cinemas, LA Fitness, and Burke Williams Spa.

The commercial tenant improvement project included adding creative office suites, refurbishing outdoor seating, and enhancing the family-friendly public activity areas.

### Key Features Include:

- 243,000 sq/ft of Retail and Office Space
- 3 Level Parking Structure
- Outdoor Seating and Activity Areas







## Outrigger Resort and Spa

Keauhou, Kona, HI

Outrigger at Keauhou Bay boasts 509 rooms and suites, providing a unique fusion of adventure, culture, heritage, and hospitality. Nestled overlooking Kailua-Kona's manta ray coastal feeding grounds, the hotel offers convenient access to Kona Coffee farms and snorkeling adventures.

The Property Improvement Plan (PIP) for the Outrigger Kona Resort and Spa included renovating guest rooms, guest corridors, public areas, the chapel building, multi-level pool areas, meeting rooms, convention center, and the V-47 Club Lounge

### Key Features Include:

- 509 guest rooms and suites
- Multi-level pool areas
- 100,000 SF of outdoor space

## Hotel King Kamehameha

Kailua-Kona, HI

The newly renovated Courtyard King Kamehameha's Kona Beach Hotel is situated on a white-sand beach with direct access to many water activities, including catamaran tours, parasailing, onsite water sport rentals, and cabana and daybed rentals.

The beachfront hotel features 452 newly renovated guest rooms and suites, complete with new island-inspired décor, modern amenities, spacious lanais, and sparkling ocean views. The Big Island hotel is located in the heart of downtown Kona, where you will find dozens of shops, restaurants, and local artisans nearby.

### Key Features Include:

- 452 guest rooms
- Infinity pool
- Private balcony's





## Long Beach Renaissance Hotel

Long Beach CA

Complete PIP for the 374-key Long Beach Renaissance Hotel. The property improvement plan included the redevelopment of the building exterior, public spaces, and food and beverage outlets.

The project also included improvements to the recreation facilities, retail spaces, 21,000 sq/ft of function spaces, guest accommodations, property systems, fire protection, life safety systems, and hotel plumbing.

### Key Features Include:

- 374-key hotel
- Redevelopment of all hotel areas including guest accommodations, building exterior, and retail
- 21,000 sq/ft of function space redevelopment

## Fort Sutter Hotel

Sacramento, CA

The Fort Sutter Hotel is a boutique 105 room Hilton Tapestry hotel located in midtown Sacramento currently scheduled for completion in September 2020. The hotel will focus on serving visitors to the adjacent B Street Theatre and Sutter Hospital and features a restaurant with a commercial kitchen, lobby bar and fireplace, outdoor patio, fitness center, and meeting spaces.

### Key Features Include:

- 6,000 SF restaurant and commercial kitchen
- Upscale lobby and bar including fireplace and outdoor patio seating
- 68,000 GSF







## WestMac 303

Glendale, AZ

WestMac 303 consists of two dock-high distribution buildings, Building A and Building B, of approximately 800,000 and 180,000 SF respectively, on an approximately 55-acre site. The site is located east of Loop 303, at the southwest corner of Glendale Avenue and N. Sarival Avenue, in Glendale, Arizona.

West Building A - East Building B, consists of two, cold dark-shell, dock-high distribution buildings totaling approximately 980,000 SF and will be constructed of load-bearing title-up concrete wall panels and a steel roof framing structure and panelized wood roof system. Clear height will be 40-ft for Building A and 32-ft for Building B with a typical bay spacing of 56-ft. Mechanical improvements for the shell will be limited to the fire-pump cooling and ventilation system.

## Skechers Distribution Center

Moreno Valley, CA

Led by Principal, Tarek El-Maissi while with a previous employer, the Skechers Distribution Center is the largest distribution project in the history of Moreno Valley. Working closely with developer Highland Fairview, construction included more than 40 acres (56 football fields) of concrete construction, 280,000 square feet of solar power generation systems on the roof, and water-efficient and drought-tolerant landscaping that reduces irrigation by 50 percent. With a tight schedule and a multitude of subcontractors, the project received LEED Gold Certification.

### Key Features Include:

- LEED Gold Certification
- 280,000 sq/ft Power Generation System
- 40 acres of concrete construction.







### Forum Self-Storage

Fort Myers, FL

CREDE is the General Partner and Developer of a 100,000 square feet self-storage facility operated by Extra Space. Key features include cylinder locks for unit security, sturdy moving carts for heavy items, a convenient loading dock with a covered bay, multiple entrance gates for traffic flow, elevators for upper-level access, and wide-drive aisles for large trucks. These elements ensure efficient operations and safety for both construction and future facility users.

**Key Features Include:**

- 100,000 sq/ft self-storage facility
- Cylinder locks required for units
- Elevators for upper-level access, and wide-drive aisles for large trucks

### Poipu Beach Self-Storage

Kauai, HI

CREDE is leading the development of a groundbreaking storage facility on Kauai Island, Hawaii. Spanning 110,000 square feet across three single-story buildings and one three-story building, this project aims to redefine storage solutions for residents and businesses. With meticulous attention to detail, CREDE is committed to delivering a state-of-the-art complex that seamlessly blends with the island's natural beauty while meeting the community's diverse needs.

**Key Features Include:**

- 110,000 sq/ft storage facility
- Three single-story buildings and one 3-story building
- Planned at 675 units





## Hoku'ula Single Family Development

Maui, HI

\$146M. CREDE and the CDG Maui group collaborated to create and build a residential community in upcountry Maui consisting of 196 build-to-rent homes, both attached and detached ohanas, and an onsite sewage treatment facility.

The project offers six floor plan options, each with 4 bedrooms and either 2 or 3.5 baths. Residents of the community enjoy views of Central Maui and Paia, have access to three nearby parks, and the streets are adorned with Japanese fern trees.

**Key Features Include:**

- \$146 million project
- 196 homes
- Onsite sewage treatment facility

## Sandpiper Pointe Community

Deerfield Beach, Florida

\$12.3M, 22-acres, 198-unit townhome community. The team oversaw the purchase, design, entitlement, and construction of a 198-unit townhome community on a portion of a defunct private golf course. This process included the abatement of contaminated soils and groundwater through an EPA-sponsored Brownfield program yielding reimbursement for cleanup efforts through tax credits along with negotiations with numerous surrounding community groups.

**Key Features Include:**

- \$12.3 Million
- 22-acres
- 198 units







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