

Town Square Center Project

CITY OF TOWN & COUNTRY



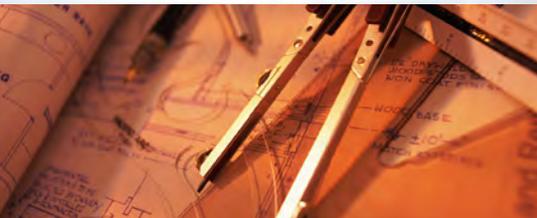
DESIGN



DELIVER



BUILD



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Company Profile
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Integrated Team
Project Expertise

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Bunge | THE OPUS GROUP
Kohler | HALLMARK INVESTMENT CORP.
Clayton N Central Luxury Apartments | THE OPUS GROUP

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SECTION ONE | **ABOUT OPUS**

Executive Letter
Company Profile
The Opus Advantage
Integrated Team
Project Expertise



Joseph P. Downs

Vice President, Real Estate Development

joe.downs@opus-group.com

D: 314.930.2004



Gary Hoelzer, City Administrator
Town & Country Municipal Center
1011 Municipal Center Drive
Town & Country, MO 63131

August 29, 2016

Dear Gary,

Thank you for considering to collaborate with our development team of The Opus Group ("Opus") and Larry Schiffer of Hallmark Investment Co. to create maximum desired value of your property.

As you are aware, the Mason Woods Village Shopping Center is owned and operated by an entity related to Hallmark Investment Co. Thus, our development team is uniquely positioned to create maximum long term value by integrating the desired public space and restaurants into related revitalization to Mason Woods Village. Additionally, Opus brings industry leading talent, experience, and credibility to ensure certainty of success for all parties.

Opus is proud to be creating a niche in St. Louis for developing premier real estate. Currently under development are "main and main" corners in downtown Clayton, Central West End, and Highway 64/40 and Timberlake Manor Parkway in Chesterfield. Because of their location, the development of these properties is symbolic to advancing each neighborhood as desired by related shareholders and stakeholders. These projects are clear examples that Opus understands how to listen and collaborate to make an important vision a reality. As a vertically integrated company, Opus brings all resources to bare on the front end (real estate, design, architect, engineer, finance, project management, and construction field personnel) to ensure all options are comprehensively vetted to ensure maximum value within a pre-established budget. Further, Opus brings the diversified experience from premier outdoor "living room," retail, and commercial projects to the table.

In this case, given the quality and depth of the City's RFQ package, it is clear that much critical thought as gone into the vision for this property. Our suggestion for a next step would be to visit more to truly understand the creation of this plan and then provide options to execute and enhance this vision within a pre-established budget.

Again, thank you for your consideration, we would look forward to this exciting opportunity. Please feel free to contact us to discuss this RFQ in detail.

Sincerely,

A handwritten signature in blue ink, appearing to read "Joe Downs", written over a light blue horizontal line.

Joseph P. Downs
Opus Development Company, L.L.C.



OUR COMPANY The Opus Group® is a family of commercial real estate development, construction and design companies headquartered in Minneapolis with offices and projects across the country. We are built on the rich history and tradition of earlier companies, dating back to 1953. Together, these companies have completed in excess of 2,900 projects totaling more than 290 million square feet.

The Opus Group includes Opus Holding, L.L.C. and its operating subsidiaries:

- Opus Development Company, L.L.C.
- Opus Design Build, L.L.C.
- Opus AE Group, L.L.C.

Opus Holding and its subsidiaries currently employ a total of 315 associates. The breakdown of headcount is: 51 in Opus AE Group, L.L.C.; 168 in Opus Design Build L.L.C.; 35 in Opus Development Company, L.L.C.; and 61 in Opus Holding, L.L.C.

We operate as a multidisciplinary team with expertise in development, capital markets and finance; project management and construction; and architecture, engineering and interior design. With our unique one-team approach from project inception through completion, our integrated design-build model has proven results in providing both time and budget efficiencies.

Our dedicated professionals tap into decades of experience across multiple sectors to best serve our clients. Our areas of expertise include:

- Industrial
- Office
- Residential
- Retail
- Healthcare
- Institutional

One Team. One Objective.

Working as a single, multidisciplinary team of in-house experts, we collaborate with you to translate your vision into a building that supports your organization's needs, culture and goals. Our client centric integrated approach increases speed to market and cost savings.

The Opus Full-Service Approach

- Single point of responsibility to assume and manage risk for owner
- Integrated project delivery
- Listen & collaborate
- Earliest commitment to firm price
- Deal structure flexibility
- Product sector experience
- Local relationships
- Allows most informed decision making by owner
- Provides greatest potential for a successful outcome

▶ LISTEN

We listen to understand your vision and culture and act to exceed your expectations.

▶ COMMUNICATE

Our single point of responsibility provides open access to the entire team with frequent project updates that leave you in control.

▶ COMMIT

Our integrated team manages risk, provides construction input to the design process and gives you the earliest price commitment.

▶ COLLABORATE

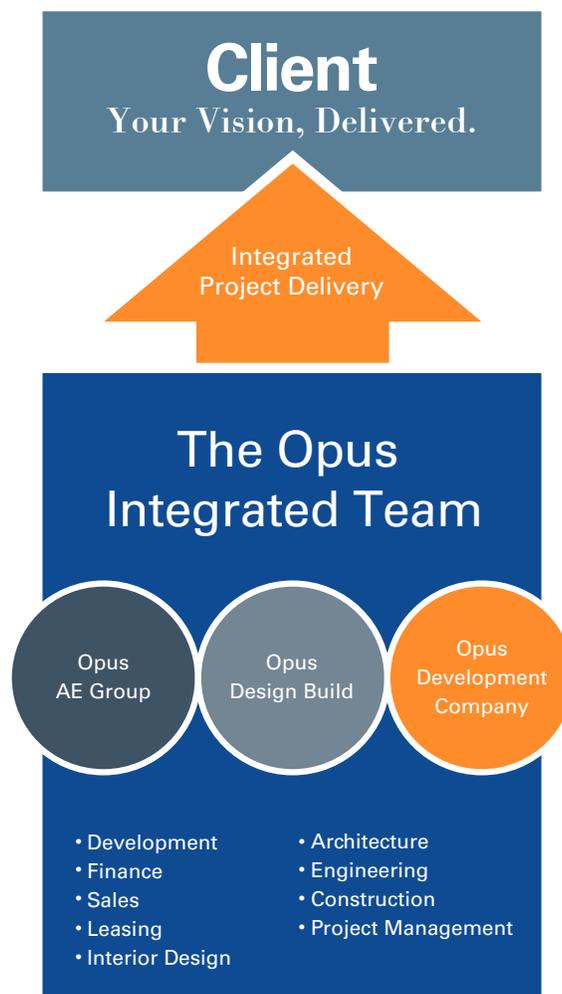
We work in partnership with you to foster a client-centric environment that promotes inspiration and creativity.

▶ EXPERIENCE

Our proven track record of delivering successful projects provides certainty of outcome for you.

▶ TRANSPARENT

We share schedule and cost estimates to keep you informed and provide alternatives to allow you to make informed decisions.





DEPTH OF EXPERIENCE Our integrated model is a **true design-build approach**.

The Opus companies have been working in this model for 60 years across the country in multiple project types.

- Our integrated team is involved from concept to occupancy:
- Driving better decisions
- Allowing better understanding of our clients vision and needs
- Incorporating **experience** and **perspective** into the execution of every project
- Accessing extensive network of expert consultants when needed

Our integrated platform better assess risk ensuring certainty of outcome.

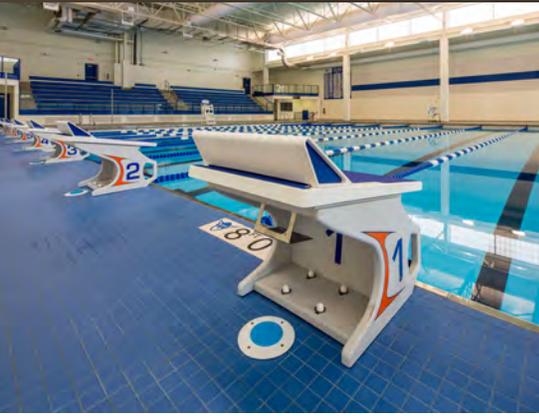
ALIGNED INTEREST The Opus integrated team has **aligned interests** which reduces internal risk and redundant party risk **eliminating multiple profit centers**.

As your single source of responsibility you get:

- An experienced team with aligned goals and extensive resources
- Faster delivery and cost savings through unparalleled design and construction collaboration

Integrated collaboration drives

- Better projects
- Reduced risk
- Reduced litigation



SECTION TWO | **PERSONNEL**

Primary Contacts' Resumes | Joseph Downs & Laurence Schiffer
Opus Project Team
Sub-Consultant Project Team





Vice President, Real Estate Development
Opus Development Company, L.L.C.

Professional Affiliations

Society of Industrial and Office
Realtors Local Developer Associate

Cardinal Ritter Senior Services
Board Member

Education

Master in Business Administration
University of St. Thomas

Bachelor of Science
Civil Engineering
Marquette University

Responsibilities

As vice president of real estate development, Joe oversees all development work in the St. Louis and Kansas City offices.

Experience

Joe has over 15 years of experience in multiple facets of the industry, including civil engineering, design-build project management, investment finance and real estate development. Since joining Opus, Joe has led projects across a variety of product types:

Industrial

- 56 Commerce Center - Olathe, KS
- Caribou Coffee Headquarters - Brooklyn Center, MN
- Real Estate Recycling in Minneapolis Business Center - Minneapolis, MN

Retail

- Dardenne Town Square - Dardenne Prairie, MO

Residential

- Citizen Park - Central West End - St. Louis, MO
- District Flats Student Housing, University of Missouri - Columbia, MO
- Clayton North Central Luxury Apartments - Clayton, MO
- Park East Tower - St. Louis, MO
- Nine North - St. Louis, MO

Medical Office

- AGA Medical Corporate Headquarters - Plymouth, MN

Office

- Bunge North America Headquarters - Chesterfield, MO

Higher Education

- University of St. Thomas School of Law - Minneapolis, MN
- University of St. Thomas Schulze School of Entrepreneurship - Minneapolis, MN
- University of St. Thomas Athletic & Recreation Complex - St. Paul, MN
- University of St. Thomas Student Center - St. Paul, MN

Joe also spent two years with The Love Companies based in St. Louis, Mo., where he was involved with Limestone Real Estate Investment Opportunity Fund, Allegro Senior Living, Love Investment Company and Heartland Bank.



Co-Chief Executive Officer
Hallmark Investment Corporation, L.L.C.

Experience

Mr. Schiffer is President and Co-Chief Executive Officer of Hallmark Investment Corporation, a multi-purpose investment company, and Chairman and CEO of Allegro Senior Living, a developer, owner and operator of senior housing. He was the Co-Chief Executive Officer and a principal owner of Love Savings Holding Company, and Chairman of Heartland Bank and Love Funding Corporation, prior to Midland States Bancorp's acquisition of those entities. Over the past four decades, Mr. Schiffer has directed the development, ownership, acquisition, and management of commercial real estate properties including institutional quality office, hotel, retail, industrial, apartment, and senior housing properties.

Education

B.S. in Business Administration from Washington University.

Our Opus project team includes the following individuals:



Opus Design Build
Senior Project Manager

As senior project manager, Mark is responsible for management and oversight of design-build projects for the St. Louis office. His responsibilities include design development, estimating and pre-construction, bidding and procurement, project management and project closeout. Mark has extensive experience with municipal projects.

e. mark.winschel@opus-group.com | p. 314.930.2002



Opus Design Build
Regional Vice President

As vice president, Oscar manages the Kansas City construction operations of Opus, including design-build project management and field operations. He provides leadership to a team of project managers and construction superintendents working on Opus projects across multiple sectors, including office, industrial, institutional, retail and residential. Oscar's responsibilities also include company strategic planning, resource allocation and related activities.

e. oscar.healy@opus-group.com | p. 816.480.4234



Opus Development Company
Real Estate Manager

As real estate manager, Ryan assists with executing ongoing student housing and mixed-use residential projects, as well as pursuing new industrial, office and retail projects in the St. Louis and greater Missouri markets, supporting the office's new business and development efforts.

e. ryan.carlie@opus-group.com | p. 314.930.2005

Our Sub-Consultant project team includes the following individuals:



Rusty Saunders,
ASLA, PLA

Loomis Associates
President

Rusty Saunders has been involved with Land Development projects in a substantive manner since 1982. Educated, trained and licensed to practice Land Planning and Landscape Architecture, he and his firm have shaped the design of many of the significant developments in the St. Louis Region.

Rusty has been involved with various public space related projects such as:

- Town & Country Crossing
- Longview Farm Park
- Drace Park
- Avery Park
- Missouri Baptist Medical Center West Pavillion
- Busch Greenway Howell Trail
- Walker Park



George Stock

Stock & Associates
President

George has over thirty-one (31) years of consulting experience in the areas of Civil Engineering Design, Land Surveying, Land Planning, and project management, and currently is President of Stock and Associates Consulting Engineers, Inc. George has extensive experience with municipal engineering and land development in forty-five (45) states, including site improvement design, sanitary waste water treatment and storm sewer systems, storm water detention and storm water quality facilities design, floodplain development, highway design and governmental permit processing.

George has been involved with various public space related projects such as:

- Wirth Tract
- Longview Park and Drace Park
- Millenium Park
- Forest Park - Aviation Fields
- Forest Park - Muny
- Rosa Parks Athletic Complex

SECTION THREE | **RELATED PROJECTS**

Citizen Park | THE OPUS GROUP

Bunge | THE OPUS GROUP

Kohler | HALLMARK INVESTMENT CORP.

Clayton North Central Luxury Apartments | THE OPUS GROUP





Residential

Location
 St. Louis, MO

Building Use
 Residential & Retail

Site Size (Acres)
 0.94

Building Size (GSF)
 385,000

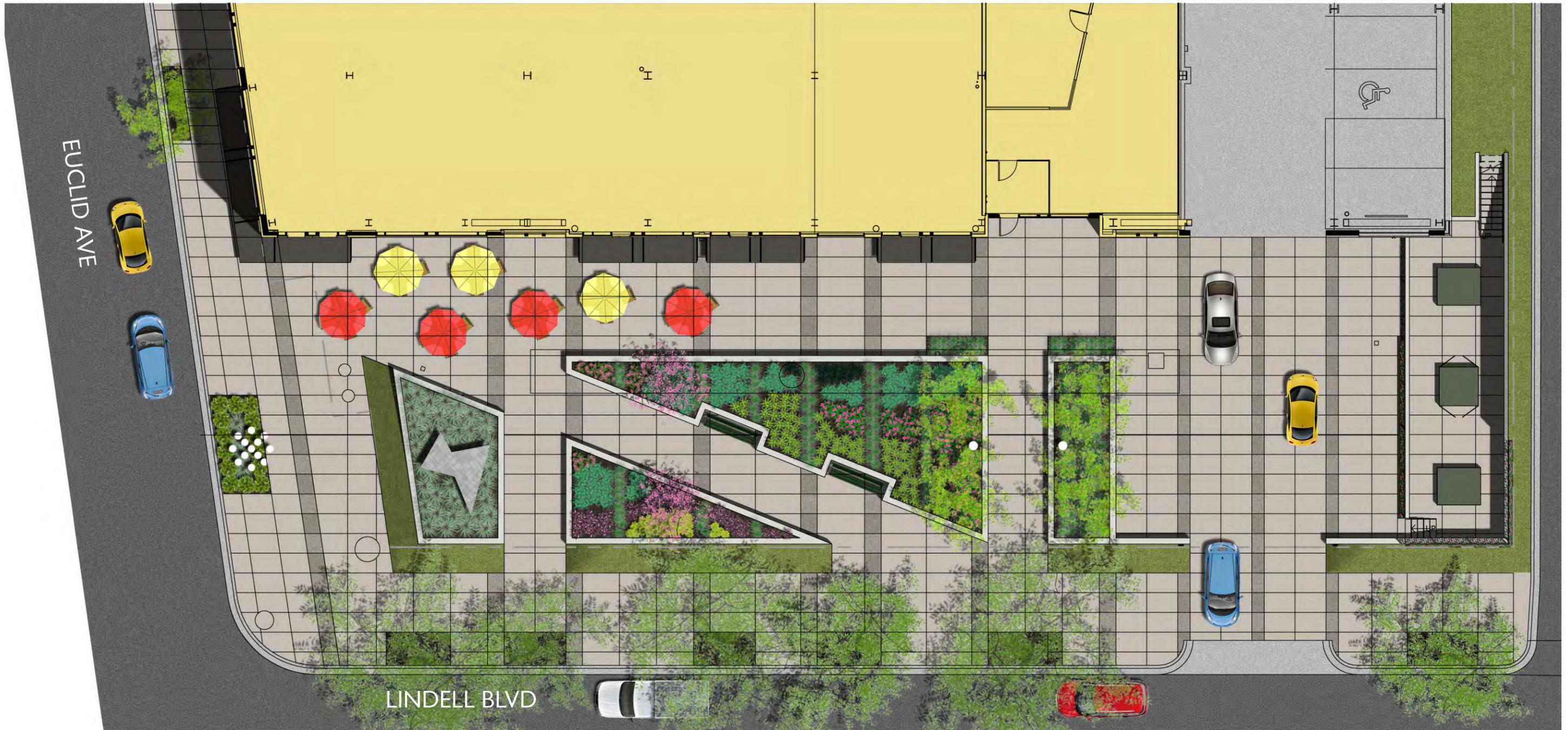
Completion Date
 2017

The Opus Advantage: Our Integrated Team

- Central West End Luxury Apartments is a Class A, urban core, multihousing development located in the heart of St. Louis' most vibrant neighborhood, the Central West End. The 12-story building will contain 217 units, 10,000 square feet of street level retail and 240 enclosed parking stalls.
- Major component being a street level public patio that will accommodate outdoor dining & pedestrian vibrancy. This space was the vision of much collaboration with the Central West End Neighborhood & City of St. Louis Historic Department.
- Class A amenities include fitness center, splash pool, fire pit, grill area, club room, internet lounge and business café, bike storage, storage lockers, dog wash station, guest suite, professional management, concierge and on-site parking.
- The prime location in heart of the Central West End at Lindell Boulevard and Euclid Avenue provides access to local amenities, including Medical Center, Washington University Medical, Barnes Jewish, 130 eclectic neighborhood shops, hotels, restaurants and bars.

Nearby Forest Park, a 1,300-acre amenity, is St. Louis' cultural gem and offers museums, golf courses, biking/running paths and concerts. A Metro Link transit stop is four blocks from the site; Whole Foods is a half block from the site; and IKEA, opening in 2015, will be approximately eight blocks away.







Office

Location
Chesterfield, MO

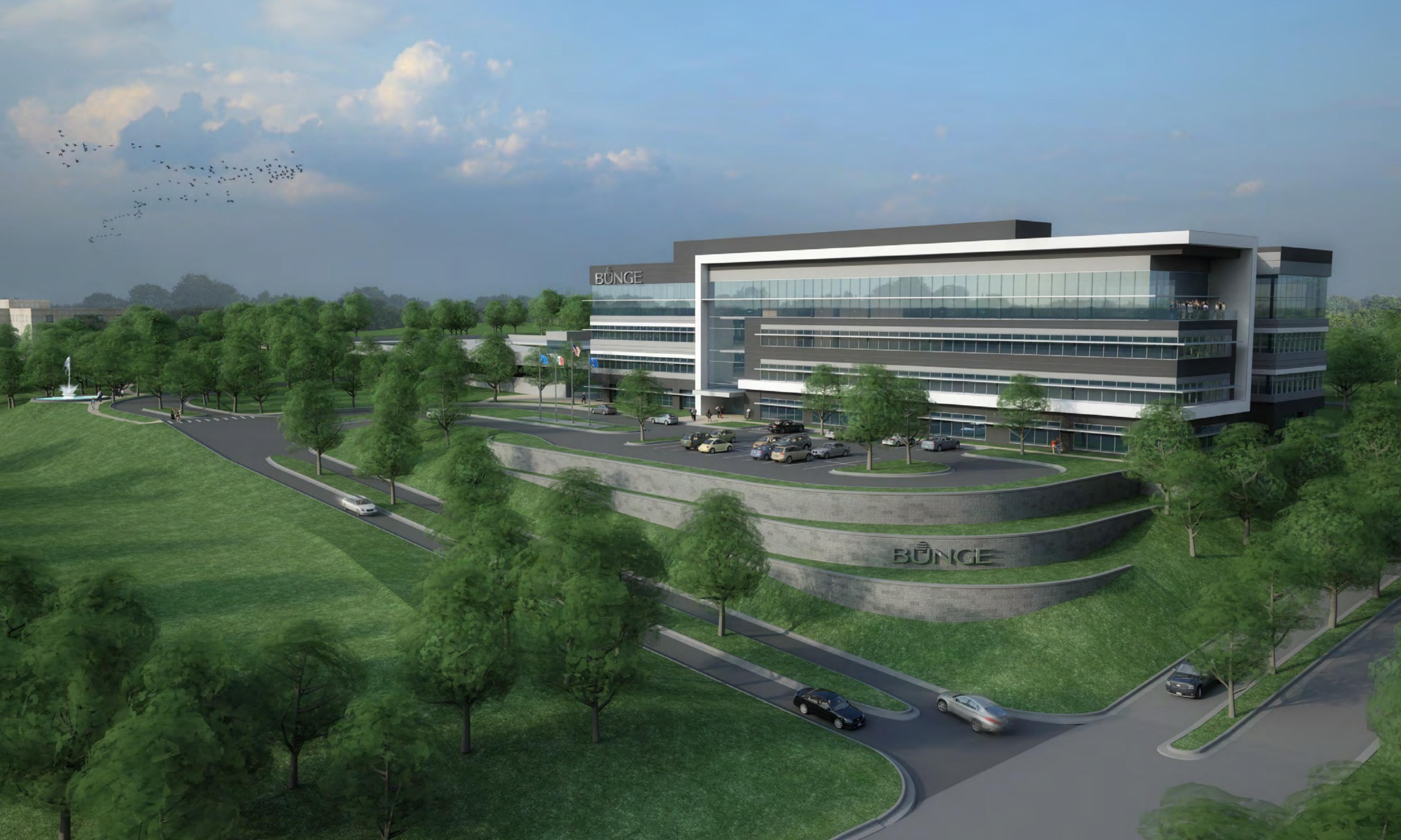
Building Use
Office

Building Size (GSF)
150,000

Completion Date
2017

The Opus Advantage: Our Integrated Team

- Situated on more than 14 acres of land in the St. Louis suburb of Chesterfield, the Bunge North America Headquarters includes a 3,600-square-foot indoor fitness center, cafeteria, game room, conference and training facility provide for great site amenities and convenience.
- More than half of the site is preserved as green space with a walking track around the perimeter. Extensive landscape design for maximum exterior use and value.
- The four-story, 149,600-square-foot office features an open floor plan with contemporary elements to foster collaboration, innovation and open communication, meeting Bunge's goal of transforming the work style and company culture. As an integral component of Bunge's business, the top floor will be a dedicated trading floor with 16-foot ceilings and is designed to achieve LEED certification.
- Designed with a timeless modernist aesthetic achieved through a simple massing, clean lines and refined details. The office building and parking structure are integrated into a visually unified design solution. The buildings vertical length is broken by the architectural framing element and vertical glass entry expression, along with the recessed glass and column expressions at the first level creating a building base. Architectural precast color changes create unique massing elements.





Concept Landscape Plan
SCALE 1"=50'

OPTION 2

Jerald Saunders - Landscape Architect
MO License # LA-007

Consultants:

Bunge North America

Chesterfield, MO

Revisions:

Date	Description	No.

Drawn: LWH
Checked: JAS

loomisAssociates

landscapeArchitects/planners
707 South 40 West Drive, Suite 1104
Chesterfield, Missouri 63005-1104
630.519.8668 Fax 630.519.0797
e-mail: laerp@loomis-associates.com

Loomis Associates Inc.
Missouri State Certificate of Authority #: LAC #000019

Sheet Title: **Concept Landscape Plan**

Sheet No: **L-1**



KOHLER

Owner: 9929 LLC

Project Cost: \$1.3 million

Square Footage or Acres: 3,000 SF

Year Constructed: 2016





Residential

Location
Clayton, MO

Building Use Residential
and Retail

Site Size (Acres) 0.98

Building Size (GSF)
208,000

Completion Date
2017

The Opus Advantage: Our Integrated Team

- 25NC is a Class A, urban core, multi-housing development located in the heart of St. Louis' most prestigious submarket, Clayton, MO. The 6 story building will contain 120 units, 13,300 square feet of street level retail, and 175 parking stalls.
- Class A amenities include fitness center, fitness on demand, club room, kitchen entertainment area, guest suite, storage lockers, bike storage, professional management, concierge, and an outdoor terrace containing fire pits, grill area, and a bar.
- Located squarely on restaurant row in the central business district with a Walk Score of 93, residents will enjoy a lifestyle of convenience and walkability to entertainment, work, Shaw Park, and transit.
- Clayton, MO boasts a best-in-state public school system, service by 2 Metrolink stations, an average home value over \$540,000, 7,000,000sf of Class A office space, 86 award winning restaurants and 225 charming shops.



SECTION FOUR | **REFERENCES**





NOTE:

AIG GLOBAL INVESTEMENT Richard Lommel
636.345.9265
Richard.Lommel@aig.com

Rick is a client and partner of Opus on two major St. Louis projects under construction in Clayton and Central West End.

CENTRAL WEST END Lyda Krewson
314.607.3452
lyda.krewson@pgav.com

Lyda is the Alderperson at the Central West End project, Citizen Park.

CENTRAL WEST END Jim Dwyer
314.210.0294
jacomo@sbcglobal.net

Jim is the Central West End neighborhood liason for the Citizen Park project.

CITY OF CHESTERFIELD Aimee Nassiff
636-537-4746
anassif@chesterfield.mo.us

Aimee is Planning and Development Services Director for the City of Chesterfield where our Bunge North America project is located.

CITY OF CLAYTON Craig Owens
314.290.8400
cowens@claytonmo.gov

Craig is the City Manager for the City of Clayton where our 25 N Central project is located.

BUNGE NORTH AMERICA John Cannavan
314-292-2620
John.Cannavan@bunge.com

John is our client for our Bunge North America project in Chesterfield.

SECTION FIVE | **LITIGATION INFORMATION**



Joseph P. Downs

Vice President, Real Estate Development

joe.downs@opus-group.com

D: 314.930.2004



Gary Hoelzer, City Administrator
Town & Country Municipal Center
1011 Municipal Center Drive
Town & Country, MO 63131

August 29, 2016

Gary,

In response to Item H of the Town & Country Town Square Project Request for Qualification, Opus Development Company, LLC has not been involved in any litigation or arbitration cases involving public entities.

Sincerely,

A handwritten signature in blue ink, appearing to read "Joseph P. Downs".

Joseph P. Downs, Vice President of Real Estate Development