

**RESPONSE TO  
EVANS  
REDEVELOPMENT AGENCY**

**REQUEST FOR  
DEVELOPER  
QUALIFICATIONS**

SWC HWY 85 & 31<sup>ST</sup> ST  
EVANS, CO 80620

—

**PREPARED FOR:**

Allison Moeding  
Economic Development Manager  
City of Evans, Colorado  
1100 37th Street  
Evans, CO 80620

—

**PREPARED BY:**

Lauren Brockman  
Convergence Multi Family Real Estate Group

&

Richard Hobbs  
Flexible Real Estate Company, LLC

&

Alex Speros  
Marble Aquisitions, LLC



# i n d e x

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DUPLEX 1  
1,189 SF UNITS

SFD PLAN 2  
1,447 SF

SFD PLAN 1  
1,387 SF



DUPLEX 2  
1,202 SF UNITS

4-PLEX TOWNHOMES  
1,719 SF UNITS

# I N T R O D U C T I O N

SWC Highway 85 & 31<sup>st</sup> Street | Evans, CO

Thank you for the opportunity to submit our qualifications for the above referenced redevelopment at the SWC of Highway 85 and 31st Street in Evans, Colorado.

The RFQ does a great job defining the trade area, goals, opportunities, challenges and incentives available so in the interest of time and redundancy we have not included similar or additional information relative to the trade area and property in our submittal.

We have built a team just for this opportunity. It fits our team well and together we have a long history of the successful completion of similar projects around Colorado. As requested, we will provide the following information for your review and consideration in the selection of a qualified developer for the project.

- Narrative of the proposed project
- Conceptual site plan
- Estimated schedule for the proposed development
- Description of the development entity and team members
- Name, title street address, phone and email address of point of contact
- Entity's relevant experience

# NARRATIVE OF PROPOSED REDEVELOPMENT

SWC Highway 85 & 31<sup>st</sup> Street | Evans, CO

The vision of the development is to create a sense of place and enhance the gateway to Evans that we feel this intersection is using a mixed use development concept to accomplish that goal. In doing so, we will work to create a community with a really great visual from Hwy 85 and a great place for people to call home. The vision includes a safe, secure and fun atmosphere with common spaces like a dog park, fire pits, corn hole, a park with a walking path. Of course this will all be completed with the City of Evans input and participation.

The intersection of 31st and Hwy 85 is a major intersection in the City of Evans and we view it as a “Gateway” intersection. With redevelopment happening on the east side of the intersection, it will quickly become a more established and more visually pleasing intersection. Adding the SWC to this will really create something special in Evans that other cities will want to replicate. It’s with this vision that we will work to create a development that we can all be proud of.

Given the location of the site - being near UNC, Greeley and the many employers nearby - we believe that the location offers a great opportunity to provide nicer housing stock in an up and coming product type being single family for rent housing along with retail or office, which we will strive to incorporate into the development seamlessly utilizing access points, common amenities and the like. The housing vision will be a gated community with a higher end product which we believe the market is ready for and will play well with the other available housing product in Evans.

Once our team, along with the City of Evans, develops an acceptable vision and plan, we are ready and committed to moving this development forward. The housing market is doing very well currently and we’d like to take advantage of that momentum with this development and work quickly to make the vision a reality.



# ESTIMATED SCHEDULE

SWC Highway 85 & 31<sup>st</sup> Street | Evans, CO

## Estimated schedule for the proposed development:

**Contract Negotiations & City Approval:** 60 days

**Due Diligence:** 90 days

**Permitting:** 120-180 days

**Closing:** 30 days

**Construction:** 180-270 days

**Units Ready For Occupancy:** 270-330 days

**Opening for Business:** 30-60 days

While a timeline is important and we should strive to meet it, we also need to be aware that this is a fluid process should remain flexible and open to adapting as we learn more about the project and site, and most importantly staying focused on completing the right development for the site rather than rushing into doing something just to get it done.

# DESCRIPTION OF THE DEVELOPMENT ENTITY

SWC Highway 85 & 31<sup>st</sup> Street | Evans, CO

## Description of the development entity and team members:

The development entity will be a single purpose LLC affiliated with Convergence Multi Family Real Estate Group, Flexible Real Estate Company, LLC & Marble Acquisitions, LLC.

**Developer:** A Partnership of Convergence Multi Family Real Estate Group, Flexible Real Estate Company, LLC & Marble Acquisitions, LLC

In December 2012 Mr. Brockman sold his interest in Allied Realty's operating platforms however he retained his ownership interest in Allied Orion Holdings, LLC. Allied Orion Holdings, LLC, at the time of the sell, was developing four multifamily rental communities all of which have since been completed and all interests in these communities have been sold.

During Mr. Brockman's twenty-five-year tenure at Allied Realty he was directly or indirectly involved in the acquisition and or development of approximately 10,000 multi-family units with a total aggregate value of approximately \$925 million. While Mr. Brockman was a principal at Allied Realty, starting in 2000, the firm grew its management platform from 5,000 to a little over 27,000 units and acquired and or developed 5,620 units with an aggregate value of \$665 million.

Mr. Brockman's career has spanned many aspects of the multi-family rental real estate industry including market feasibility, project financing, development, construction, onsite construction management, property management as well as asset management. In addition Mr. Brockman has also been involved in the management of day-to-day functions necessary to operate a multifamily operating platform during his 10-year tenure as a principal of Allied Realty.

Mr. Brockman formed Anbrock, LLC in 2012 and Convergence Multifamily Real Estate Group in 2015. The goal of Convergence is to be active in the multifamily rental commercial real estate space in order to take advantage of his thirty years in the business. This will include developing quality assets in Metro Denver and other life-style cities in the U.S. as well as mountain communities.

Mr. Brockman's professional affiliations include serving as the 1999-2000 President of the Apartment Association of Metro Denver and the 2002-2003 President of the Colorado Apartment Association (CAA). He currently serves on the boards of the National Multi-Housing Council (NMHC) and Momentum Real Estate's Advisory Board.

Mr. Brockman is a Magna Cum Laude graduate of Regis University, where he obtained his B.S. in Business Administration.

# DESCRIPTION OF THE DEVELOPMENT ENTITY

SWC Highway 85 & 31<sup>st</sup> Street | Evans, CO

## Description of the development entity and team members continued:

Richard Hobbs is the principal of Flexible Real Estate Company, LLC. He has over 30 years of real estate experience in many different aspects of the business, from development to brokerage and property management. Rich has been involved in retail, multi-family and industrial real estate over his career including ownership and management of 1,000 multi-family units of which he developed 300 of those units. He has provided development services for his own account as well as to clients like Wal-Mart, Slate Properties and many others over the years. He recently partnered with the Town of Superior on a highly visible and highly successful project including Starbucks, T-Mobile, Firehouse Subs and Bishops Hair Salon. Rich is also currently a principal with Crosbie Real Estate Group, LLC which is a leading retail brokerage firm in Colorado. This allows him to stay on top of what is happening in the retail real estate arena and reach out to his associates for help and expertise. Rich often finds himself acting as a consultant and/or broker on many larger developments around Colorado and particularly over the past 10 years more mixed use projects than retail projects, utilizing his previous experience with multi-family and other assets. In this role he is not only finding retailers for projects, but counseling on best practices for overall site design, assisting with determining the right mix of retail, residential, office and hotel as this is becoming increasingly more important to successful planning and ultimate results.

Alex Speros is the principal of Marble Acquisitions, LLC. He has over 40 years of experience in the real estate world beginning in 1975 with Pavlakis and Company, then partnering with Antonoff & Company for eighteen years developing grocery anchored shopping centers around Colorado totaling over 3mm square feet of development. Antonoff merged with Miller and became Antonoff Miller and Alex found himself working on larger master planned community projects like 2500 acres in Brighton, CO. After a short break, Alex returned to real estate with Bromley Companies in 1999 who developed over 5,000 acres in Brighton and Lochbuie including the City of Brighton's designated Town Center, The Adams County Judicial building and campus, the 50 acre Platte Valley Medical Center, over one and a half million square feet of commercial and retail development and over six thousand residential residences before he retired in 2013. Being involved in these projects he also had involvement in acquiring over 5,000-acre feet of water, tens of thousands acre feet of water storage capacity and developed over one hundred fifty million dollars of water system infrastructure including over forty miles of existing high capacity water transportation lines via different entities and metropolitan districts. Alex chaired the E470 Task Force Board, the Adams County Economic Development Inc.'s Transportation Committee, the Board of Directors for The Brighton Chamber of Commerce also the chairman of the Transportation Committee and the Governor's Bicycle Advisory Board.

# DESCRIPTION OF THE DEVELOPMENT ENTITY

SWC Highway 85 & 31<sup>st</sup> Street | Evans, CO

## Description of the development entity and team members continued:

We have worked with the following groups on previous or current developments and would likely work with them again on this project.

**Engineering:** Ridgetop Engineering <https://creginc.sharefile.com/d-sc81b698687f430aa>  
CSHQA <https://www.cshqa.com/>

**Architecture:** CSHQA <https://www.cshqa.com/>  
Godden Sudik Architects <https://www.goddensudik.com/>

**Legal:** Senn Visciano Canges, PC <https://sennlaw.com/>

**Construction:** Arco / Murray <https://www.arcomurray.com/>  
MPC Construction <https://mpconstruct.com/>

We need to remain flexible as the final development plans and vision, workload, and other factors may cause us to modify our team to fit the project, timelines and cost projections.



# WHO WE ARE

SWC Highway 85 & 31<sup>st</sup> Street | Evans, CO

## Name, title, street address, phone & email address point of contact:

Lauren Brockman: Convergence Multifamily Real Estate Group | 50 S Steele St, Denver, CO 80232  
303.888.6421 lbrockman@ConvergenceMREG.com <https://convergencemreg.com/>

## Convergence Multi Family Real Estate Group relevant experience:



Gateway II  
Evans



FalconView Apts  
CO Springs



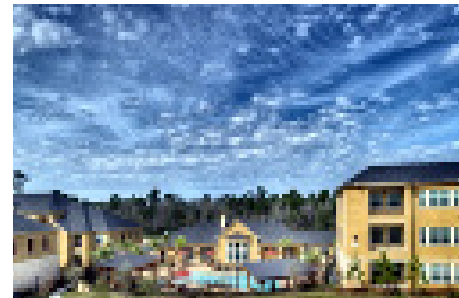
4400 Syracuse  
Denver



2785 Speer  
Denver



Retreat at Flatirons  
Broomfield



Retreat at Country Club  
Conroe, TX

# WHO WE ARE

SWC Highway 85 & 31<sup>st</sup> Street | Evans, CO

## Name, title, street address, phone & email address point of contact:

Richard Hobbs: Flexible Real Estate Company, LLC | 2795 Speer Blvd, Suite 10, Denver, CO 80211  
303.594.4043 hobbs@creginc.com

## Flexible Real Estate Company relevant experience:



**1760 S Havana**

**1760 S Havana St  
Aurora, CO**

Existing Retail Space -  
Vacant/Value Added - Rusty Taco  
**Current:** January 2014



**Pueblo Shops**

**4040 Northern Ave  
Pueblo, CO**

New Retail Development -  
Jimmy John's, GNC, at&t  
**Sold:** Aug. 2015 - Jan. 2017



**Plaza at Superior**

**NEC McCaslin & Marshall  
Superior, CO**

New Retail Development -  
Starbucks, Firehouse Subs,  
T-Mobile  
**Sold:** July 2016 - October 2017



**Loveland Shops**

**NEC Taft Hill & Eisenhower  
Loveland, CO**

New Retail Development -  
Starbucks, Fred Loya  
**Sold:** Jan. 2007 - Sept. 2016



**123 E Bijou Street**

**123 E Bijou St  
Colorado Springs, CO**

Existing Retail Space -  
Vacant/Value Add  
**Current:** May 2018 - ?



**Laramie Campus Shops**

**1700 Grand Ave  
Laramie, WY**

Existing Retail Space  
**Sold:** Feb. 2007 - Aug. 2016



**Parker Road**

**SWC Parker Rd & Bronco Pkwy  
Centennial, CO**

Vacant Land  
**Sold:** Jan. 2011 - Dec. 2013



**Academy Shops**

**7252 North Academy Blvd  
Colorado Springs, CO**

Redevelopment of Buca di Beppo  
- Verizon, Floyd's, 5 Guys  
**Sold:** Aug. 2007 - Sept. 2012

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# WHO WE ARE

SWC Highway 85 & 31<sup>st</sup> Street | Evans, CO

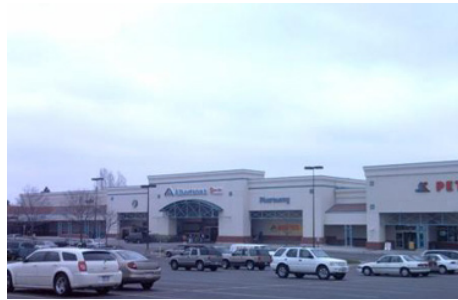
## Name, title, street address, phone & email address point of contact:

Alex Speros: Marble Acquisitions | PO Box 24331, Denver, CO 80224  
303.915.1555 alexsperos@gmail.com

## Marble Acquisitions relevant experience:



Adams County  
Justice Center



Albertsons



Kmart  
Redevelopment

Alameda &  
Broadway  
Denver, CO



King Soopers

50th & Bridge  
Brighton, CO




Platte Valley  
Medical Center



Whole Foods

Capitol Hill  
Denver, CO



**Thank you for the  
opportunity to present  
our qualifications and we  
welcome the opportunity  
to discuss partnering with  
the City of Evans and the  
property in more detail.**

**Best Regards,**

**Lauren Brockman,  
Richard Hobbs, &  
Alex Speros**