

June 27, 2022

City of Raleigh
ATTN: Mr. Ralph Recchie
One Exchange Plaza – Suite 1020
Raleigh, NC 27601

RFP No. 274 – Redevelopment of Moore Square East & South

Dear Mr. Recchie:

Thank you for the opportunity to submit our plan for the redevelopment of Moore Square East and South.

SLI Capital (“SLI”) and Mack Real Estate Group (“MREG”) are honored to share our vision for a truly transformational project that creates a win-win for Moore Square and the City of Raleigh.

Our team is uniquely positioned for this development based on the following strengths:

DEVELOPMENT CAPABILITY

Our team has collectively completed billions of dollars in development both locally and nationally. With experienced construction and development professionals, we have the knowledge to properly plan and implement this complicated mixed-use project. We will partner with best-in-class development and financial institutions to ensure certainty both on the land purchase and the development phase.

SLI and MREG are partnering on a mixed-use development neighboring Dorothea Dix Park that is zoned for up to 1,200 multi-family units, 600K gross square feet of office, and 60K square feet of ground-floor retail. This mixed-use development will help activate the east side of the park, and the project team is working in conjunction with the Dix Park Conservancy to ensure connectivity between the park and the project. This major investment exemplifies the high value placed on developments neighboring city-owned public space, similar to Moore Square.

PROJECT VALUE

It is anticipated that the total development costs of Moore Square East and South will be in excess of \$400 million.

RALEIGH RESCUE MISSION INCORPORATION

SLI Capital and the Raleigh Rescue Mission are engaged in good faith negotiations to include 40,000 square feet of space within the Moore Square East site designated as the Rescue Mission sees fit.

JOB CREATION

It is estimated that over 500 construction jobs will be provided during the project and over 1,000 corporate and retail jobs will be located in the to-be-developed office building. These jobs will create an anchor in Moore Square that helps increase the vibrancy of Downtown Raleigh and ensures the long-term success of local retailers and small business owners.

LOCAL PARTNERS

Our Team has selected LS3P (Architect), SEPI (Civil Engineer), and Lynch Mykins (Structural Engineer) to be lead consultants on the design for both the residential and office components of the project. As we select a general contractor and additional project consultants, we will remain focused on the hiring of local firms to ensure jobs and profits remain in Raleigh and the Triangle region.

DESIGN

Our team has a bold vision that complements the incredible work that the City of Raleigh has already completed within Moore Square Park. We believe that thoughtful planning and world-class architecture will aid in an activated edge to Moore Square Park for the benefit of residents, visitors, and small business owners.

SLI and MREG are extremely excited about the prospect of working with the City of Raleigh on this incredible opportunity and look forward to a chance to present our vision in person.

Sincerely,

Bryan Kane

Managing Partner

SLI Capital

2020 Progress Ct. Suite 130B

Raleigh, NC 27608

Tab 2: Team Background and Experience

SLI Capital Overview:

SLI Capital is a Raleigh, NC-based real estate investment firm focused on real estate investments and development projects in the institutionally liquid growth markets in the Southeastern United States. The company was formed in 2017 by Bryan Kane and John Pitt and has made the vast majority of their investments since inception in the Raleigh/Durham markets with over \$1B in development.

SLI Capital Leadership Team:

BRYAN KANE

Managing Partner

Bryan is a founding partner of SLI Capital. Bryan has 17 years of real estate investment and capital markets experience across a variety of asset types and structures including over \$1.7 billion of investments¹ since 2011 in markets including Raleigh-Durham, Charlotte, Nashville, Atlanta, and Charleston. Bryan is a member of Young Presidents Organization, the Real Estate Roundtable and the Urban Land Institute. He earned a BBA from the University of Mississippi.

JOHN PITT

Partner

John is a founding partner of SLI Capital. John has over 13 years of investment management experience at firms including Goldman Sachs & Co and Credit Suisse. John earned his BS degree from Vanderbilt University and his MBA from the University of North Carolina.

WAYNE CHAMBLESS

Partner

Wayne brings over 20 years of public real estate investment experience to this role. He has held Senior Portfolio Manager and Management positions with global hedge funds including Millennium Management, Highbridge Capital and SAC Capital Partners. Previously, Wayne founded Harrier Hawk Capital, a short-biased investment firm and was an analyst for Kynikos Associates, the world's largest short-selling firm. He has analyzed public REITs and real estate holdings throughout his career. He earned his BA from Yale and an MBA from the Wharton School of the University of Pennsylvania.

¹*Gross cost basis includes investments before SLI was formed*

Mack Real Estate Group, LLC Overview:

Mack Real Estate Group, LLC ("MREG") is a vertically integrated, institutional real estate investor, developer, operator, and lender with roots in a family business dating back to the 1960s. Founded in 2013, MREG provides real estate investment management services through multiple entities and business lines. Today, MREG and its commonly controlled affiliates are primarily focused on: the development and ownership of Class A mixed-use, multifamily, and industrial assets; commercial real estate lending and debt investments; and institutional-quality property management.

Since 2013, MREG, and its controlled subsidiary, Mack Real Estate Development LLC (“MRED”), have invested in and developed multifamily properties representing more than 8,000 units in various stages of development and operation across major U.S. markets, including Raleigh, New York, Miami, Los Angeles, Seattle, Phoenix, Philadelphia, and Denver.¹

MREG also has a commonly controlled property management affiliate, Mack Property Management L.P. (“MPM”), that provides property management for commercial, industrial, and residential properties in major markets across the U.S. and employs more than 150 people. MPM has more than 4.5 million square feet of office and commercial space under management.¹

Collectively, MREG’s principals have decades of multi-cyclical global real estate experience and have raised and invested billions of dollars of equity capital in debt and equity real estate transactions, including millions of office square feet throughout the world.

MREG is headquartered in New York City with offices in Los Angeles, Seattle, Phoenix, and Greenwich. MREG and its commonly controlled affiliates have more than 200 professionals in five offices across the U.S. The firm and its affiliates bring together the expertise to recognize and analyze new real estate investment opportunities with the flexibility necessary to seek to execute on them.

<https://mackregroup.com/>

¹Unit count, development costs, and square footages include certain estimated figures, as a portion of the projects are development projects, and the final development program is yet to be determined. As of June 2022.

Proposed Legal Structure:

SLI and MREG expect to work together as general partners

SLI and MREG have successfully partnered in the development of the Dix Park site, south of Downtown Raleigh. The total development cost of the Dix Park projects is expected to be in excess of \$600 million.

Select Project Experience:

Dix Park Phase I (official name TBD)

- SLI Capital, in a joint venture with Mack Real Estate Group, acquired ~3.5 acres of land in December 2021 in between Lake Wheeler and South Saunders Roads in Raleigh and directly across Lake Wheeler Rd from Dorothea Dix Park.
- The project is expected to consist of ~670 multi-family units with ~13,000 SF of retail / food & beverage space.
- SLI and MREG are leading the design and execution of the project.
- Site work is expected to start in the fall of 2022 with completion expected in the spring of 2025.
- Project Reference: Baker Glasgow, President of Clancy & Theys, Bakerglasgow@clancytheys.com, (919) 834-3601

Dix Park Phase II (official name TBD)

- SLI Capital, in a joint venture with Mack Real Estate Group, acquired ~ 3.9 acres of land in December 2021 in between Lake Wheeler and South Saunders Roads in Raleigh and directly across Lake Wheeler Road from Dorothea Dix Park.
- The project is zoned with Phase I mentioned above; collectively, the two Phases can accommodate up to 1,200 multifamily units, 600K gross square feet of office, and 60K gross square feet of retail.
- SLI and MREG will work together to raise institutional, third-party equity for Phase II.
- SLI and MREG are leading the design and execution of the project.
- Pre-development is underway, and site work is expected to commence in 2023.
- Project Reference: Baker Glasgow, President of Clancy & Theys, Bakerglasgow@clancytheys.com, (919) 834-3601

East End Market Phase I – 2020 Progress Court, Raleigh, NC

- SLI Capital partnered with Atlas Stark Holdings to acquire and re-develop a 72,915 SF infill industrial building to loft office and retail with a focus on food & beverage tenants.
- SLI Capital provided the equity and was heavily involved in the re-development of the building, alongside Atlas Stark Holdings.
- The building was acquired in November 2018, and the overall project was completed in 2022.
- Project Reference: Gabe Guillois, Managing Partner of Atlas Stark Holdings, gguillois@atlasstark.com, (919) 289-1338 ext 100

East End Market Phase II – Raleigh, NC

- East End Market Phase II is an approximately 10-acre site at the corner of Wake Forest Rd and Whitaker Mill Rd., which is expected to break ground on construction in late summer/early fall 2022.
- The project is expected to consist of ~250,000 SF Class A office, 471 multi-family units, and ~23,000 SF of retail / food & beverage space.
- SLI Capital led the acquisition of all of the properties that make up the site and then led the property through the rezoning process, which was received in June 2021.
- SLI formed a joint venture with Regent Partners, an Atlanta, GA based developer, to help develop the project.
- SLI and Regent are both involved in the design and execution of the project.
- SLI has invested capital into the project and arranged a large institutional limited partner who is providing majority of the capital for the project.
- The project is expected to deliver in phases in the fall of 2024 and winter of 2025.
- Project Reference: Adam Allman, Partner at Regent Partners, aallman@regentpartners.com, (404) 995-1517

Venable Center – Durham, NC

- This site is located at 302 E Pettigrew St, Durham, NC.
- At acquisition in July 2020, the site consisted of ~86,000 SF of existing office space.
- Since acquisition, SLI has developed 202,000 SF of office space and 222 multi-family units.
- The office delivered in Q1 2022, and the multi-family delivers in July 2022.
- SLI formed an initial joint venture with Trinity Capital and both groups later brought in Kane Realty to form a three-party general partner joint venture.

- SLI secured the equity for the project and participated in all aspects of the development, with Trinity leading the office development and Kane Realty leading the multi-family development.
- This project is a Qualified Opportunity Zone investment.
- Project Reference: Jeff Sheehan, Partner Trinity Capital, jsheehan@trinitycapitaladvisors.com, (919) 415-4408

Tab 3: Concept Description

With such an incredible site location, site capacity, and rich context, the development team placed a high priority on creating unmatched vibrancy with seven different mix-of-uses across the two parcels.

The development team's priority first-and-foremost is to create a remarkable and compelling place to live in Downtown Raleigh, and our proposal is designed to build upon the City of Raleigh's bold vision to create an unmatched, vibrant, high-quality place to live for all. We have carefully curated seven different uses to activate the square 7 days a week and 365 days a year that can all be built in a single phase.

Moore Square East

The Development Team proposes five major components including; Raleigh Rescue Mission Space, market-rate housing, ground floor retail, commercial office, and structured parking on Moore Square East:

1. **Raleigh Rescue Mission Space** ("RRM Space"). The 40,000 GSF designated for the Raleigh Rescue Mission will upgrade their current space and leaves them the optionality to decide the best uses for their organization. This space is directly integrated with other uses under one structure without the need for physical separation. Wrapping the northeast corner of E Hargett Street and S Bloodworth Street, this space has direct access to the street at ground level and offers a more intimate and pedestrian-priority experience.

To maximize the affordable density of the site, the site's vibrancy, and to directly integrate the RRM space within the same structure as the market-rate uses, our development team will be financing the space through conventional financial vehicles and will not be seeking 4% or 9% Low-Income Housing Tax Credits or any City gap financing.

2. **Market-Rate Housing.** The 360,000 GSF of market-rate housing hosts 400 units and wraps the southeast corner of E Martin Street and S Bloodworth Street. These single-loaded residential units also have direct access to the street at ground level, while the double-loaded residential units overlook Moore Square and a rooftop amenity in the residential tower above.

The market-rate housing is broken out into 60 studio units, 220 1-bedroom units, 110 2-bedroom units, and 10 3-bedroom units.

3. **Commercial Office.** The 320,000 GSF of commercial office sits perched on the top of the expansive amenity roof deck, fronting the western edge of the site on S Person Street. The 30,000 GSF per commercial office floor plate is ideal for both major anchor companies and flexible enough for smaller-scale businesses.
4. **Ground Floor Retail.** The 12,000 GSF of ground floor retail fronts directly on Moore Square activating the fourth and final edge of the square on S Person Street.
5. **Structured Parking.** The 335,000 GSF of structured parking hosts 965 parking spaces in a single, centralized parking deck that serves the entirety of the development in the middle of the Moore Square East bloc. The parking structure is accessed by vehicles from S Martin Street and

accessed by pedestrians from S Person Street and is carefully lined with active uses that face the public realm on S Bloodworth Street, E Martin Street, S Person Street, and E Hargett Street.

Moore Square South

The Development Team proposes four major components of boutique hotel, for-sale condominium housing, ground-floor retail, and structured parking on Moore Square South:

1. **Boutique Hotel.** The 75,000 GSF of boutique hotel hosts 110 keys and runs the length of the Moore Square South site from E Davie Street and tucked just south of the existing Esso Station Building on E Martin Street.
2. **For-Sale Condominium Housing.** The 25,000 GSF of for-sale condominium housing hosts 20 units and sits neatly above the boutique hotel.
3. **Ground Floor Retail.** The 10,000 GSF of ground floor retail includes in-line retail of the boutique hotel as well as a reimagined Esso Station Building into a reinvigorated retail pavilion that serves the public space. The retail fronts onto Moore Square, the newly imagined forecourt around the Esso Station Building, and the through-block pedestrian connection to the historic City Market to the west.
4. **Structured Parking.** The 50,000 GSF of above-grade structured parking hosts 125 parking spaces that serves the immediate needs for the boutique hotel and the for-sale condominium units. The parking structure is accessed by vehicles from E Davie Street and accessed by pedestrians from the forecourt on Moore Square to the north.

Note that the development team reserves the right to adjust the development program as design progresses to meet market demand.

The wide range of uses is further augmented by a cleverly choreographed ground floor. This includes a continuous retail frontage on the western edge of the Moore Square East site that faces and activates Moore Square, an open space tree bosque that acts as a forecourt to the commercial office lobby, a reimagined forecourt with the Esso Station retail pavilion that supercharges the public space entry at the southwest corner of Moore Square, and a highly celebrated through-block connection to the City Market.

To expand the legacy of Moore Square Park even further, both sites host five expansive roof top amenity decks that both broaden the identity and character of the park further as well as provide incredible views from all of the uses back to one of the best urban open spaces the Triangle has to offer.

Tab 4: Design Proposal

Moore Square East

- **Raleigh Rescue Mission Space** (“RRM Space”). The RRM Space will utilize Type III construction sitting on a Type I construction podium. This configuration faces outward toward S Bloodworth and E Hargett Street. The exterior of the RRM Space is comprised of brick, window wall, metal panel, and phenolic panel.
- **Market-Rate Housing.** The midrise component of the market-rate housing will be podium style construction, utilizing Type III construction sitting on a Type I construction podium. It is a single-loaded configuration with units facing outward toward S Bloodworth and E Martin Street with an interior corridor adjacent to the parking structure interior to the block. Units have approximately 36’ depth, excluding the corridor, and vary in width based on number of bedrooms. The high-rise component of the market-rate housing will utilize Type I construction. It is a double-loaded configuration with units facing outward toward S Bloodworth, S Person, E Hargett, and E Martin Street, with a total building depth of 70’ and units vary in width based on number of bedrooms. The exterior of market-rate housing is comprised of brick, window wall, metal panel, and phenolic panel.
- **Commercial Office.** The commercial office will utilize Type I construction. It is a center-core configuration with comfortable leasing depths and a total building depth of 120’ on the larger leg of the floor plate and 90’ on the smaller leg of the floor plate. The exterior of the commercial office is comprised of a combination of precast panels, window wall, and metal panels.
- **Ground Floor Retail.** The exterior of the ground floor retail is comprised of storefront and individualized signage/branding for retailers.
- **Structured Parking.** The exterior of the structured parking, when rarely it is exposed to the public realm, is comprised of window wall, shadow box panel, metal panel, and metal screen.

Moore Square South

- **Boutique Hotel.** The exterior of the boutique hotel is comprised of brick, window wall, and metal panel.
- **For-Sale Condominium Housing.** The exterior of the for-sale condominium housing is comprised of brick, window wall, and metal panel.
- **Ground Floor Retail.** The exterior of the ground floor retail is comprised of storefront and individualized signage/branding for retailers.
- **Structured Parking.** The parking is lifted above grade and away from the public realm, further welcoming a vibrant mix of uses on the ground level facing the street. The exterior of the structured parking is comprised of window wall, shadow box panel, metal panel, and metal screen.

Renderings and massing can be found at the end of this document

Tab 5: Construction and Operation

Construction administration and property management will be handled by affiliates of Mack Real Estate Group with extensive experience in these fields.

Engineering will be done by Lynch Mykins Structural Engineers, P.C., a Raleigh based, woman-owned firm.

<https://lynchmykins.com/>

Contact: Anna Lynch, Chief Executive Officer, alynch@lynchmykins.com

Land planning and landscape architecture will be done by SEPI, a woman-owned and Raleigh-based business; SEPI is also recognized by the State of North Carolina as a Historically Underutilized Business (HUB).

<https://sepiinc.com/>

Contact: Jennifer Allen, Senior Vice President & Chief Strategy Officer, jallen@sepiinc.com

Financing for the project will be led by SLI Capital with a mix of funding from SLI's Internal Fund, MREG funds, and a to-be-named Limited Partner(s). This structure has been used in other projects, and SLI has been successful in raising over \$500MM in equity for projects within the past 3 years. The project team will utilize construction financing in the range of 50-65% loan-to-cost ("LTC") which we believe de-risks the project. Common equity and loans are the only forms of financing expected to be utilized. No forms of mezzanine debt will be used.

LS3P will handle architectural aspects of the development. LS3P is a multidisciplinary firm offering planning, urban design, and architecture services to a wide variety of clients nationwide. Central to all regions of the Southeast with eleven offices in three states, LS3P is committed to bringing state-of-the-art design, planning, and expertise of a strong regional firm closer to our clients on a local level.

<https://www.ls3p.com/>

Contact: Justin Kearnan, Urban Environments Practice Leader, justinkearnan@ls3p.com

General Contractors for the project will be bid out based on the architectural drawings in order to ensure the best terms and construction supervision team is achieved for the project. Real time pricing feedback has been provided for the current design from general contractor Clancy & Theys.

Preliminary Schedule

Phase I Pre-Development Services

06/27/2022 – 10/31/2022

- Initial RFP Submission (6/27/22)
- Finalize Agreement with Raleigh Rescue Mission
- Stage 2 Interview (7/19/22 - 7/21/22)
- Selection at City Council Meeting (8/16/22)
- Master Planning
- Programming and Pre-Program Studies
- Negotiate Purchase and Sale Agreement with City of Raleigh

Phase II Site Due Diligence and Strategies

08/17/2022 – 11/30/2022

- Site Analysis / Contracting

- Schematic Site Plan with Parking
- Site Due Diligence
- Code Reviews

Phase III Design

11/01/2022 – 10/31/2023

- Complete Schematic Design
- Design Development and Documentation
- Construction Documents and Engineering
- Appraisal and Loan Closing
- Finalize Lender Requirements
- Client Approval
- GMP Pricing

Phase IV Permitting

03/01/2023 – 12/29/2023

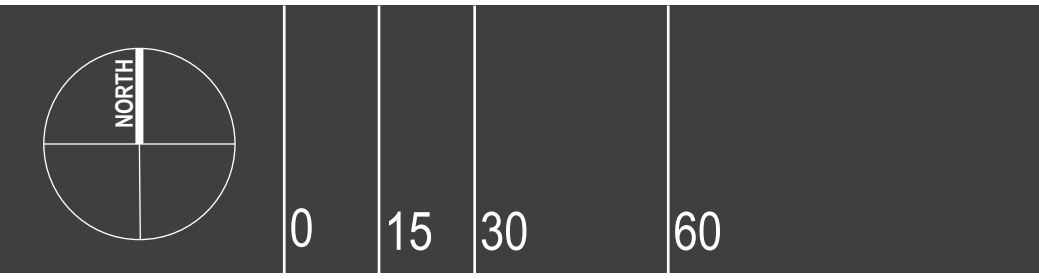
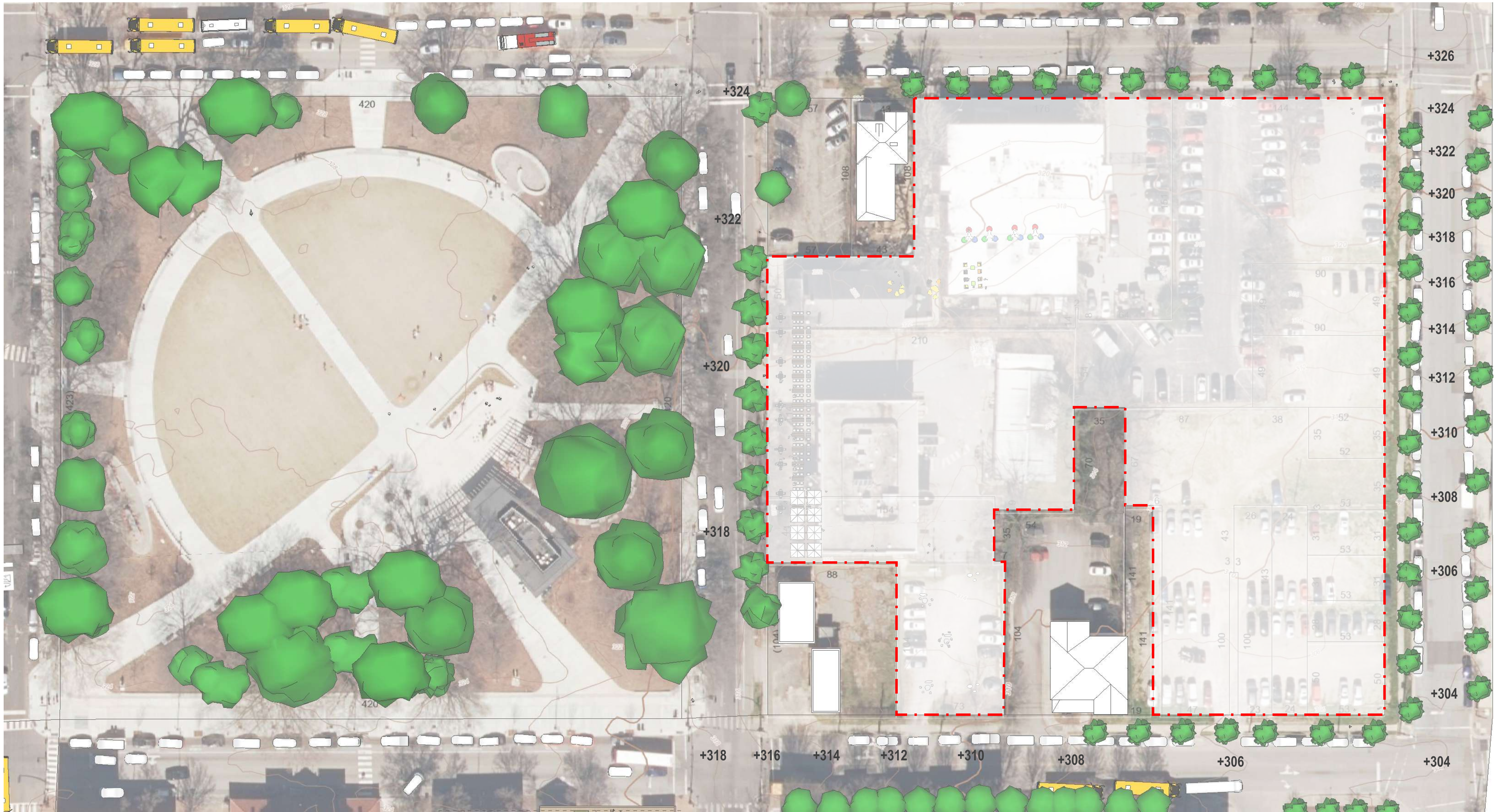
Permit Packages can be broken out separately to expedite construction commencement.

- Submit Site and Grading Permit Package
- Submit Core and Shell Permit Package
- Submit Parking Deck Permit Package
- Submit Interior Permit Package

Phase V Construction Period

01/02/2024 – 03/02/2026

- Break Ground (01/02/24)
- Construction
 - Start Site Work (1/02/24)
 - Start Core & Shell Construction (3/01/24)
 - Start Tenant Interiors (03/01/25)
 - Core & Shell Substantial Completion (01/03/26)
 - Residential Substantial Completion (phased starting 03/02/26)
 - Office Upfit Substantial Completion – Assumed Q2 2026

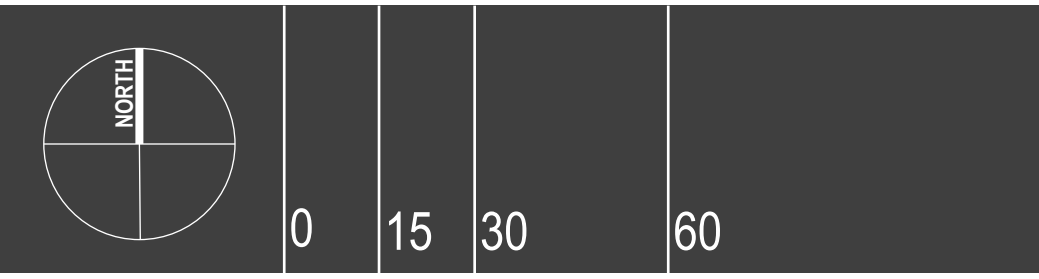
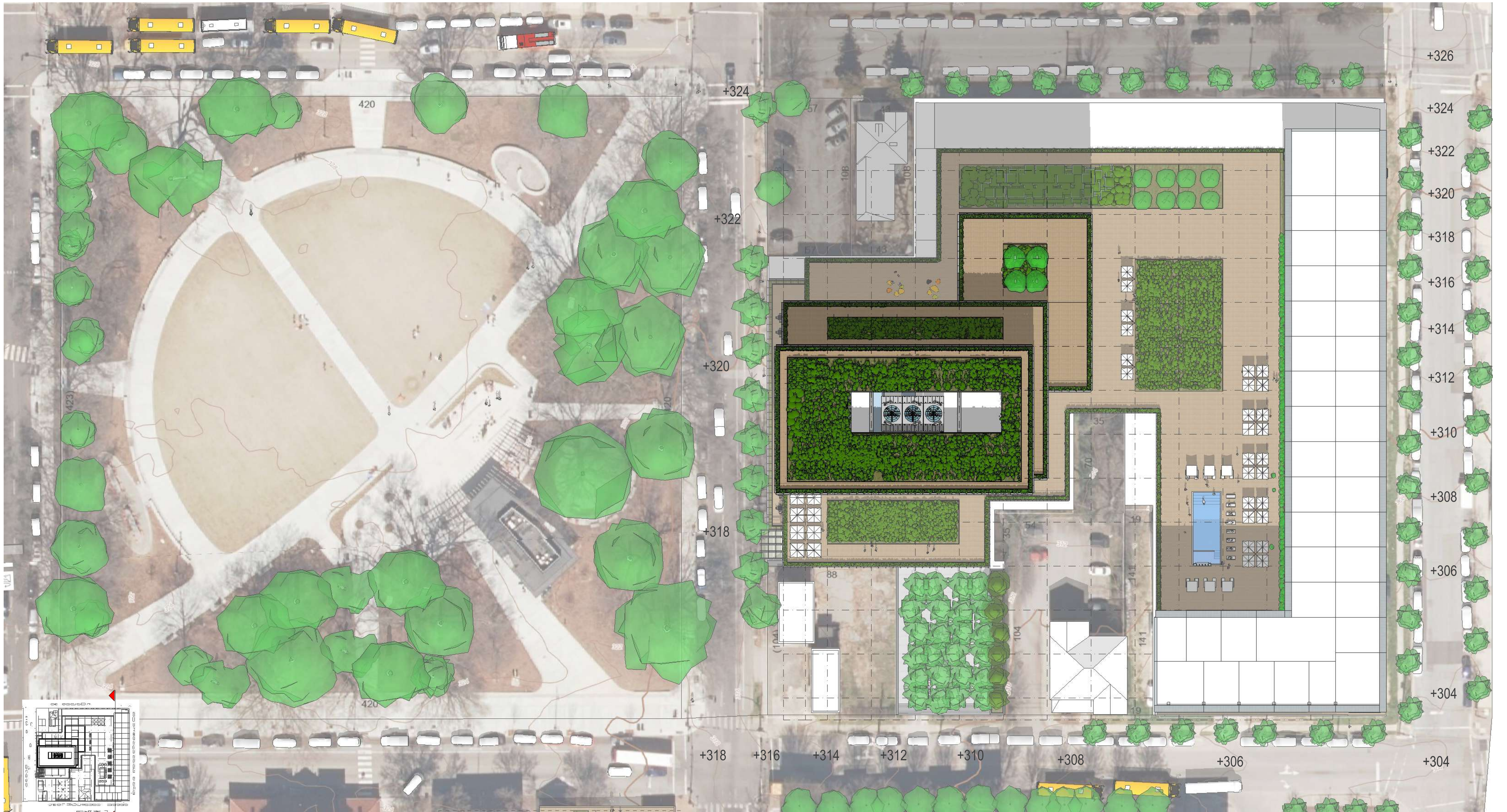


EXISTING SITE
 MOORE SQUARE RALEIGH NC

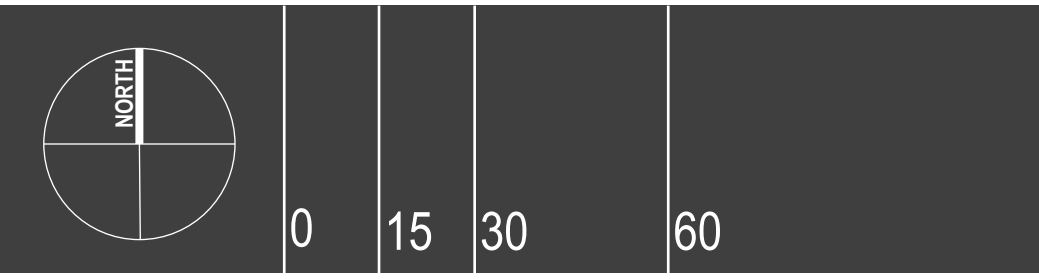
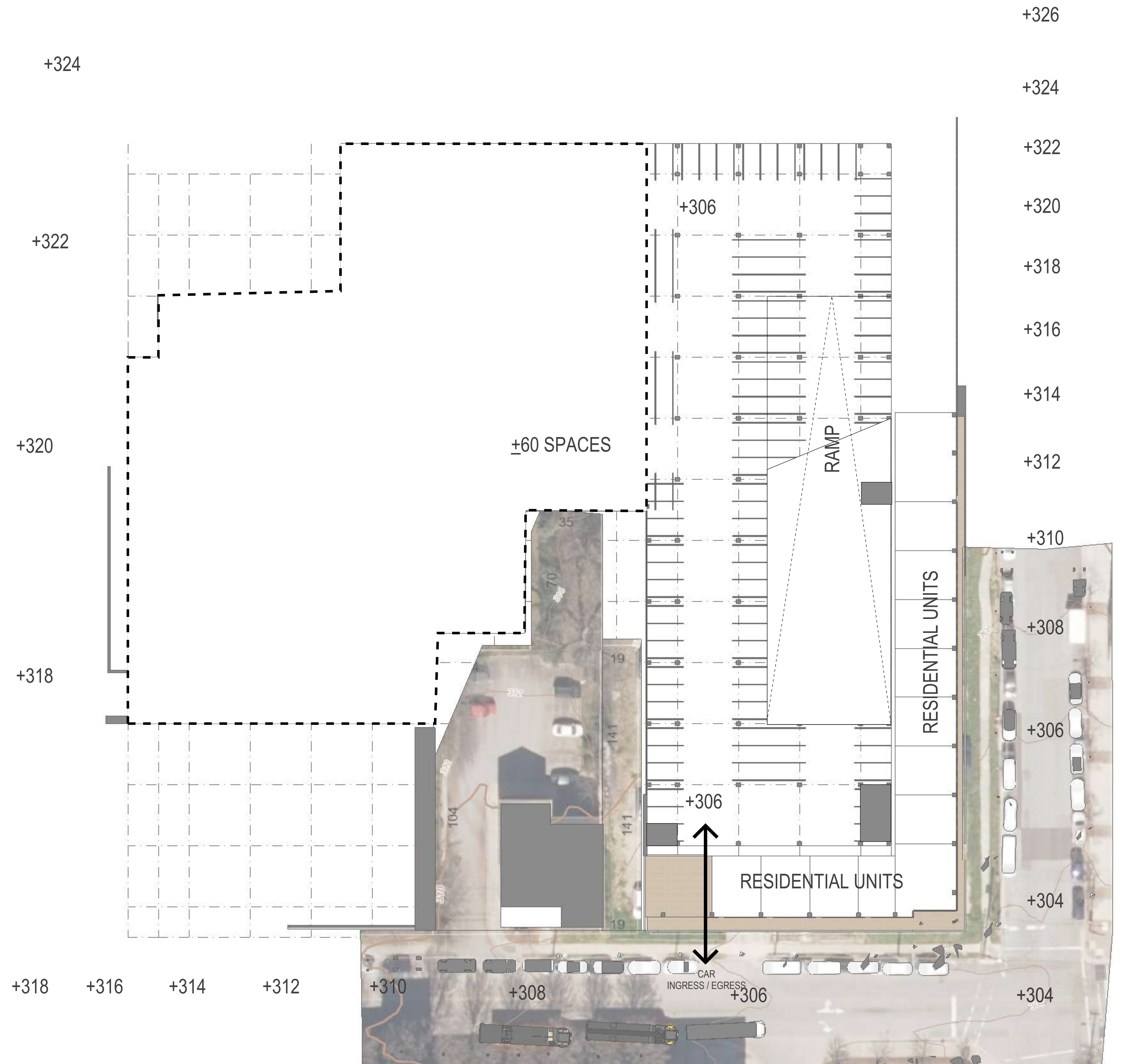
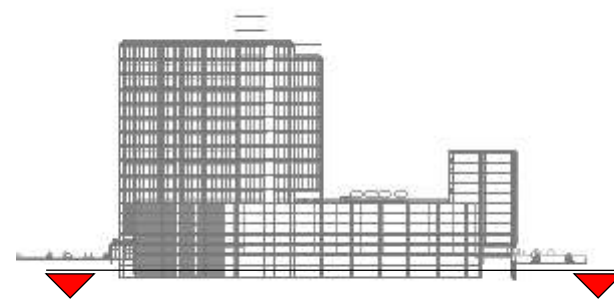
SITE DIAGRAMS

LS3P

June 24, 2022
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STUDY 7
MOORE SQUARE RALEIGH NC
SITE PLAN



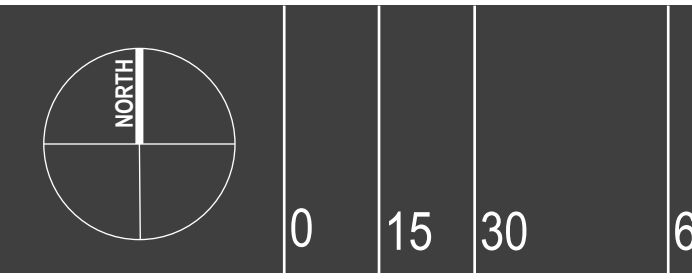
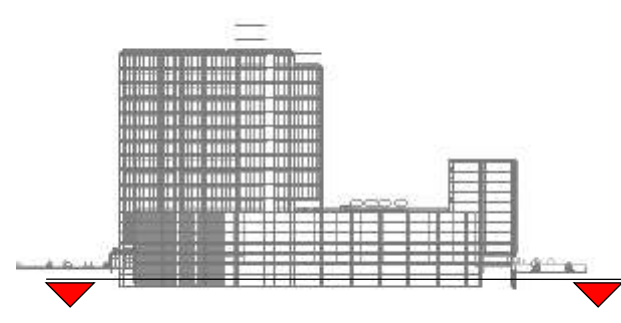
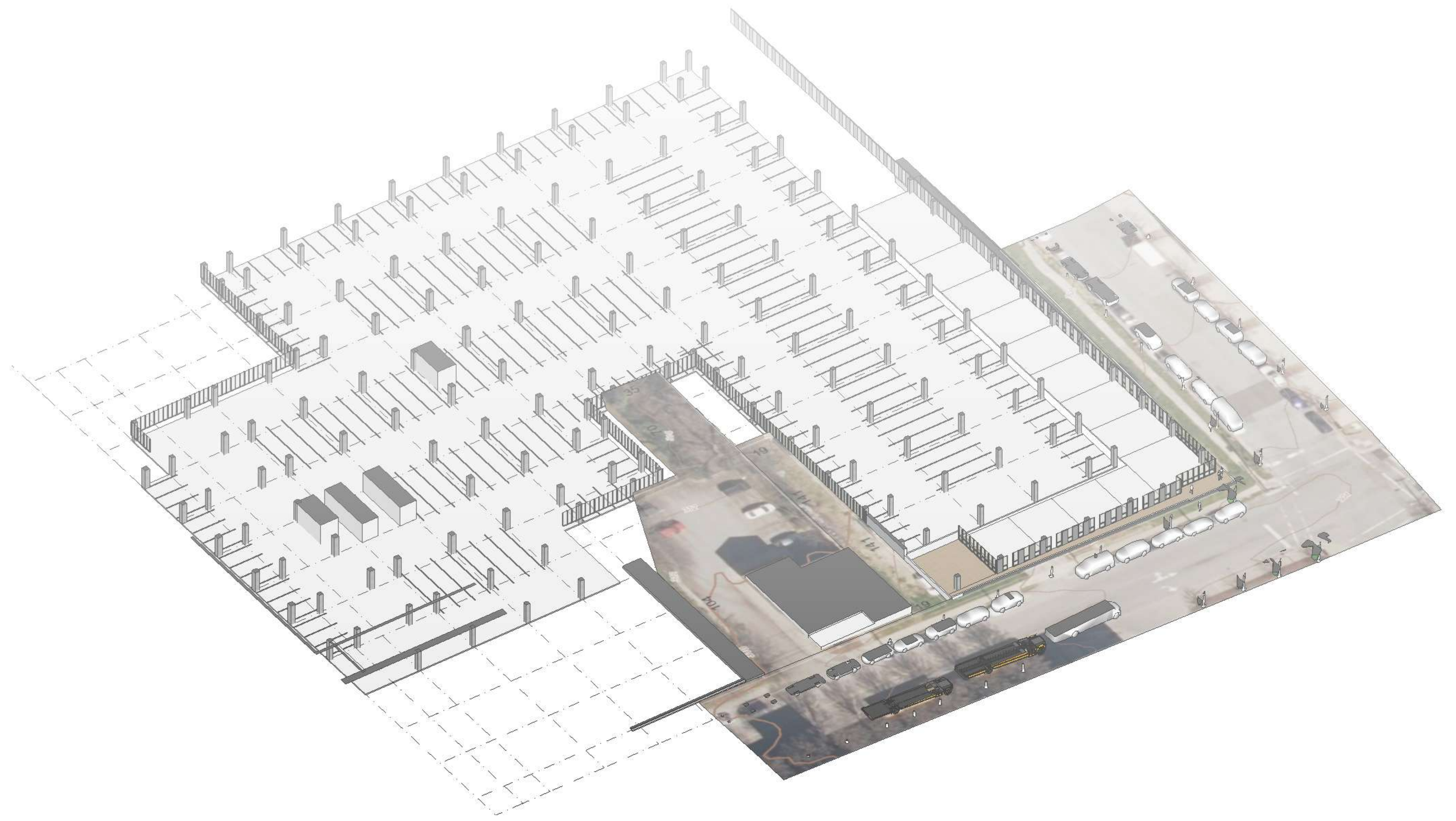
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STUDY 7
MOORE SQUARE RALEIGH NC

PARKING LEVEL 1 (STREET LEVEL AT E MARTIN ST)

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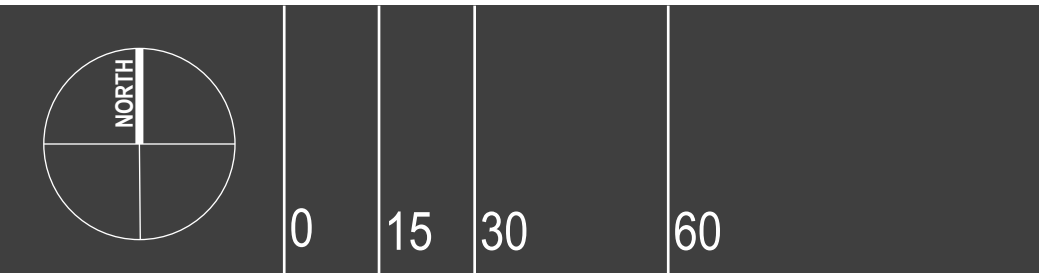
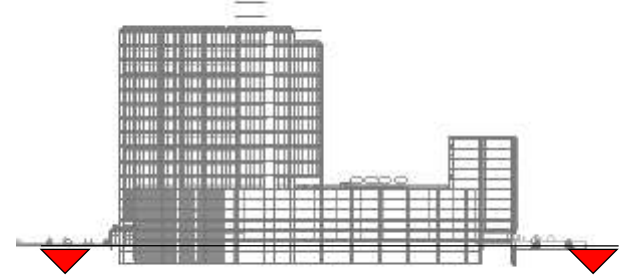
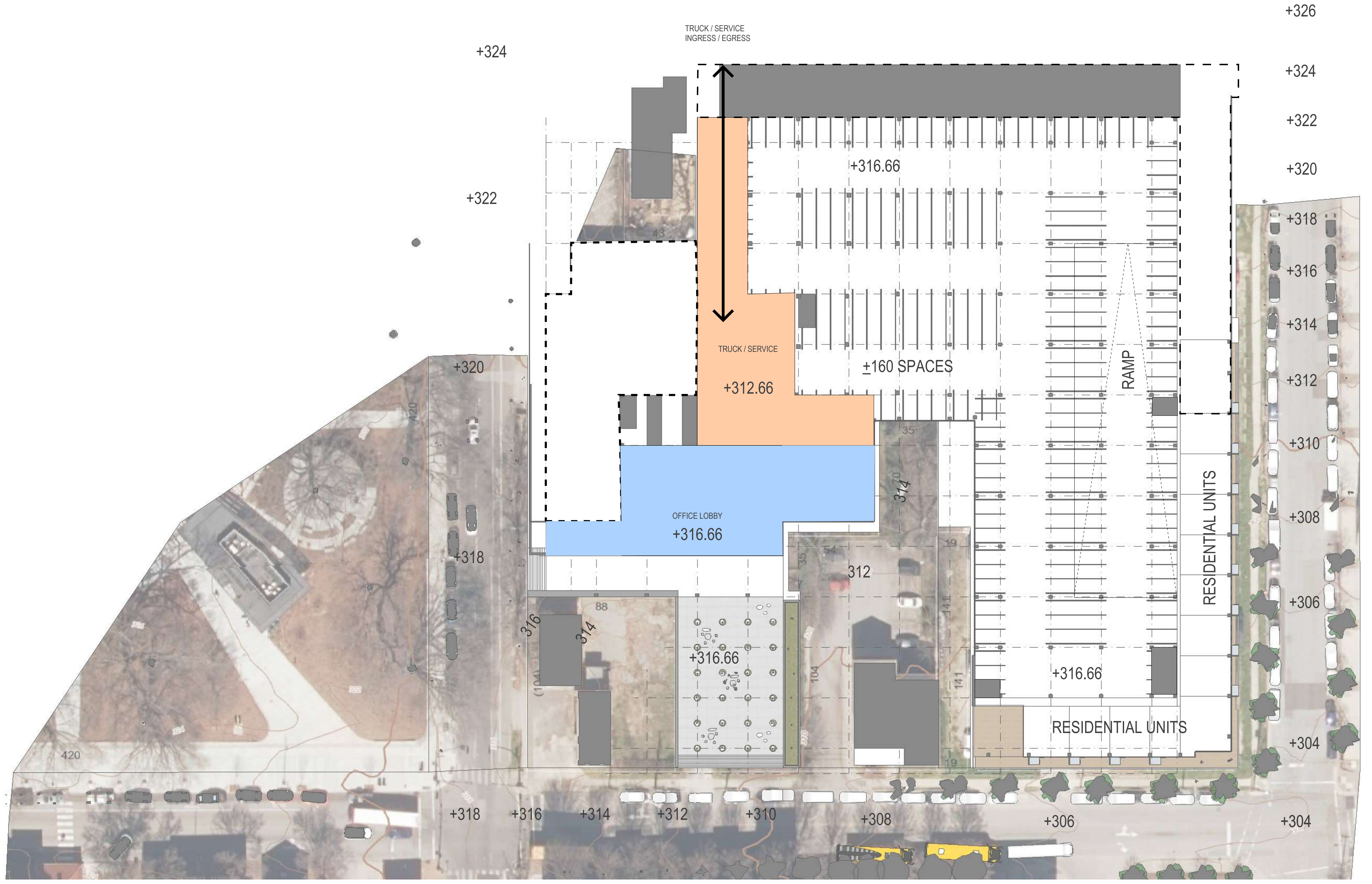


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STUDY 7
MOORE SQUARE RALEIGH NC

PARKING LEVEL 1 (STREET LEVEL AT E MARTIN ST)



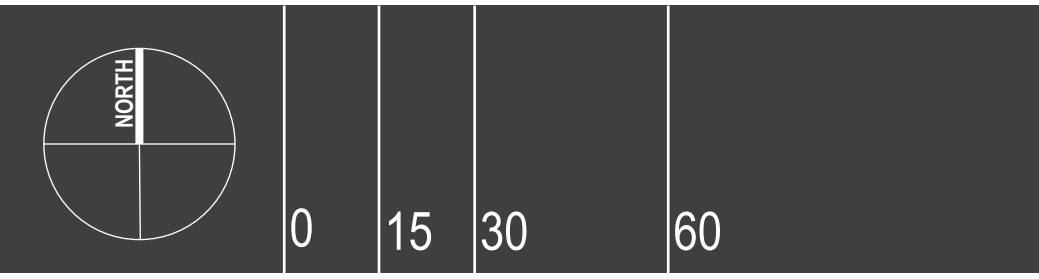
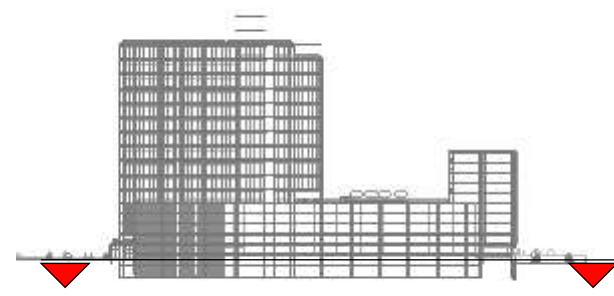


STUDY 7
 MOORE SQUARE RALEIGH NC

PARKING LEVEL 2

LS3P

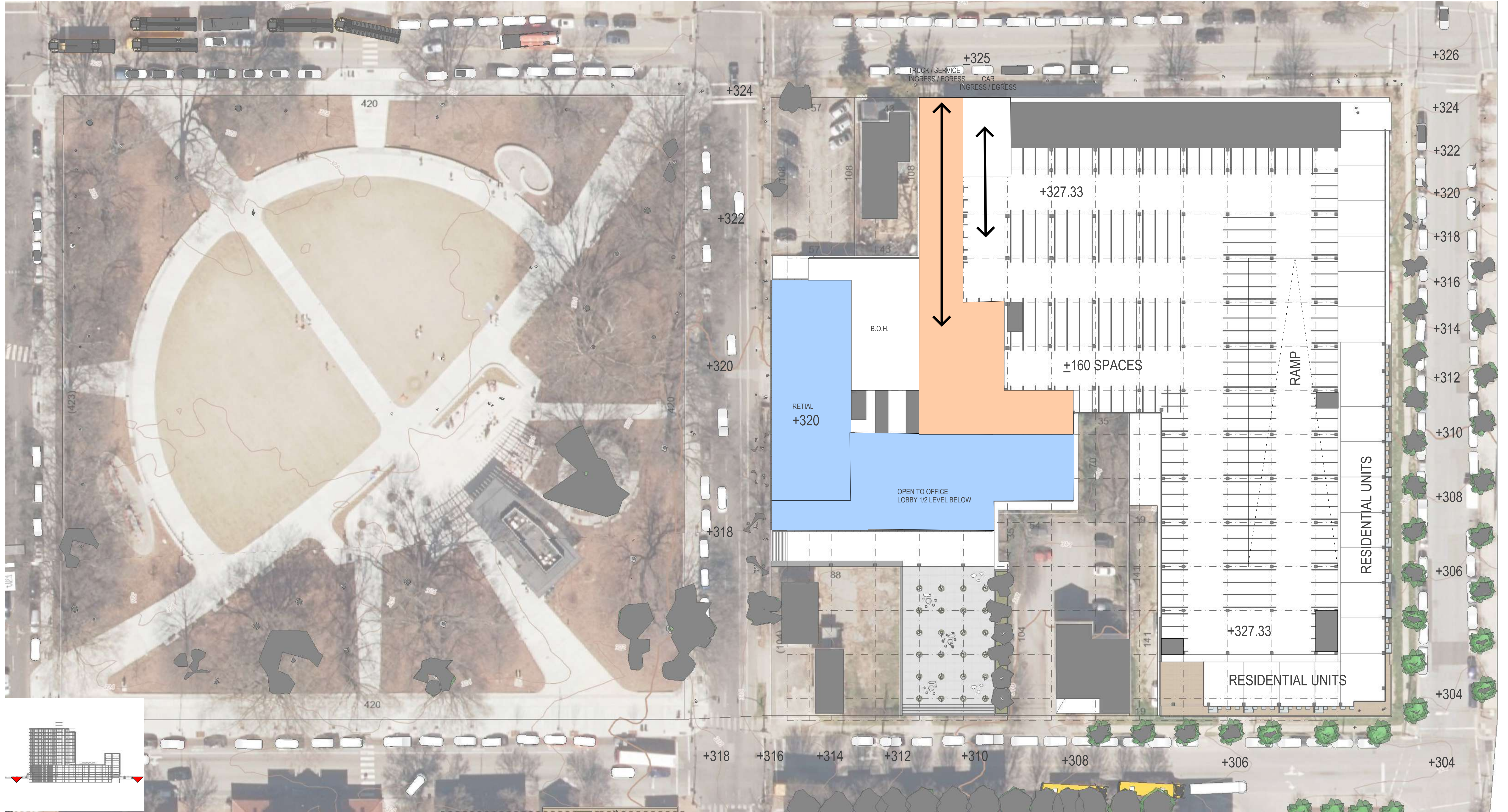
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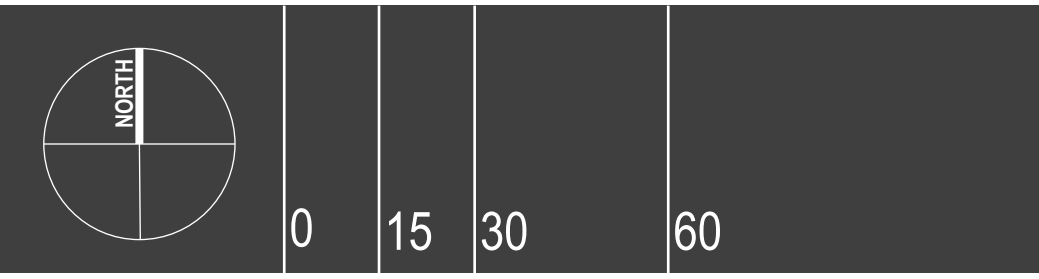
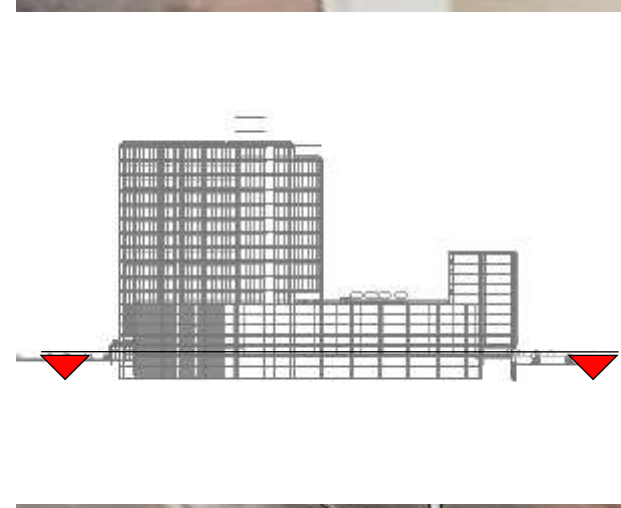


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STUDY 7
MOORE SQUARE RALEIGH NC

PARKING LEVEL 2

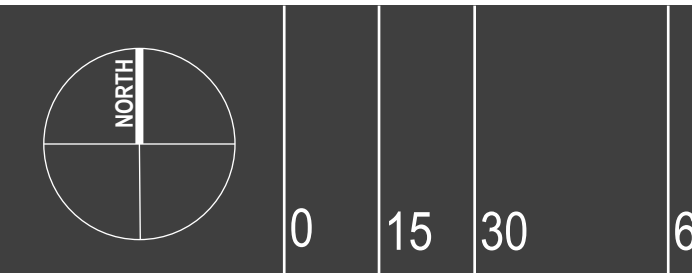
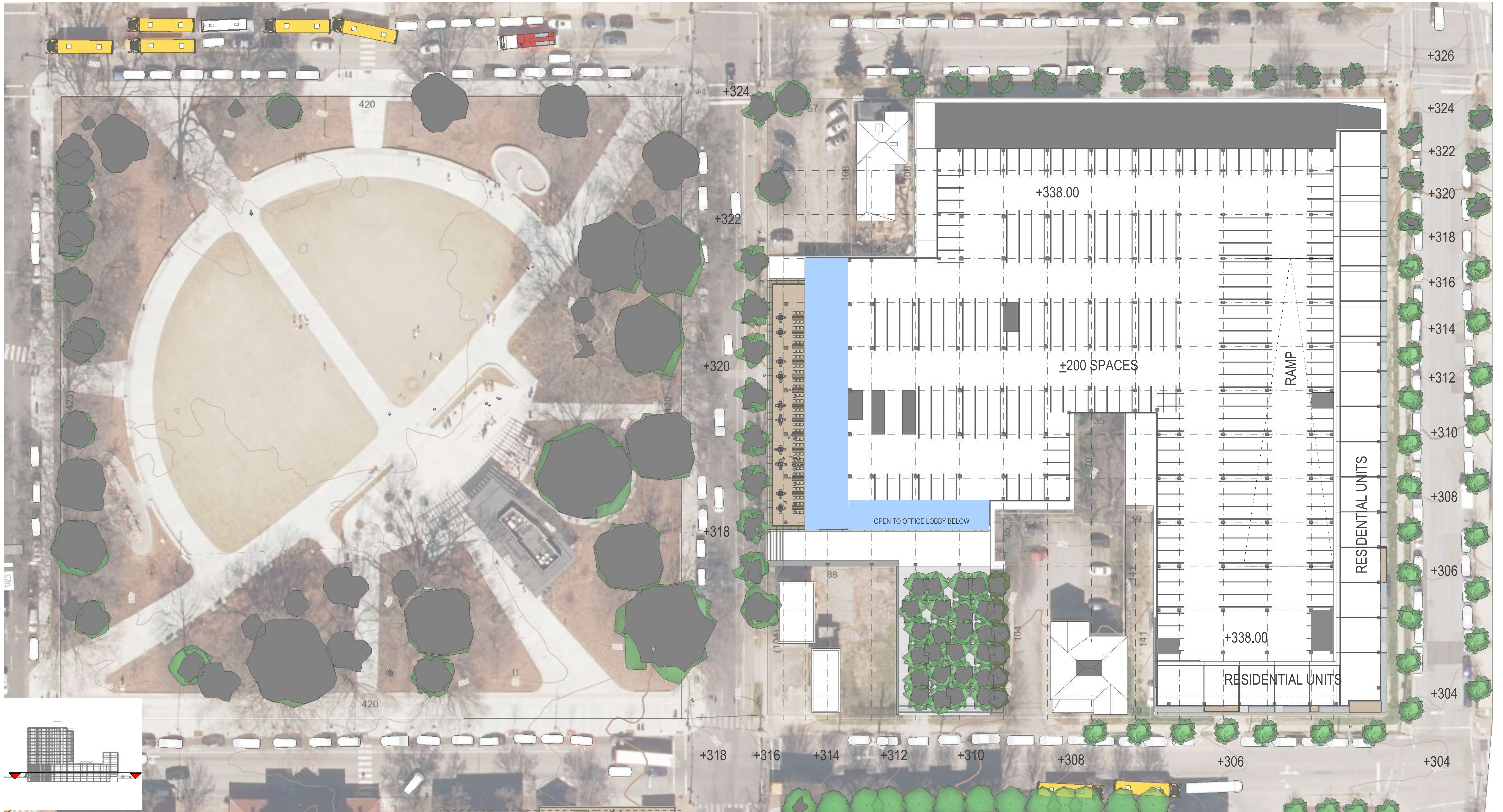




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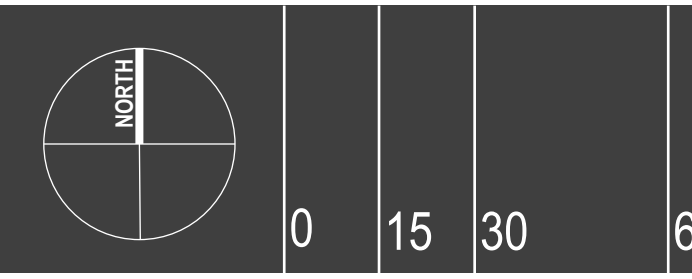
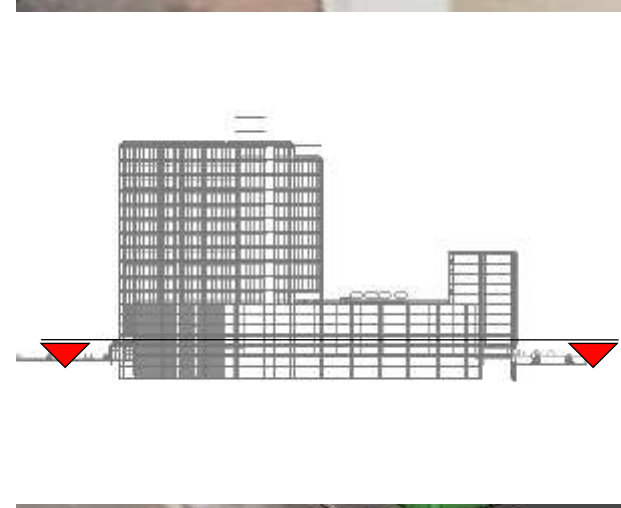
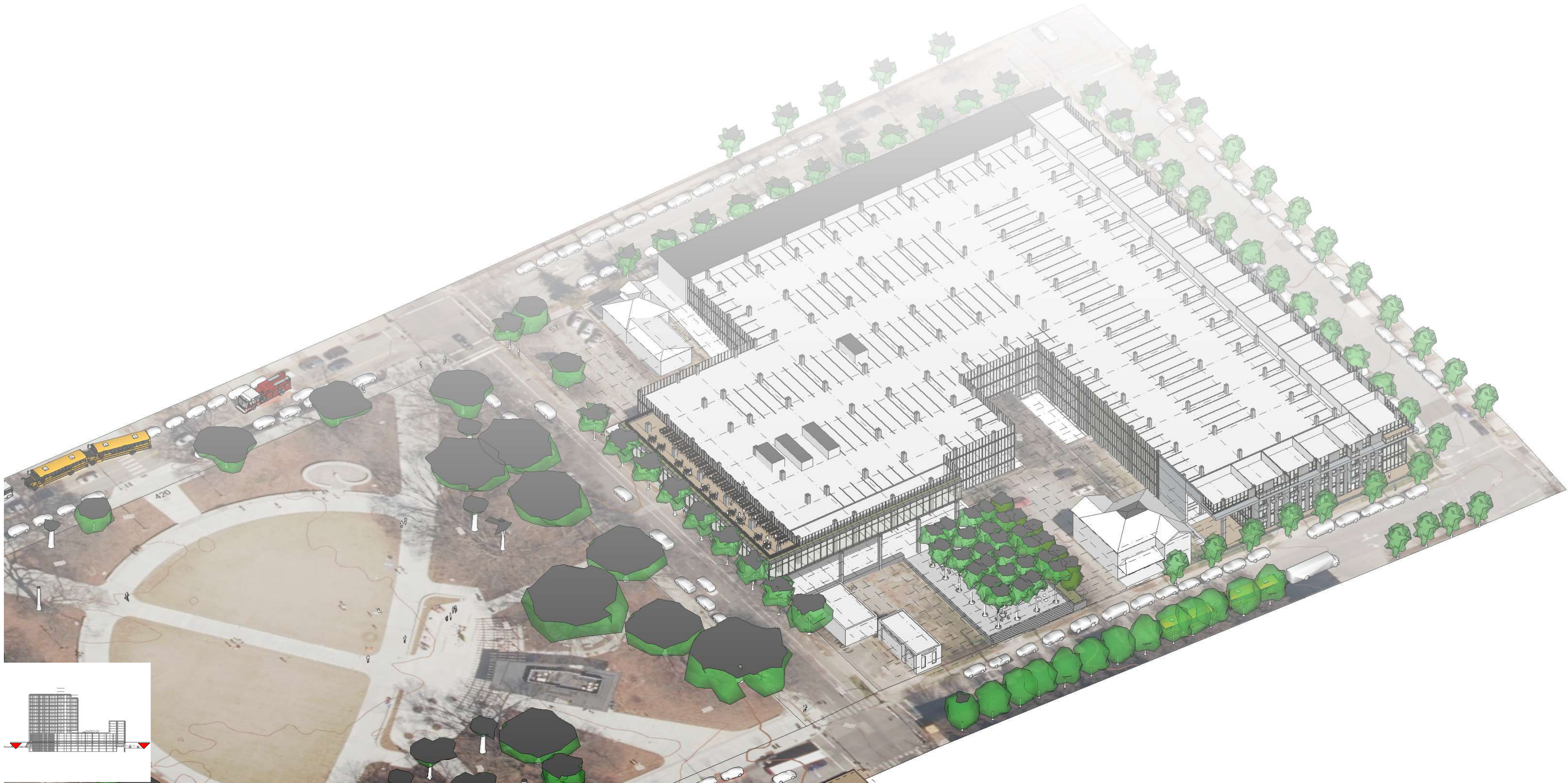
PARKING LEVEL 3 (STREET LEVEL AT E HARGETT ST)



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STUDY 7
MOORE SQUARE RALEIGH NC

PARKING LEVEL 4 (RETAIL LEVEL S PERSON ST)



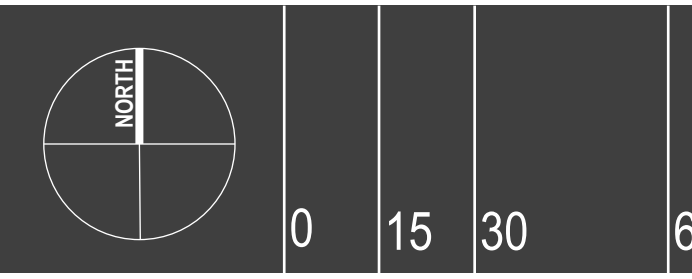
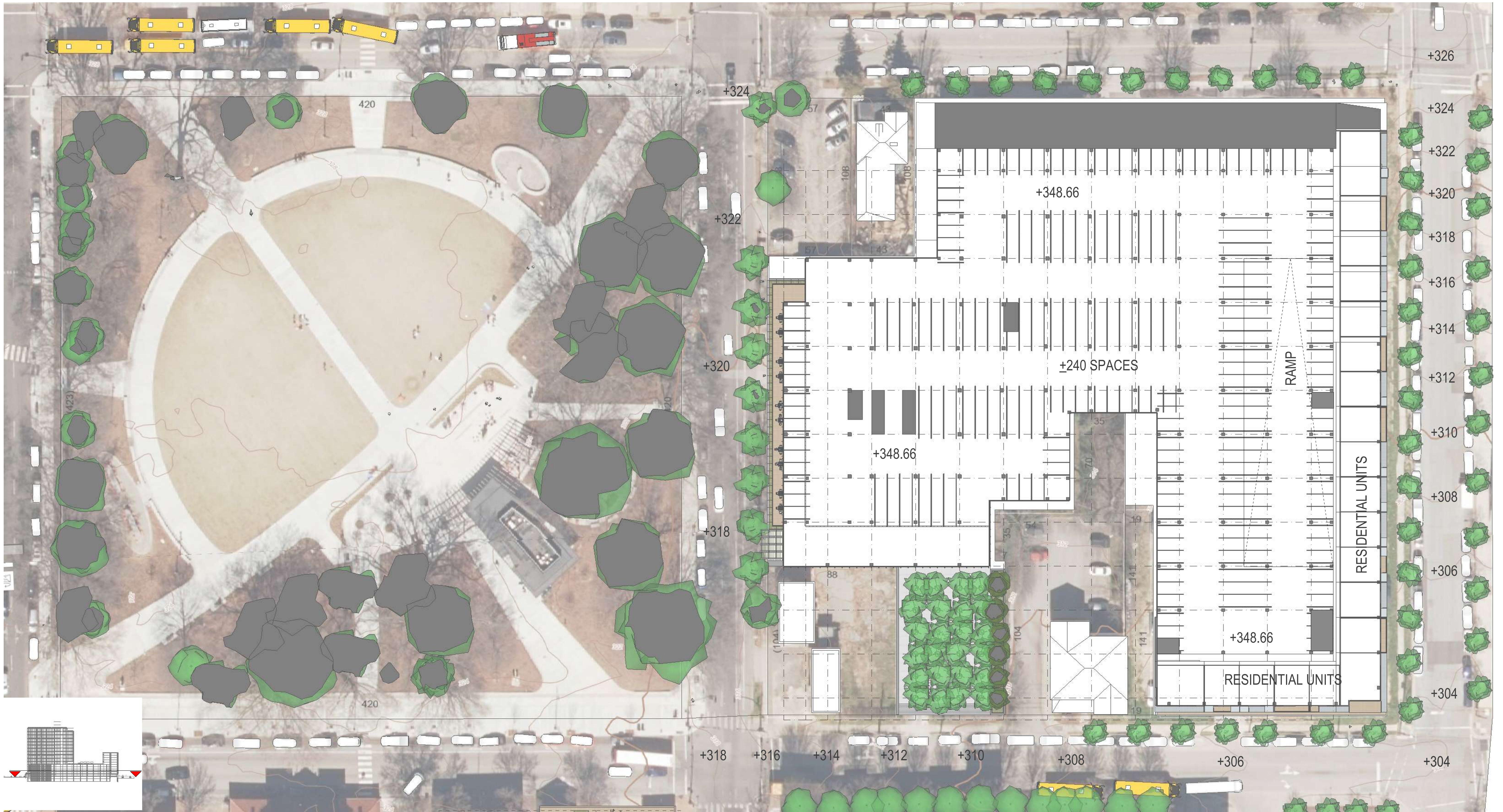
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STUDY 7
MOORE SQUARE RALEIGH NC

PARKING LEVEL 4 (RETAIL LEVEL S PERSON ST)



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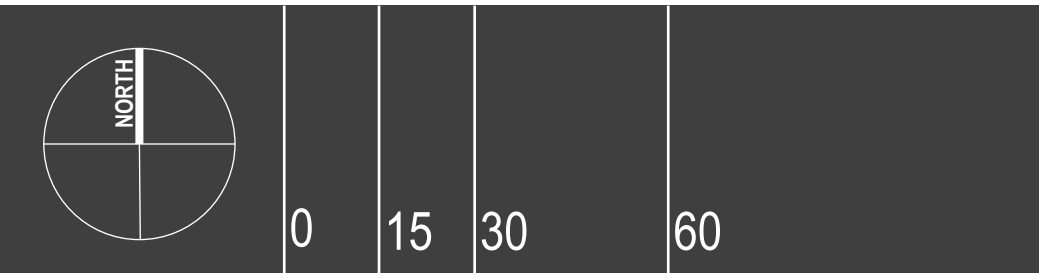
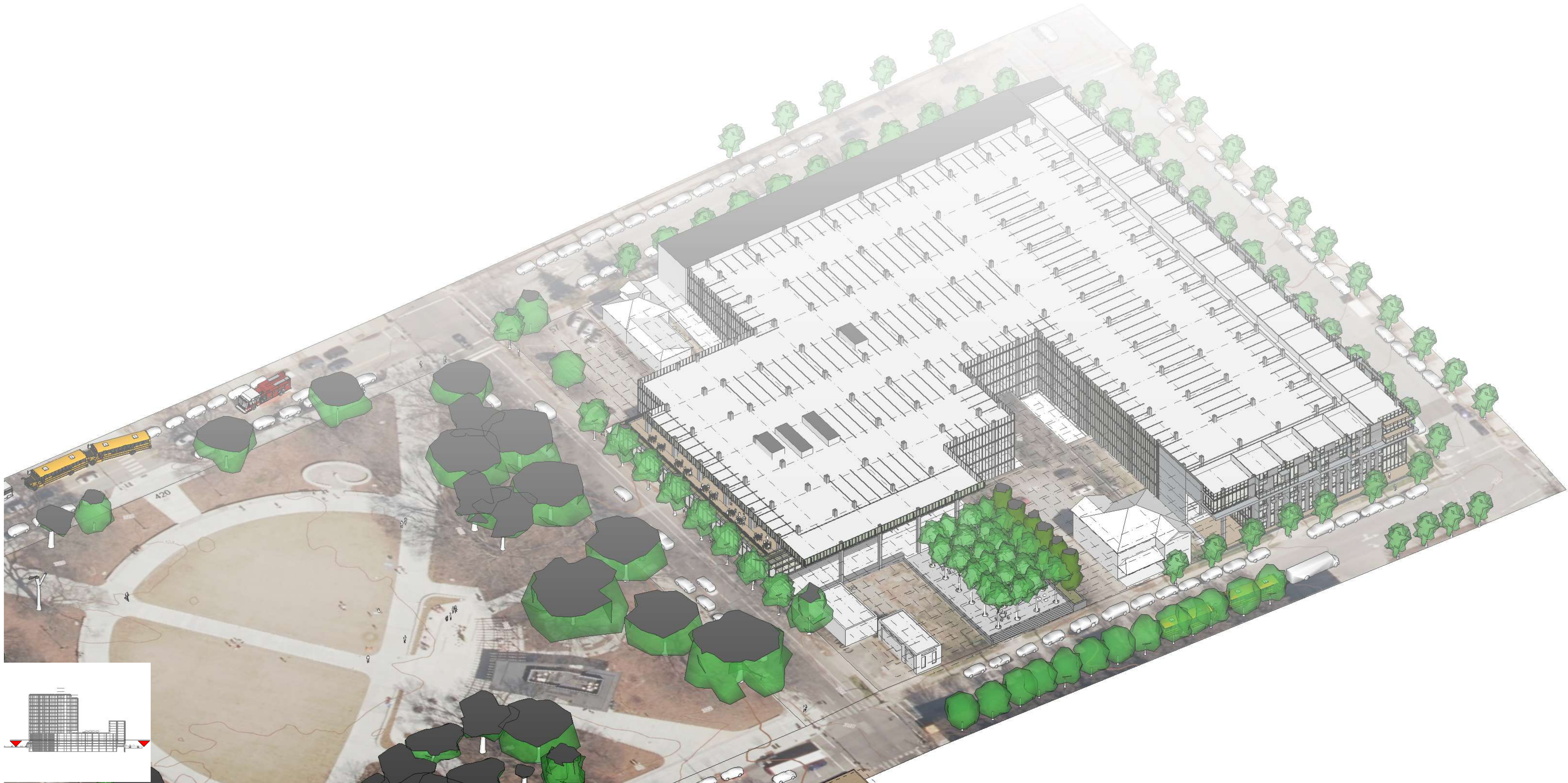


STUDY 7
MOORE SQUARE RALEIGH NC

PARKING LEVEL 5

LS3P

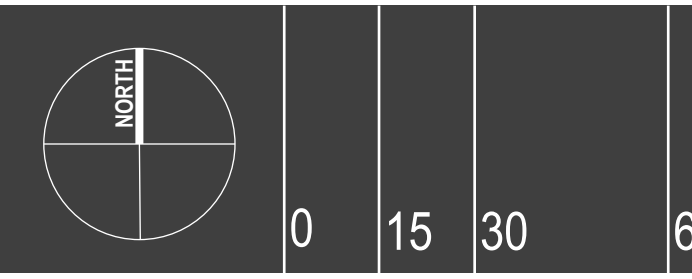
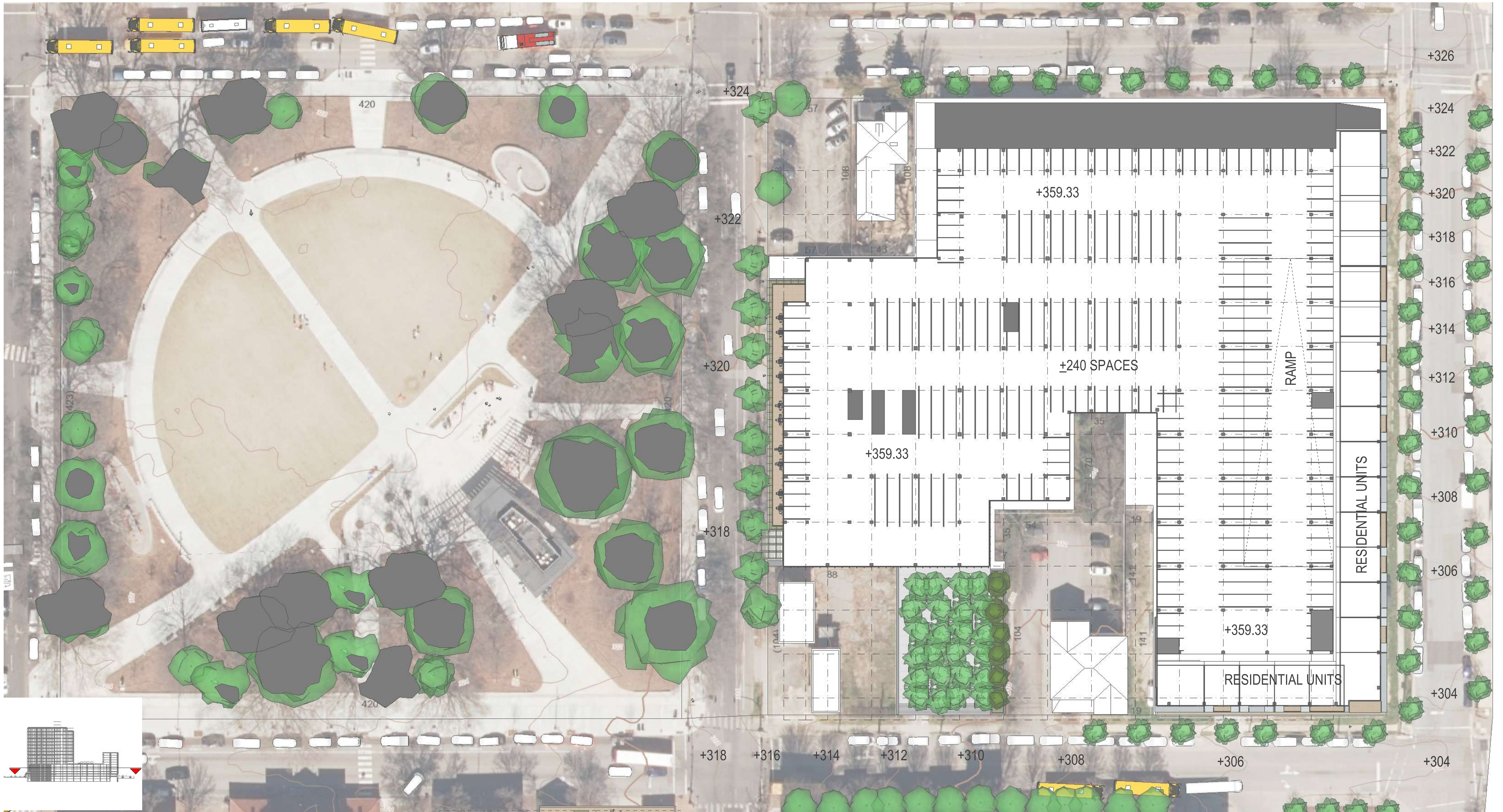
June 24, 2022
A 17



SCALE 1" = 30' 0" @ 24X36

STUDY 7
MOORE SQUARE RALEIGH NC

PARKING LEVEL 5

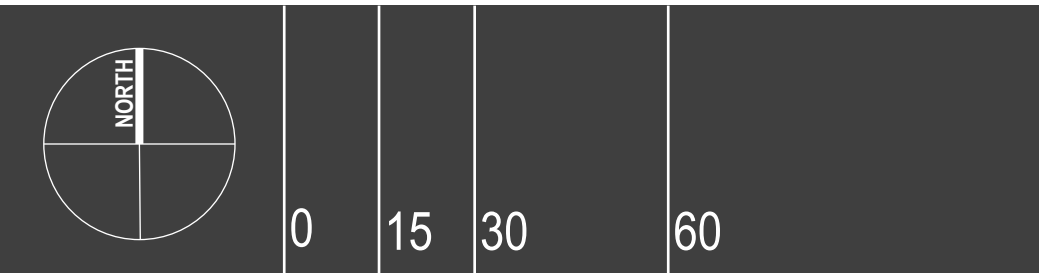
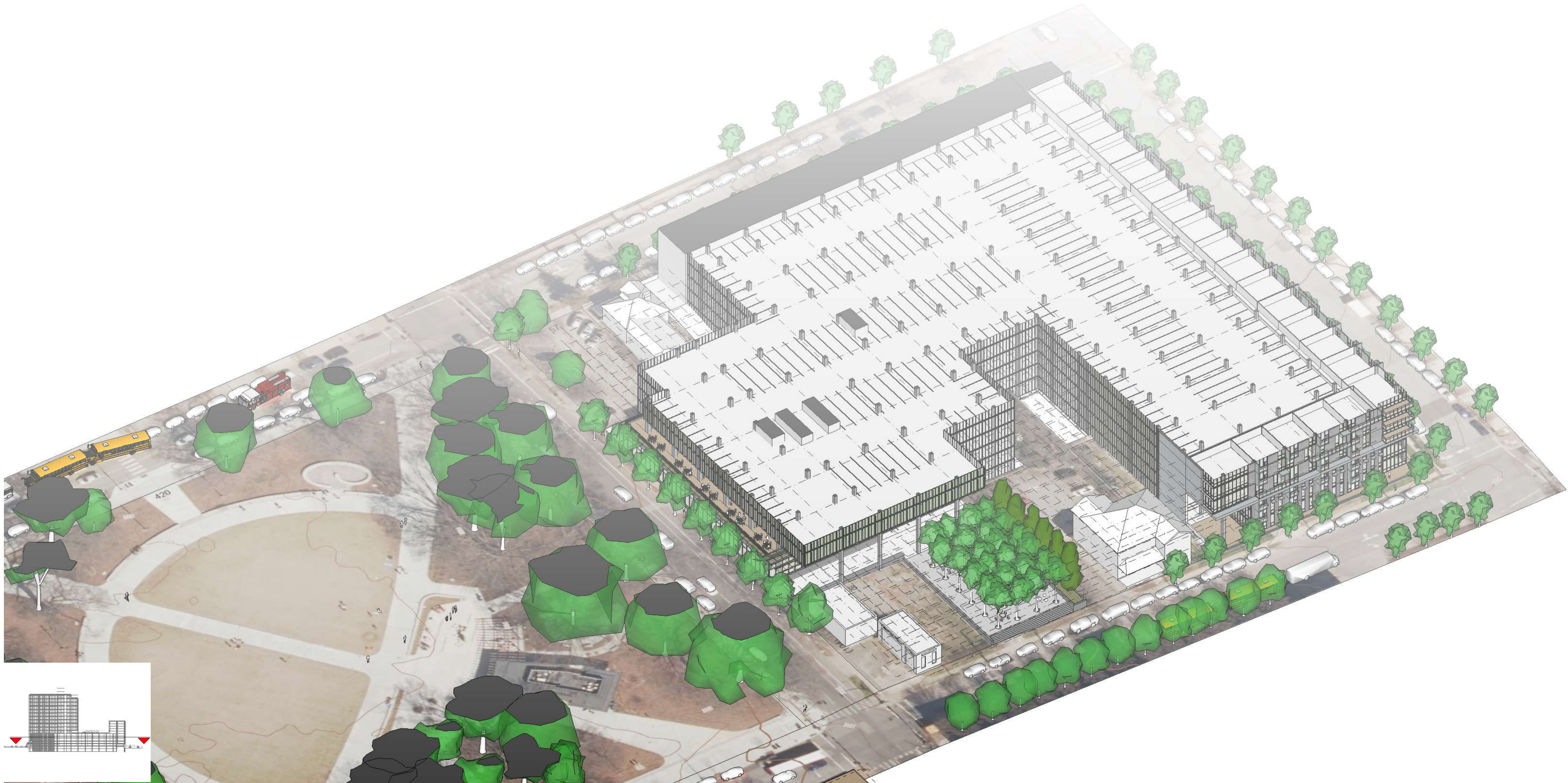


SCALE 1" = 30' 0" @ 24X36

STUDY 7
MOORE SQUARE RALEIGH NC

PARKING LEVEL 6

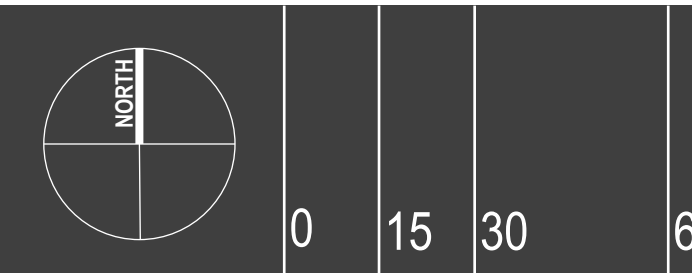




SCALE 1" = 30' 0" @ 24X36

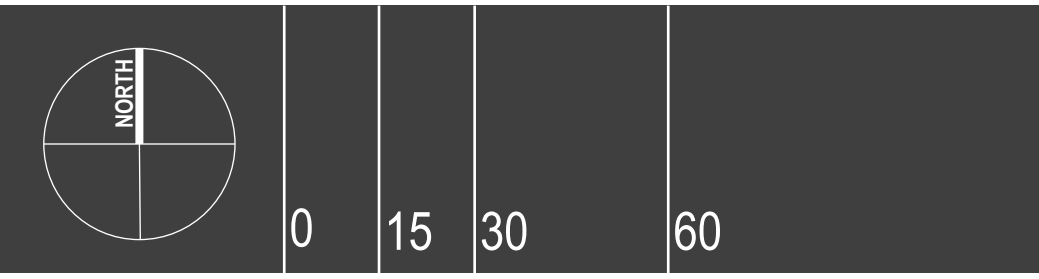
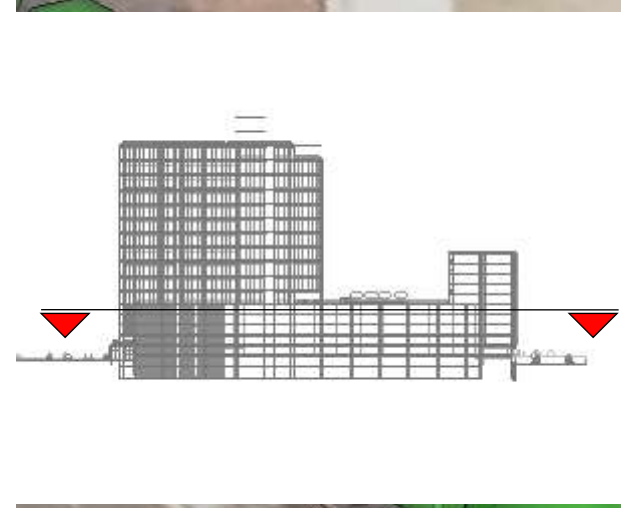
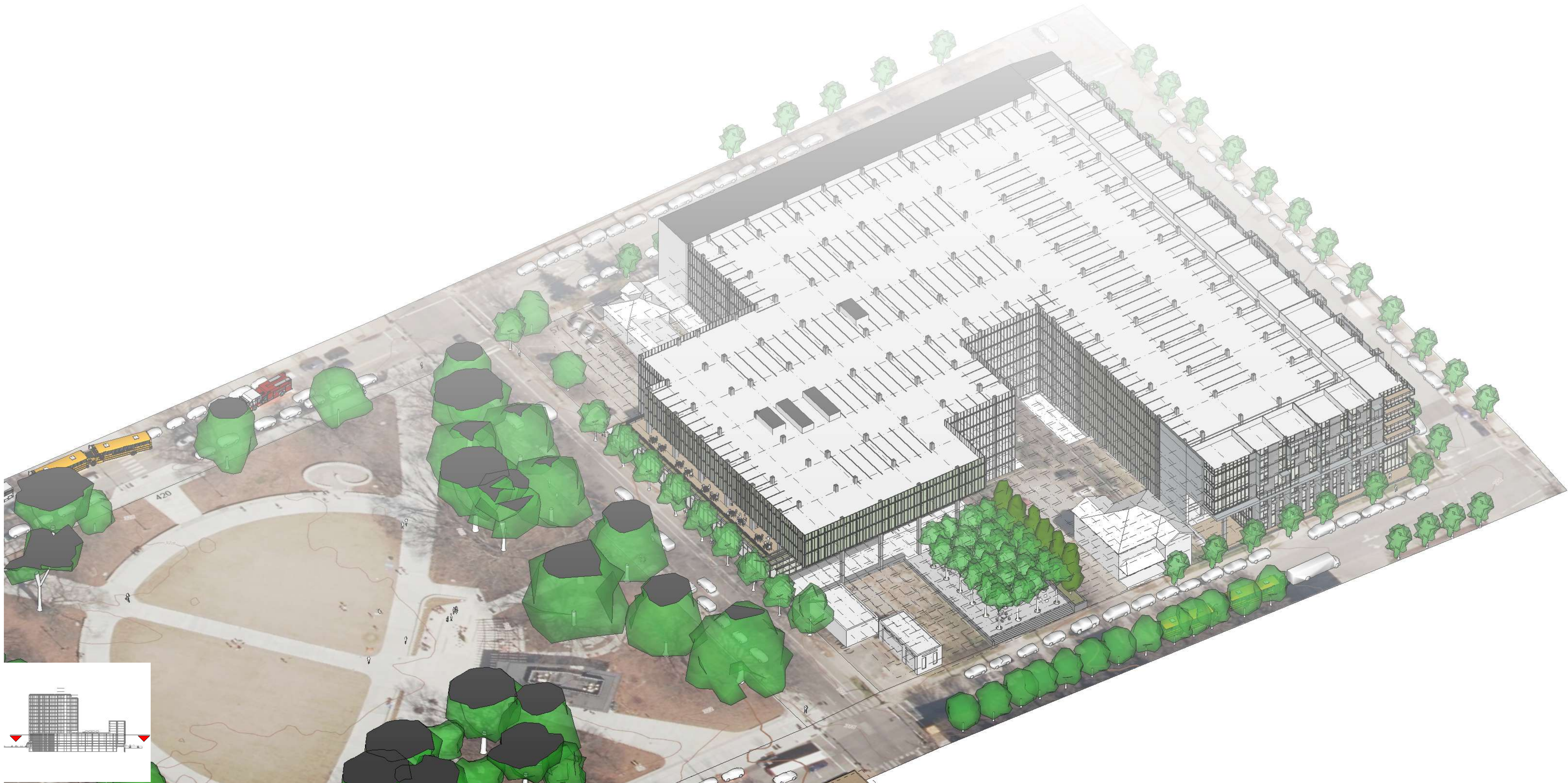
STUDY 7
MOORE SQUARE RALEIGH NC

PARKING LEVEL 6



STUDY 7
 PARKING LEVEL 7
 MOORE SQUARE RALEIGH NC

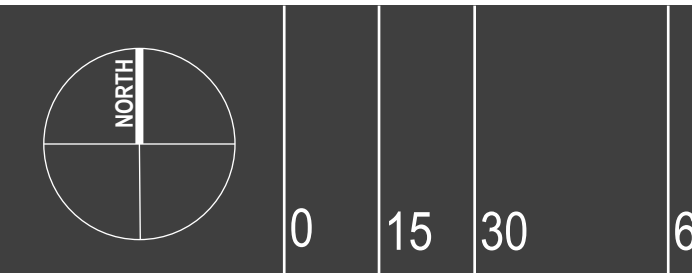
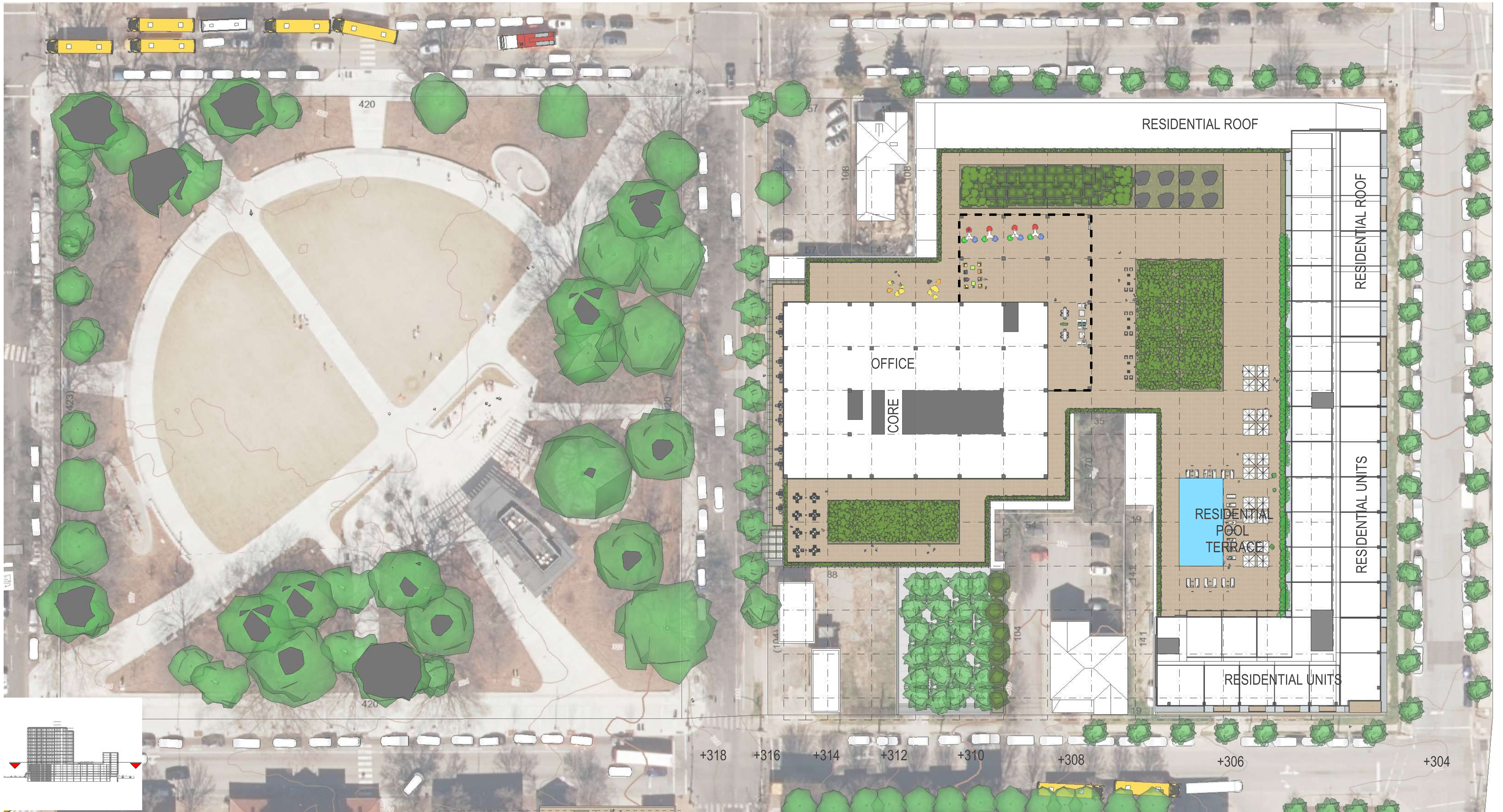




SCALE 1" = 30' 0" @ 24X36

STUDY 7
MOORE SQUARE RALEIGH NC

PARKING LEVEL 7



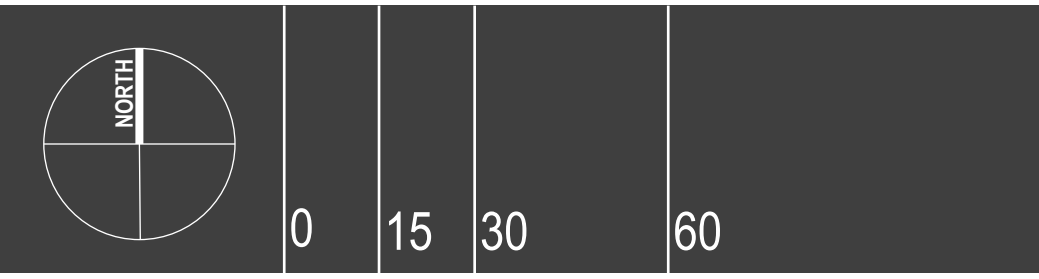
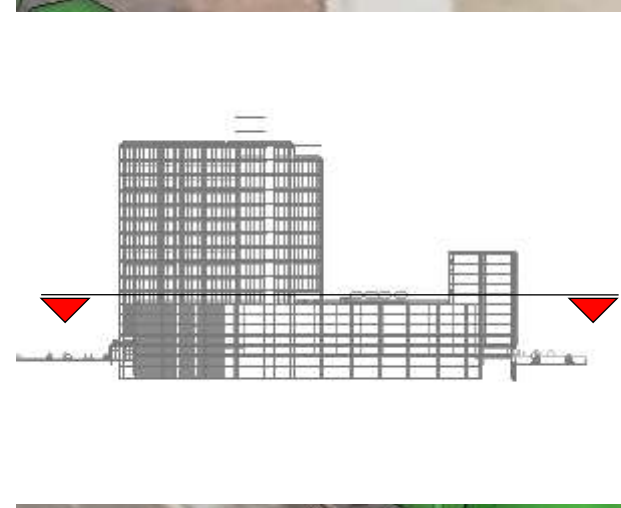
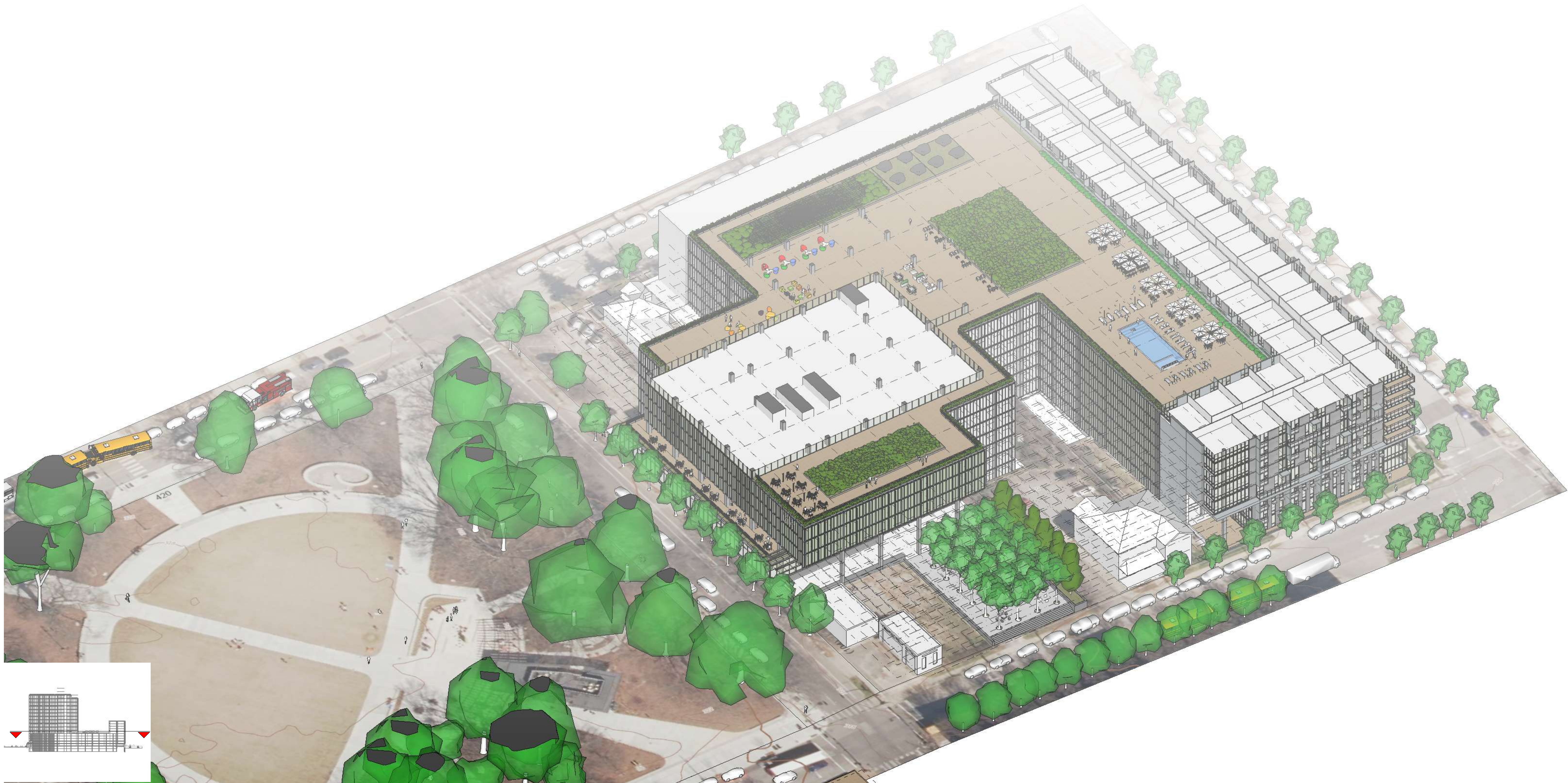
SCALE 1" = 30' 0" @ 24X36

STUDY 7
MOORE SQUARE RALEIGH NC

OFFICE LEVEL 1 (AMENITIES DECK MF / OFFICE)



June 24, 2022
A 23



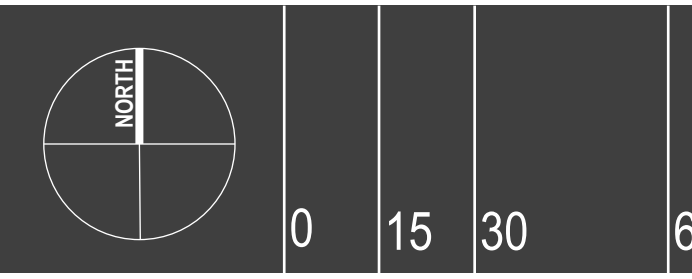
SCALE 1" = 30' 0" @ 24X36

STUDY 7
MOORE SQUARE RALEIGH NC

OFFICE LEVEL 1 (AMENITIES DECK MF / OFFICE)



June 24, 2022
A 24



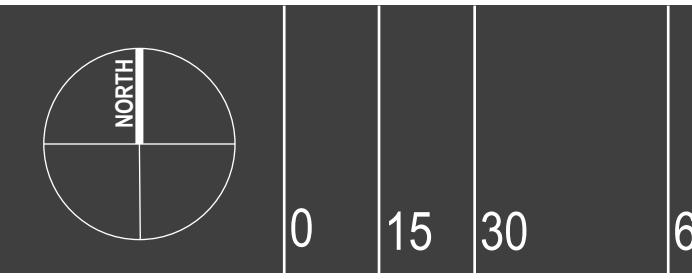
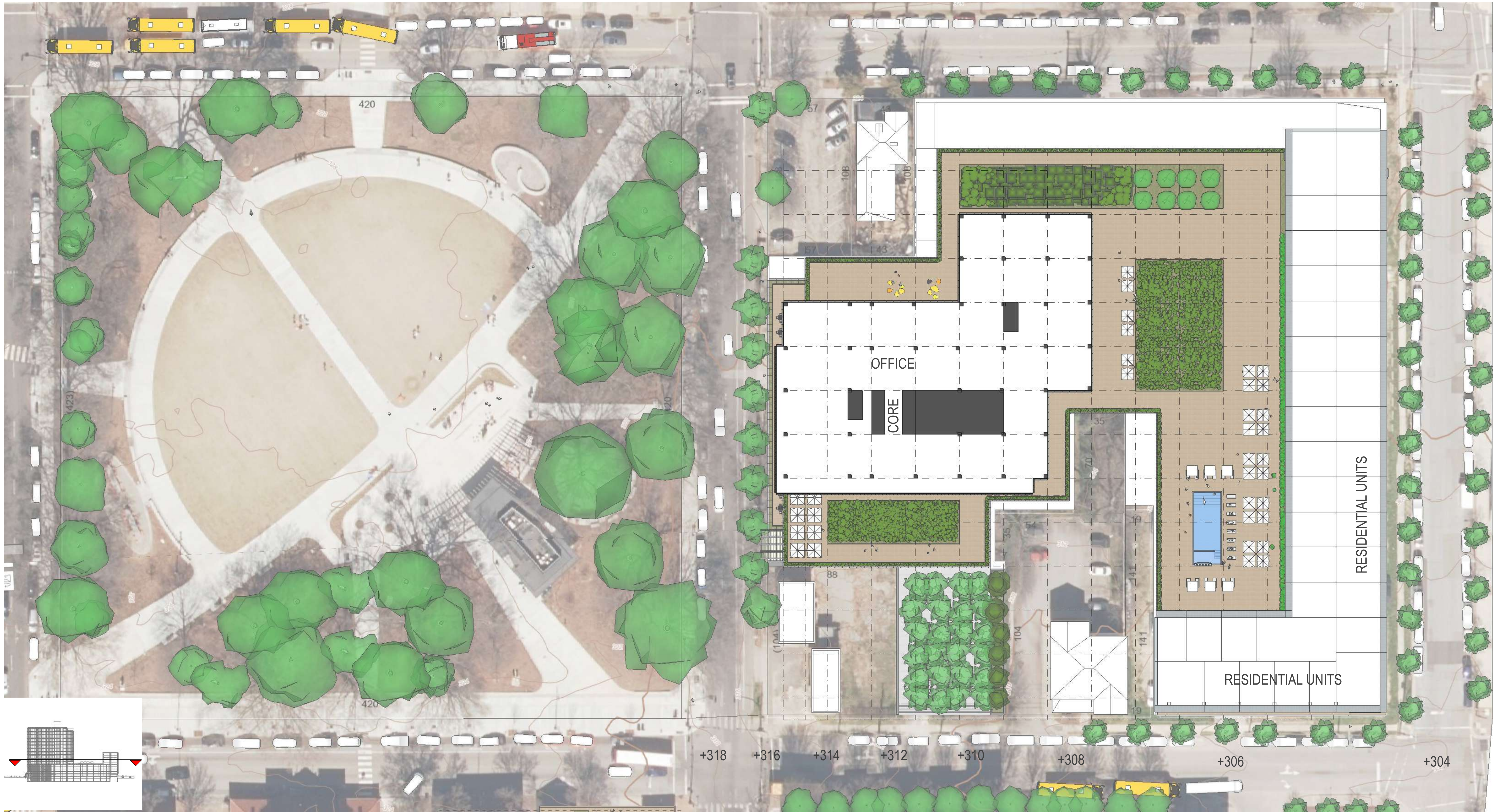
SCALE 1" = 30' 0" @ 24X36

STUDY 7
MOORE SQUARE RALEIGH NC

OFFICE LEVEL 2



June 24, 2022
A 25



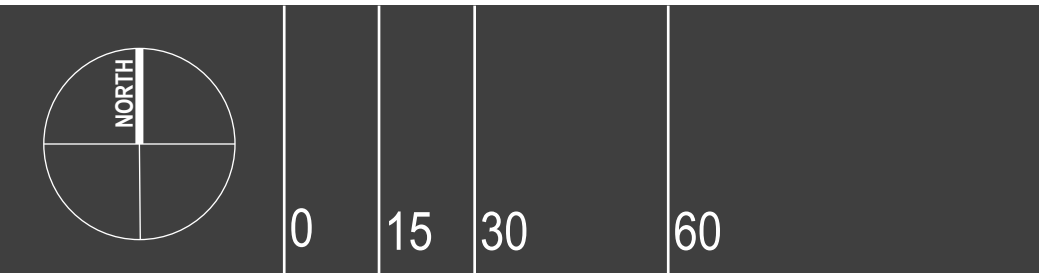
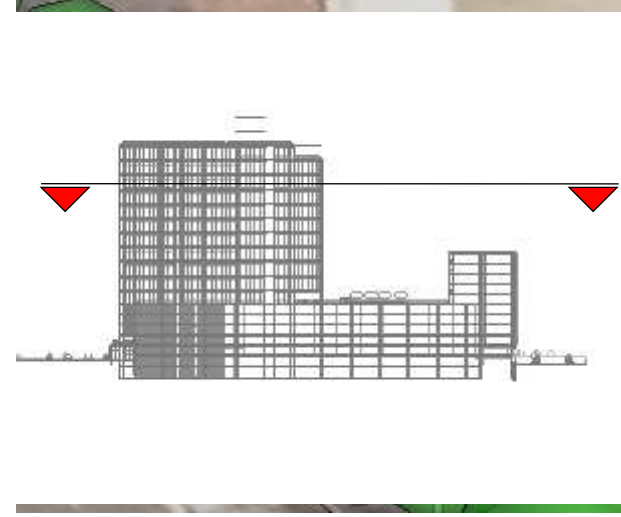
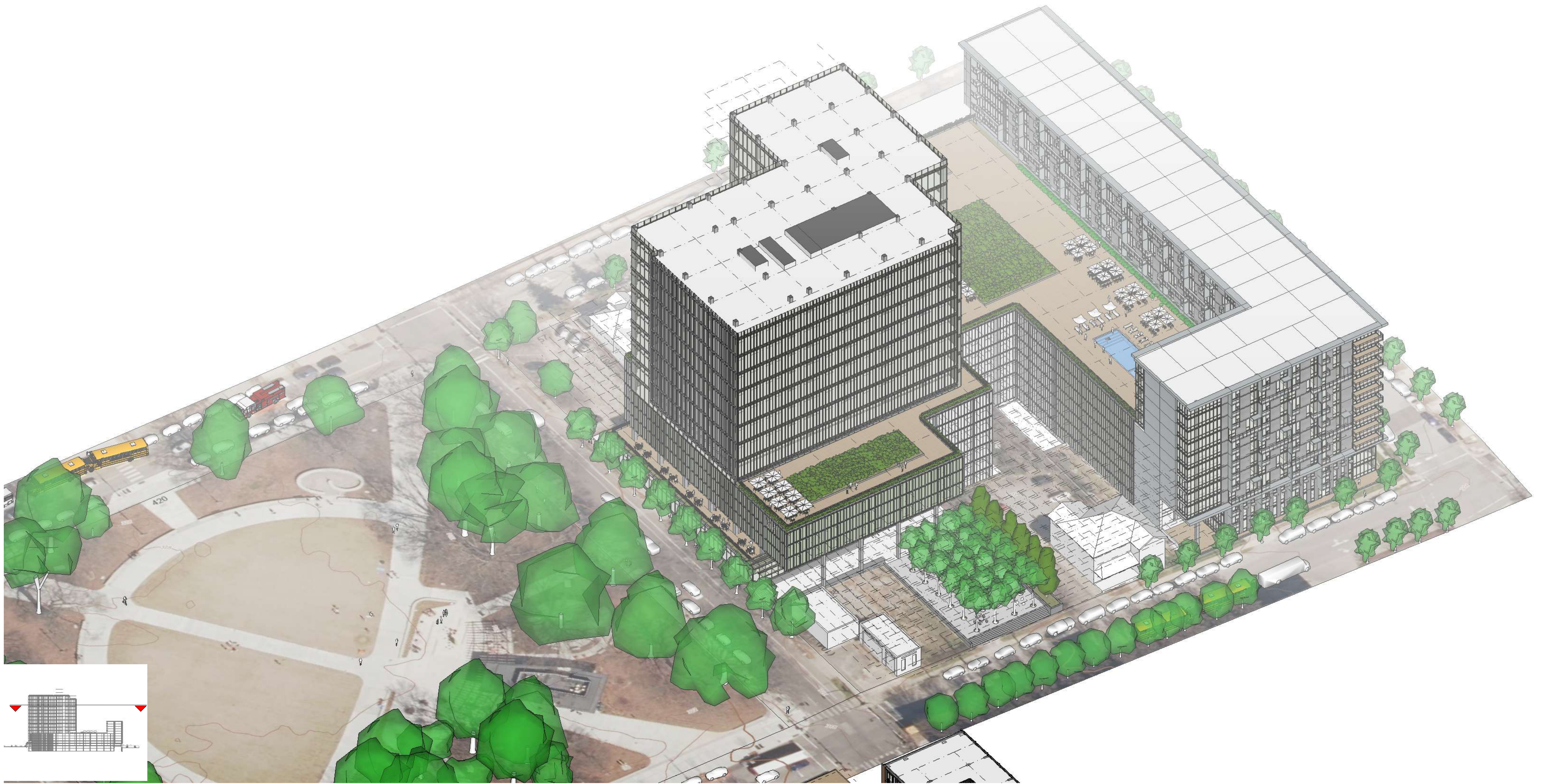
SCALE 1" = 30' 0" @ 24X36

STUDY 7
MOORE SQUARE RALEIGH NC

OFFICE LEVEL 9



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SCALE 1" = 30' 0" @ 24X36

STUDY 7 OFFICE LEVEL 9
MOORE SQUARE RALEIGH NC





LSP





LS3P





LS3P



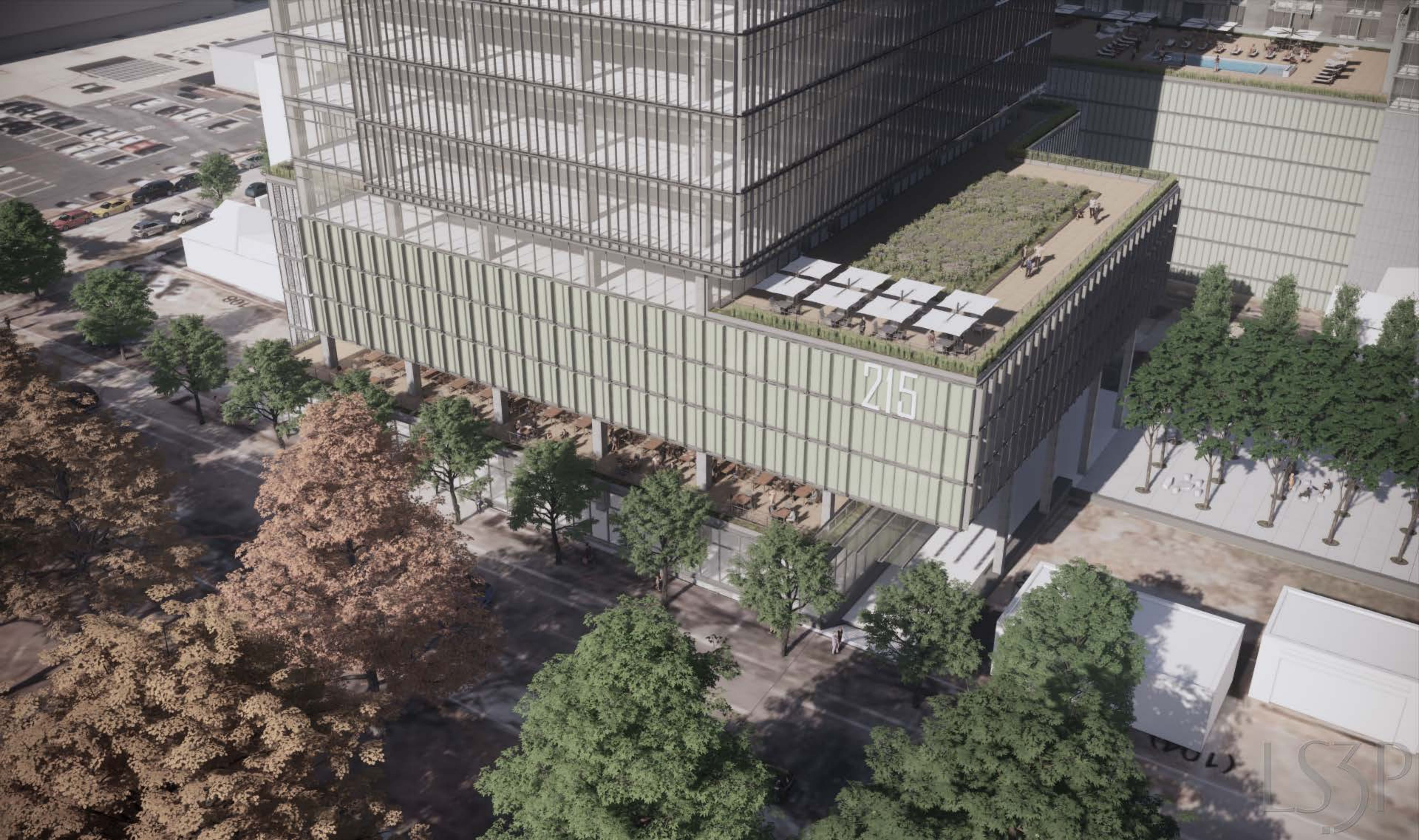








LS&P



215

801

701

LSP



LS3P



ZIG

S3P



LS3P



420

88

104

35





LS3P