

**Bid Tabulation Packet  
for  
Solicitation BLD2121763Q1**

**Request For Qualification (RFQ): Libraries for Real Property  
Brokerage Services**

**Bid Designation: Public**



**Broward County Board of County Commissioners**

## Colliers International

Bid Contact **Brooke Berkowitz**  
**brooke.berkowitz@colliers.com**  
**Ph 561-512-3488**

Address **FORT LAUDERDALE, FL 33301**

Bid Notes **Bids are included in separate folders within the zip file with all supplemental information included, respectively.**

Item #	Line Item	Notes	Unit Price	Qty/Unit		
BLD2121763Q1--01-01	RFQ- General Real Estate and BB&T Center Redevelopment Real Estate Services	<p><b>Supplier Product Code:</b>  <b>General Real Estate Services ONLY:</b> No  <b>BB&amp;T Center Redevelopment Real Estate Services ONLY:</b>                      No  <b>General and BB&amp;T Redevelopment Real Estate Services BOTH:</b> Yes, Colliers is responding to both</p> <p><b>Supplier Notes:</b> Thank you for the opportunity to bid on these exciting projects and services, benefitting Broward County and the community.</p>	First Offer -	1 / n/a	Y	Y

Supplier Total **\$0.00**

**Colliers International**

Item: **RFQ- General Real Estate and BB&T Center Redevelopment Real Estate Services**

**Attachments**

## Supplier: **Colliers International**

### **Standard Instructions to Vendors Request for Proposals, Request for Qualifications, or Request for Letters of Interest**

Vendors are instructed to read and follow the instructions carefully, as any misinterpretation or failure to comply with instructions may lead to a Vendor's submittal being rejected.

**Vendor MUST submit its solicitation response electronically and MUST confirm its submittal in order for the County to receive a valid response through BidSync. Refer to the Purchasing Division website or contact BidSync for submittal instructions.**

#### **A. Responsiveness Criteria:**

In accordance with Broward County Procurement Code Section 21.8.b.65, a Responsive Bidder [Vendor] means a person who has submitted a proposal which conforms in all material respects to a solicitation. The solicitation submittal of a responsive Vendor must be submitted on the required forms, which contain all required information, signatures, notarizations, insurance, bonding, security, or other mandated requirements required by the solicitation documents to be submitted at the time of proposal opening.

Failure to provide the information required below at the time of submittal opening may result in a recommendation Vendor is non-responsive by the Director of Purchasing. The Selection or Evaluation Committee will determine whether the firm is responsive to the requirements specified herein. The County reserves the right to waive minor technicalities or irregularities as is in the best interest of the County in accordance with Section 21.30.f.1(c) of the Broward County Procurement Code.

Below are standard responsiveness criteria; refer to **Special Instructions to Vendors**, for Additional Responsiveness Criteria requirement(s).

##### **1. Lobbyist Registration Requirement Certification**

Refer to Lobbyist Registration Requirement Certification. The completed form should be submitted with the solicitation response but must be submitted within three business days of County's request. Vendor may be deemed non-responsive for failure to fully comply within stated timeframes.

##### **2. Addenda**

The County reserves the right to amend this solicitation prior to the due date. Any change(s) to this solicitation will be conveyed through the written addenda process. Only written addenda will be binding. If a "must" addendum is issued, Vendor must follow instructions and submit required information, forms, or acknowledge addendum, as instructed therein. It is the responsibility of all potential Vendors to monitor the solicitation for any changing information, prior to submitting their response.

#### **B. Responsibility Criteria:**

Definition of a Responsible Vendor: In accordance with Section 21.8.b.64 of the Broward County Procurement Code, a Responsible Vendor means a Vendor who has the capability in all respects to perform the contract requirements, and the integrity and reliability which will assure good faith performance.

The Selection or Evaluation Committee will recommend to the awarding authority a determination of a Vendor's responsibility. At any time prior to award, the awarding authority may find that a Vendor is not responsible to receive a particular award.



Failure to provide any of this required information and in the manner required may result in a recommendation by the Director of Purchasing that the Vendor is non-responsive.

Below are standard responsibility criteria; refer to **Special Instructions to Vendors**, for Additional Responsibility Criteria requirement(s).

## 1. Litigation History

- a. All Vendors are required to disclose to the County all “material” cases filed, pending, or resolved during the last three (3) years prior to the solicitation response due date, whether such cases were brought by or against the Vendor, any parent or subsidiary of the Vendor, or any predecessor organization. Additionally, all Vendors are required to disclose to the County all “material” cases filed, pending, or resolved against any principal of Vendor, regardless of whether the principal was associated with Vendor at the time of the “material” cases against the principal, during the last three (3) years prior to the solicitation response. A case is considered to be “material” if it relates, in whole or in part, to any of the following:
  - i. A similar type of work that the vendor is seeking to perform for the County under the current solicitation;
  - ii. An allegation of fraud, negligence, error or omissions, or malpractice against the vendor or any of its principals or agents who would be performing work under the current solicitation;
  - iii. A vendor’s default, termination, suspension, failure to perform, or improper performance in connection with any contract;
  - iv. The financial condition of the vendor, including any bankruptcy petition (voluntary and involuntary) or receivership; or
  - v. A criminal proceeding or hearing concerning business-related offenses in which the vendor or its principals (including officers) were/are defendants.
- b. For each material case, the Vendor is required to provide all information identified in the **Litigation History Form**. Additionally, the Vendor shall provide a copy of any judgment or settlement of any material case during the last three (3) years prior to the solicitation response. Redactions of any confidential portions of the settlement agreement are only permitted upon a certification by Vendor that all redactions are required under the express terms of a pre-existing confidentiality agreement or provision.
- c. The County will consider a Vendor’s litigation history information in its review and determination of responsibility.
- d. If the Vendor is a joint venture, the information provided should encompass the joint venture and each of the entities forming the joint venture.
- e. A vendor is required to disclose to the County any and all cases(s) that exist between the County and any of the Vendor’s subcontractors/subconsultants proposed to work on this project during the last five (5) years prior to the solicitation response.
- f. Failure to disclose any material case, including all requested information in connection with each such case, as well as failure to disclose the Vendor’s subcontractors/subconsultants litigation history against the County, may result in the Vendor being deemed non-responsive.

## 2. Financial Information

- a. All Vendors are required to provide the Vendor's financial statements at the time of submittal in order to demonstrate the Vendor's financial capabilities.

- b. Each Vendor shall submit its most recent two years of financial statements for review. The financial statements are not required to be audited financial statements. The annual financial statements will be in the form of:
  - i. Balance sheets, income statements and annual reports; or
  - ii. Tax returns; or
  - iii. SEC filings.

If tax returns are submitted, ensure it does not include any personal information (as defined under Florida Statutes Section 501.171, Florida Statutes), such as social security numbers, bank account or credit card numbers, or any personal pin numbers. If any personal information data is part of financial statements, redact information prior to submitting a response the County.

- c. If a Vendor has been in business for less than the number of years of required financial statements, then the Vendor must disclose all years that the Vendor has been in business, including any partial year-to-date financial statements.
- d. The County may consider the unavailability of the most recent year's financial statements and whether the Vendor acted in good faith in disclosing the financial documents in its evaluation.
- e. Any claim of confidentiality on financial statements should be asserted at the time of submittal. Refer to **Standard Instructions to Vendors**, Confidential Material/ Public Records and Exemptions for instructions on submitting confidential financial statements. The Vendor's failure to provide the information as instructed may lead to the information becoming public.
- f. Although the review of a Vendor's financial information is an issue of responsibility, the failure to either provide the financial documentation or correctly assert a confidentiality claim pursuant the Florida Public Records Law and the solicitation requirements (Confidential Material/ Public Records and Exemptions section) may result in a recommendation of non-responsiveness by the Director of Purchasing.

### 3. Authority to Conduct Business in Florida

- a. A Vendor must have the authority to transact business in the State of Florida and be in good standing with the Florida Secretary of State. For further information, contact the Florida Department of State, Division of Corporations.
- b. The County will review the Vendor's business status based on the information provided in response to this solicitation.
- c. It is the Vendor's responsibility to comply with all state and local business requirements.
- d. Vendor should list its active Florida Department of State Division of Corporations Document Number (or Registration No. for fictitious names) in the Vendor Questionnaire, Question No. 10.
- e. If a Vendor is an out-of-state or foreign corporation or partnership, the Vendor must obtain the authority to transact business in the State of Florida or show evidence of application for the authority to transact business in the State of Florida, upon request of the County.
- f. A Vendor that is not in good standing with the Florida Secretary of State at the time of a submission to this solicitation may be deemed non-responsible.

- g. If successful in obtaining a contract award under this solicitation, the Vendor must remain in good standing throughout the contractual period of performance.

#### 4. **Affiliated Entities of the Principal(s)**

- a. All Vendors are required to disclose the names and addresses of “affiliated entities” of the Vendor’s principal(s) over the last five (5) years (from the solicitation opening deadline) that have acted as a prime Vendor with the County. The Vendor is required to provide all information required on the Affiliated Entities of the Principal(s) Certification Form.
- b. The County will review all affiliated entities of the Vendor’s principal(s) for contract performance evaluations and the compliance history with the County’s Small Business Program, including CBE, DBE and SBE goal attainment requirements. “Affiliated entities” of the principal(s) are those entities related to the Vendor by the sharing of stock or other means of control, including but not limited to a subsidiary, parent or sibling entity.
- c. The County will consider the contract performance evaluations and the compliance history of the affiliated entities of the Vendor's principals in its review and determination of responsibility.

#### 5. **Insurance Requirements**

The **Insurance Requirement Form** reflects the insurance requirements deemed necessary for this project. It is not necessary to have this level of insurance in effect at the time of submittal, but it is necessary to submit certificates indicating that the Vendor currently carries the insurance or to submit a letter from the carrier indicating it can provide insurance coverages.

#### C. **Additional Information and Certifications**

The following forms and supporting information (if applicable) should be returned with Vendor’s submittal. If not provided with submittal, the Vendor must submit within three business days of County’s request. Failure to timely submit may affect Vendor’s evaluation.

##### 1. **Vendor Questionnaire**

Vendor is required to submit detailed information on their firm. Refer to the **Vendor Questionnaire** and submit as instructed.

##### 2. **Standard Certifications**

Vendor is required to certify to the below requirements. Refer to the **Standard Certifications** and submit as instructed.

- a. **Cone of Silence Requirement Certification**
- b. **Drug-Free Workplace Certification**
- c. **Non-Collusion Certification**
- d. **Public Entities Crimes Certification**
- e. **Scrutinized Companies List Certification**

##### 3. **Subcontractors/Subconsultants/Suppliers Requirement**

The Vendor shall submit a listing of all subcontractors, subconsultants, and major material suppliers, if any, and the portion of the contract they will perform. Vendors must follow the instructions included on the **Subcontractors/Subconsultants/Suppliers Information Form** and submit as instructed.

#### D. **Standard Agreement Language Requirements**

1. The acceptance of or any exceptions taken to the terms and conditions of the County's Agreement shall be considered a part of a Vendor's submittal and will be considered by the Selection or Evaluation Committee.
2. The applicable Agreement terms and conditions for this solicitation are indicated in the Special Instructions to Vendors.
3. Vendors are required to review the applicable terms and conditions and submit the Agreement Exception Form. If the Agreement Exception Form is not provided with the submittal, it shall be deemed an affirmation by the Vendor that it accepts the Agreement terms and conditions as disclosed in the solicitation.
4. If exceptions are taken, the Vendor must specifically identify each term and condition with which it is taking an exception. Any exception not specifically listed is deemed waived. Simply identifying a section or article number is not sufficient to state an exception. Provide either a redlined version of the specific change(s) or specific proposed alternative language. Additionally, a brief justification specifically addressing each provision to which an exception is taken should be provided.
5. Submission of any exceptions to the Agreement does not denote acceptance by the County. Furthermore, taking exceptions to the County's terms and conditions may be viewed unfavorably by the Selection or Evaluation Committee and ultimately may impact the overall evaluation of a Vendor's submittal.

#### **E. Evaluation Criteria**

1. The Selection or Evaluation Committee will evaluate Vendors as per the **Evaluation Criteria**. The County reserves the right to obtain additional information from a Vendor.
2. Vendor has a continuing obligation to inform the County in writing of any material changes to the information it has previously submitted. The County reserves the right to request additional information from Vendor at any time.
3. For Request for Proposals, the following shall apply:
  - a. The Director of Purchasing may recommend to the Evaluation Committee to short list the most qualified firms prior to the Final Evaluation.
  - b. The Evaluation Criteria identifies points available; a total of 100 points is available.
  - c. If the Evaluation Criteria includes a request for pricing, the total points awarded for price is determined by applying the following formula:  
  
$$\text{(Lowest Proposed Price/Vendor's Price)} \times \text{(Maximum Number of Points for Price)}$$
$$= \text{Price Score}$$
  - d. After completion of scoring, the County may negotiate pricing as in its best interest.
4. For Requests for Letters of Interest or Request for Qualifications, the following shall apply:
  - a. The Selection or Evaluation Committee will create a short list of the most qualified firms.
  - b. The Selection or Evaluation Committee will either:
    - i. Rank shortlisted firms; or

- ii. If the solicitation is part of a two-step procurement, shortlisted firms will be requested to submit a response to the Step Two procurement.

## **F. Demonstrations**

If applicable, as indicated in Special Instructions to Vendors, Vendors will be required to demonstrate the nature of their offered solution. After receipt of submittals, all Vendors will receive a description of, and arrangements for, the desired demonstration. In accordance with Section 286.0113 of the Florida Statutes and pursuant to the direction of the Broward County Board of Commissioners, demonstrations are closed to only the vendor team and County staff.

## **G. Presentations**

Vendors that are found to be both responsive and responsible to the requirements of the solicitation and/or shortlisted (if applicable) will have an opportunity to make an oral presentation to the Selection or Evaluation Committee on the Vendor's approach to this project and the Vendor's ability to perform. The committee may provide a list of subject matter for the discussion. All Vendor's will have equal time to present but the question-and-answer time may vary. In accordance with Section 286.0113 of the Florida Statutes and the direction of the Broward County Board of Commissioners, presentations during Selection or Evaluation Committee Meetings are closed. Only the Selection or Evaluation Committee members, County staff and the vendor and their team scheduled for that presentation will be present in the Meeting Room during the presentation and subsequent question and answer period.

## **H. Public Art and Design Program**

If indicated in **Special Instructions to Vendors**, Public Art and Design Program, Section 1-88, Broward County Code of Ordinances, applies to this project. It is the intent of the County to functionally integrate art, when applicable, into capital projects and integrate artists' design concepts into this improvement project. The Vendor may be required to collaborate with the artist(s) on design development within the scope of this request. Artist(s) shall be selected by Broward County through an independent process. For additional information, contact the Broward County Cultural Division.

## **I. Committee Appointment**

The Cone of Silence shall be in effect for County staff at the time of the Selection or Evaluation Committee appointment and for County Commissioners and Commission staff at the time of the Shortlist Meeting of the Selection Committee or the Initial Evaluation Meeting of the Evaluation Committee. The committee members appointed for this solicitation are available on the Purchasing Division's website under Committee Appointment.

## **J. Committee Questions, Request for Clarifications, Additional Information**

At any committee meeting, the Selection or Evaluation Committee members may ask questions, request clarification, or require additional information of any Vendor's submittal or proposal. It is highly recommended Vendors attend to answer any committee questions (if requested), including a Vendor representative that has the authority to bind.

Vendor's answers may impact evaluation (and scoring, if applicable). Upon written request to the Purchasing Agent prior to the meeting, a conference call number will be made available for Vendor participation via teleconference. Only Vendors that are found to be both responsive and responsible to the requirements of the solicitation and/or shortlisted (if applicable) are requested to participate in a final (or presentation) Selection or Evaluation committee meeting.

## **K. Vendor Questions**

The County provides a specified time for Vendors to ask questions and seek clarification regarding solicitation requirements. All questions or clarification inquiries must be submitted through BidSync by the date and time referenced in the solicitation document (including any addenda). The County will respond to questions via Bid Sync.

## **L. Confidential Material/ Public Records and Exemptions**

1. Broward County is a public agency subject to Chapter 119, Florida Statutes. Upon receipt, all submittals become "public records" and shall be subject to public disclosure consistent with Chapter 119, Florida Statutes. Submittals may be posted on the County's public website or included in a public records request response unless there is a declaration of "confidentiality" pursuant to the public records law and in accordance with the procedures in this section.
2. Any confidential material(s) the Vendor asserts is exempt from public disclosure under Florida Statutes must be labeled as "Confidential", and marked with the specific statute and subsection asserting exemption from Public Records.
3. To submit confidential material, three hardcopies must be submitted in a sealed envelope, labeled with the solicitation number, title, date and the time of solicitation opening to:

Broward County Purchasing Division  
115 South Andrews Avenue, Room 212  
Fort Lauderdale, FL 33301

4. Material will not be treated as confidential if the Vendor does not cite the applicable Florida Statute(s) allowing the document to be treated as confidential.
5. Any materials that the Vendor claims to be confidential and exempt from public records must be marked and separated from the submittal. If the Vendor does not comply with these instructions, the Vendor's claim for confidentiality will be deemed as waived.
6. Submitting confidential material may impact full discussion of your submittal by the Selection or Evaluation Committee because the Committee will be unable to discuss the details contained in the documents cloaked as confidential at the publicly noticed Committee meeting.

## **M. Copyrighted Materials**

Copyrighted material is not exempt from the Public Records Law, Chapter 119, Florida Statutes. Submission of copyrighted material in response to any solicitation will constitute a license and permission for the County to make copies (including electronic copies) as reasonably necessary for the use by County staff and agents, as well as to make the materials available for inspection or production pursuant to Public Records Law, Chapter 119, Florida Statutes.

## **N. State and Local Preferences**

If the solicitation involves a federally funded project where the fund requirements prohibit the use of state and/or local preferences, such preferences contained in the Local Preference Ordinance and Broward County Procurement Code will not be applied in the procurement process.

## **O. Local Preference**

The following local preference provisions shall apply except where otherwise prohibited by federal or state law or other funding source restrictions.

For all competitive solicitations in which objective factors used to evaluate the responses from vendors are assigned point totals:

- a. Five percent (5%) of the available points (for example, five points of a total 100 points) shall be awarded to each locally based business and to each joint venture composed solely of locally based businesses, as applicable;
- b. Three percent (3%) of the available points shall be awarded to each locally based subsidiary and to each joint venture that is composed solely of locally based subsidiaries, as applicable; and
- c. For any other joint venture, points shall be awarded based upon the respective proportion of locally based businesses' and locally based subsidiaries' equity interests in the joint venture.

If, upon the completion of final rankings (technical and price combined, if applicable) by the evaluation committee, a nonlocal vendor is the highest ranked vendor and one or more Local Businesses (as defined by Section 1-74 of the Broward County Code of Ordinances) are within five percent (5%) of the total points obtained by the nonlocal vendor, the highest ranked Local Business shall be deemed to be the highest ranked vendor overall, and the County shall proceed to negotiations with that vendor. If impasse is reached, the County shall next proceed to negotiations with the next highest ranked Local Business that was within five percent (5%) of the total points obtained by the nonlocal vendor, if any.

Refer to Section 1-75 of the Broward County Local Preference Ordinance and the **Location Certification Form** for further information.

#### **P. Tiebreaker Criteria**

In accordance with Section 21.31.d of the Broward County Procurement Code, the tiebreaker criteria shall be applied based upon the information provided in the Vendor's response to the solicitation. In order to receive credit for any tiebreaker criterion, complete and accurate information must be contained in the Vendor's submittal.

1. Local Certification Form;
2. Domestic Partnership Act Certification (Requirement and Tiebreaker);
3. Tiebreaker Criteria Form: Volume of Work Over Five Years

#### **Q. Posting of Solicitation Results and Recommendations**

The Broward County Purchasing Division's website is the location for the County's posting of all solicitations and contract award results. It is the obligation of each Vendor to monitor the website in order to obtain complete and timely information.

#### **R. Review and Evaluation of Responses**

A Selection or Evaluation Committee is responsible for recommending the most qualified Vendor(s). The process for this procurement may proceed in the following manner:

1. The Purchasing Division delivers the solicitation submittals to agency staff for summarization for the committee members. Agency staff prepares a report, including a matrix of responses submitted by the Vendors. This may include a technical review, if applicable.

2. Staff identifies any incomplete responses. The Director of Purchasing reviews the information and makes a recommendation to the Selection or Evaluation Committee as to each Vendor's responsiveness to the requirements of the solicitation. The final determination of responsiveness rests solely on the decision of the committee.
3. At any time prior to award, the awarding authority may find that a Vendor is not responsible to receive a particular award. The awarding authority may consider the following factors, without limitation: debarment or removal from the authorized Vendors list or a final decree, declaration or order by a court or administrative hearing officer or tribunal of competent jurisdiction that the Vendor has breached or failed to perform a contract, claims history of the Vendor, performance history on a County contract(s), an unresolved concern, or any other cause under this code and Florida law for evaluating the responsibility of a Vendor.

**S. Vendor Protest**

Sections 21.118 and 21.120 of the Broward County Procurement Code set forth procedural requirements that apply if a Vendor intends to protest a solicitation or proposed award of a contract and state in part the following:

1. Any protest concerning the solicitation or other solicitation specifications or requirements must be made and received by the County within seven business days from the posting of the solicitation or addendum on the Purchasing Division's website. Such protest must be made in writing to the Director of Purchasing. Failure to timely protest solicitation specifications or requirements is a waiver of the ability to protest the specifications or requirements.
2. Any protest concerning a solicitation or proposed award above the award authority of the Director of Purchasing, after the RLI or RFP opening, shall be submitted in writing and received by the Director of Purchasing within five business days from the posting of the recommendation of award for Invitation to Bids or the final recommendation of ranking for Request for Letters of Interest and Request for Proposals on the Purchasing Division's website.
3. Any actual or prospective Vendor who has a substantial interest in and is aggrieved in connection with the proposed award of a contract that does not exceed the amount of the award authority of the Director of Purchasing, may protest to the Director of Purchasing. The protest shall be submitted in writing and received within three (3) business days from the posting of the recommendation of award for Invitation to Bids or the final recommendation of ranking for Request for Letters of Interest and Request for Proposals on the Purchasing Division's website.
4. For purposes of this section, a business day is defined as Monday through Friday between 8:30 a.m. and 5:00 p.m. Failure to timely file a protest within the time prescribed for a proposed contract award shall be a waiver of the Vendor's right to protest.
5. As a condition of initiating any protest, the protestor shall present the Director of Purchasing a nonrefundable filing fee in accordance with the table below.

<u>Estimated Contract Amount</u>	<u>Filing Fee</u>
\$30,000 - \$250,000	\$ 500
\$250,001 - \$500,000	\$1,000
\$500,001 - \$5 million	\$3,000
Over \$5 million	5,000

If no contract proposal amount was submitted, the estimated contract amount shall be the County's estimated contract price for the project. The County may accept cash, money order, certified check,



or cashier's check, payable to Broward County Board of Commissioners.

#### **T. Right of Appeal**

Pursuant to Section 21.83.d of the Broward County Procurement Code, any Vendor that has a substantial interest in the matter and is dissatisfied or aggrieved in connection with the Selection or Evaluation Committee's determination of responsiveness may appeal the determination pursuant to Section 21.120 of the Broward County Procurement Code.

1. The appeal must be in writing and sent to the Director of Purchasing within ten (10) calendar days of the determination by the Selection or Evaluation Committee to be deemed timely.
2. As required by Section 21.120, the appeal must be accompanied by an appeal bond by a Vendor having standing to protest and must comply with all other requirements of this section.
3. The institution and filing of an appeal is an administrative remedy to be employed prior to the institution and filing of any civil action against the County concerning the subject matter of the appeal.

#### **U. Rejection of Responses**

The Selection or Evaluation Committee may recommend rejecting all submittals as in the best interests of the County. The rejection shall be made by the Director of Purchasing, except when a solicitation was approved by the Board, in which case the rejection shall be made by the Board.

#### **V. Negotiations**

The County intends to conduct the first negotiation meeting no later than two weeks after approval of the final ranking as recommended by the Selection or Evaluation Committee. At least one of the representatives for the Vendor participating in negotiations with the County must be authorized to bind the Vendor. In the event that the negotiations are not successful within a reasonable timeframe (notification will be provided to the Vendor) an impasse will be declared and negotiations with the first-ranked Vendor will cease. Negotiations will begin with the next ranked Vendor, etc. until such time that all requirements of Broward County Procurement Code have been met. In accordance with Section 286.0113 of the Florida Statutes and the direction of the Broward County Board of Commissioners, negotiations resulting from Selection or Evaluation Committee Meetings are closed. Only County staff and the selected vendor and their team will be present during negotiations.

#### **W. Submittal Instructions:**

1. Broward County does not require any personal information (as defined under Section 501.171, Florida Statutes), such as social security numbers, driver license numbers, passport, military ID, bank account or credit card numbers, or any personal pin numbers, in order to submit a response for ANY Broward County solicitation. DO NOT INCLUDE any personal information data in any document submitted to the County. If any personal information data is part of a submittal, this information must be redacted prior to submitting a response to the County.
2. Vendor MUST submit its solicitation response electronically and MUST confirm its submittal in order for the County to receive a valid response through BidSync. It is the Vendor's sole responsibility to assure its response is submitted and received through BidSync by the date and time specified in the solicitation.
3. The County will not consider solicitation responses received by other means. Vendors are encouraged to submit their responses in advance of the due date and time specified in the solicitation document. In

the event that the Vendor is having difficulty submitting the solicitation document through Bid Sync, immediately notify the Purchasing Agent and then contact BidSync for technical assistance.

4. Vendor must view, submit, and/or accept each of the documents in BidSync. Web-fillable forms can be filled out and submitted through BidSync.
5. After all documents are viewed, submitted, and/or accepted in BidSync, the Vendor must upload additional information requested by the solicitation (i.e. Evaluation Criteria and Financials Statements) in the Item Response Form in BidSync, under line one (regardless if pricing requested).
6. Vendor should upload responses to Evaluation Criteria in Microsoft Word or Excel format.
7. If the Vendor is declaring any material confidential and exempt from Public Records, refer to Confidential Material/ Public Records and Exemptions for instructions on submitting confidential material.
8. After all files are uploaded, Vendor must submit and CONFIRM its offer (by entering password) for offer to be received through BidSync.
9. If a solicitation requires an original Proposal Bond (per Special Instructions to Vendors), Vendor must submit in a sealed envelope, labeled with the solicitation number, title, date and the time of solicitation opening to:

Broward County Purchasing Division  
115 South Andrews Avenue, Room 212  
Fort Lauderdale, FL 33301

A copy of the Proposal Bond should also be uploaded into Bid Sync; this does not replace the requirement to have an original proposal bond. Vendors must submit the original Proposal Bond, by the solicitation due date and time.

**Supplier: Colliers International**

**LOBBYIST REGISTRATION REQUIREMENT CERTIFICATION FORM**

The completed form should be submitted with the solicitation response but must be submitted within three business days of County's request. Vendor may be deemed non-responsive for failure to fully comply within stated timeframes.

The Vendor certifies that it understands if it has retained a lobbyist(s) to lobby in connection with a competitive solicitation, it shall be deemed non-responsive unless the firm, in responding to the competitive solicitation, certifies that each lobbyist retained has timely filed the registration or amended registration required under Broward County Lobbyist Registration Act, Section 1-262, Broward County Code of Ordinances; and it understands that if, after awarding a contract in connection with the solicitation, the County learns that the certification was erroneous, and upon investigation determines that the error was willful or intentional on the part of the Vendor, the County may, on that basis, exercise any contractual right to terminate the contract for convenience.

The Vendor hereby certifies that: (select one)

- It has not retained a lobbyist(s) to lobby in connection with this competitive solicitation; however, if retained after the solicitation, the County will be notified.
- It has retained a lobbyist(s) to lobby in connection with this competitive solicitation and certified that each lobbyist retained has timely filed the registration or amended registration required under Broward County Lobbyist Registration Act, Section 1-262, Broward County Code of Ordinances.

It is a requirement of this solicitation that the names of any and all lobbyists retained to lobby in connection with this solicitation be listed below:

Name of Lobbyist:

Lobbyist's Firm:

Phone:

E-mail:

Name of Lobbyist:

Lobbyist's Firm:

Phone:

E-mail:

**Authorized Signature/Name: Ryan Kratz Date: 11/4/2020**

**Title: President, Southeast Region | US Brokerage**

**Vendor Name: Colliers International Florida, LLC**

**Supplier: Colliers International**

**LITIGATION HISTORY FORM**

The completed form(s) should be returned with the Vendor’s submittal. If not provided with submittal, the Vendor must submit within three business days of County’s request. Vendor may be deemed non-responsive for failure to fully comply within stated timeframes.

- There are no material cases for this Vendor; or
- Material Case(s) are disclosed below:

Is this for a: (check type) <input type="checkbox"/> Parent, <input type="checkbox"/> Subsidiary, or <input type="checkbox"/> Predecessor Firm?	If Yes, name of Parent/Subsidiary/Predecessor: <hr/> Or No <input checked="" type="checkbox"/>
Party	
Case Number, Name, and Date Filed	<b>Colliers International Central Florida, LLC vs. Materials Lifecycle Management Company of Tampa, LLC</b>
Name of Court or other tribunal	<b>2018-CA-009292-O</b>
Type of Case	Bankruptcy <input type="checkbox"/> Civil <input checked="" type="checkbox"/> Criminal <input type="checkbox"/> Administrative/Regulatory <input type="checkbox"/>
Claim or Cause of Action and Brief description of each Count	<b>Breach of contract and related matters</b>
Brief description of the Subject Matter and Project Involved	<b>Dispute arising in connection with brokerage transaction</b>
Disposition of Case  (Attach copy of any applicable Judgment, Settlement Agreement and Satisfaction of Judgment.)	Pending <input checked="" type="checkbox"/> Settled <input type="checkbox"/> Dismissed <input type="checkbox"/>  Judgment Vendor’s Favor <input type="checkbox"/> Judgment Against Vendor <input type="checkbox"/>  If Judgment Against, is Judgment Satisfied? <input type="checkbox"/> Yes <input type="checkbox"/> No
Opposing Counsel	Name: <b>Ronald Nisonson</b> Email: <b>rnisonson@warddamon.com</b> Telephone Number: <b>(561) 842-3000</b>

**Vendor Name: COLLIERS INTERNATIONAL FLORIDA, LLC**

**Supplier: Colliers International**

**STANDARD CERTIFICATIONS**  
**Request for Proposals, Request for Qualifications, or Request for Letters of Interest**

Vendor should complete and acknowledge the standard certifications and submit with the solicitation response. If not submitted with solicitation response, it must be submitted within three business days of County's request. Failure to timely submit may affect Vendor's evaluation. It is imperative that the person completing the standard certifications be knowledgeable about the proposing Vendor's business and operations.

**Cone of Silence Requirement Certification:**

The Cone of Silence Ordinance, Section 1-266, Broward County Code of Ordinances prohibits certain communications among Vendors, Commissioners, County staff, and Selection or Evaluation Committee members. Identify on a separate sheet any violations of this Ordinance by any members of the responding firm or its joint ventures. After the application of the Cone of Silence, inquiries regarding this solicitation should be directed to the Director of Purchasing or designee. The Cone of Silence terminates when the County Commission or other awarding authority takes action which ends the solicitation.

The Vendor hereby certifies that: (check each box)

- The Vendor has read Cone of Silence Ordinance, Section 1-266, Broward County Code of Ordinances; and
- The Vendor understands that the Cone of Silence for this competitive solicitation shall be in effect beginning upon the appointment of the Selection or Evaluation Committee, for communication regarding this solicitation with the County Administrator, Deputy County Administrator, Assistant County Administrators, and Assistants to the County Administrator and their respective support staff or any person, including Evaluation or Selection Committee members, appointed to evaluate or recommend selection in this RFP/RLI process. For Communication with County Commissioners and Commission staff, the Cone of Silence allows communication until the initial Evaluation or Selection Committee Meeting.
- The Vendor agrees to comply with the requirements of the Cone of Silence Ordinance.

**Drug-Free Workplace Requirements Certification:**

Section 21.31.a. of the Broward County Procurement Code requires awards of all competitive solicitations requiring Board award be made only to firms certifying the establishment of a drug free workplace program. The program must consist of:

1. Publishing a statement notifying its employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the offeror's workplace, and specifying the actions that will be taken against employees for violations of such prohibition;
2. Establishing a continuing drug-free awareness program to inform its employees about:
  - a. The dangers of drug abuse in the workplace;
  - b. The offeror's policy of maintaining a drug-free workplace;
  - c. Any available drug counseling, rehabilitation, and employee assistance programs; and
  - d. The penalties that may be imposed upon employees for drug abuse violations occurring in the workplace;
3. Giving all employees engaged in performance of the contract a copy of the statement required by subparagraph 1;
4. Notifying all employees, in writing, of the statement required by subparagraph 1, that as a condition of employment on a covered contract, the employee shall:
  - a. Abide by the terms of the statement; and
  - b. Notify the employer in writing of the employee's conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or of any state, for a violation occurring in the workplace NO later than five days after such conviction.

5. Notifying Broward County government in writing within 10 calendar days after receiving notice under subdivision 4.b above, from an employee or otherwise receiving actual notice of such conviction. The notice shall include the position title of the employee;
6. Within 30 calendar days after receiving notice under subparagraph 4 of a conviction, taking one of the following actions with respect to an employee who is convicted of a drug abuse violation occurring in the workplace:
  - a. Taking appropriate personnel action against such employee, up to and including termination; or
  - b. Requiring such employee to participate satisfactorily in a drug abuse assistance or rehabilitation program approved for such purposes by a federal, state, or local health, law enforcement, or other appropriate agency; and
7. Making a good faith effort to maintain a drug-free workplace program through implementation of subparagraphs 1 through 6.

The Vendor hereby certifies that: (check box)

- The Vendor certifies that it has established a drug free workplace program in accordance with the above requirements.

**Non-Collusion Certification:**

Vendor shall disclose, to their best knowledge, any Broward County officer or employee, or any relative of any such officer or employee as defined in Section 112.3135 (1) (c), Florida Statutes, who is an officer or director of, or has a material interest in, the Vendor's business, who is in a position to influence this procurement. Any Broward County officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement. Failure of a Vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the Broward County Procurement Code.

The Vendor hereby certifies that: (select one)

- The Vendor certifies that this offer is made independently and free from collusion; or
- The Vendor is disclosing names of officers or employees who have a material interest in this procurement and is in a position to influence this procurement. Vendor must include a list of name(s), and relationship(s) with its submittal.

**Public Entities Crimes Certification:**

In accordance with Public Entity Crimes, Section 287.133, Florida Statutes, a person or affiliate placed on the convicted vendor list following a conviction for a public entity crime may not submit on a contract: to provide any goods or services; for construction or repair of a public building or public work; for leases of real property to a public entity; and may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in s. 287.017 for Category Two for a period of 36 months following the date of being placed on the convicted vendor list.

The Vendor hereby certifies that: (check box)

- The Vendor certifies that no person or affiliates of the Vendor are currently on the convicted vendor list and/or has not been found to commit a public entity crime, as described in the statutes.

**Scrutinized Companies List Certification:**

Any company, principals, or owners on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List is prohibited from submitting a response to a solicitation for goods or services in an amount equal to or greater than \$1 million.

The Vendor hereby certifies that: (check each box)

- The Vendor, owners, or principals are aware of the requirements of Sections 287.135, 215.473, and 215.4275, Florida Statutes, regarding Companies on the Scrutinized Companies with Activities in Sudan List the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List; and

- The Vendor, owners, or principals, are eligible to participate in this solicitation and are not listed on either the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List; and
- If awarded the Contract, the Vendor, owners, or principals will immediately notify the County in writing if any of its principals are placed on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List.

I hereby certify the information provided in the Vendor Questionnaire and Standard Certifications:

<b>RYAN KRATZ</b>	<b>President, Southeast Region  </b>	<b>11/10/20</b>
	<b>US Brokerage</b>	
*AUTHORIZED SIGNATURE/NAME	TITLE	DATE

Vendor Name: **COLLIERS INTERNATIONAL FLORIDA, LLC**

\* I certify that I am authorized to sign this solicitation response on behalf of the Vendor as indicated in Certificate as to Corporate Principal, designation letter by Director/Corporate Officer, or other business authorization to bind on behalf of the Vendor. As the Vendor's authorized representative, I attest that any and all statements, oral, written or otherwise, made in support of the Vendor's response, are accurate, true and correct. I also acknowledge that inaccurate, untruthful, or incorrect statements made in support of the Vendor's response may be used by the County as a basis for rejection, rescission of the award, or termination of the contract and may also serve as the basis for debarment of Vendor pursuant to Section 21.119 of the Broward County Procurement Code. I certify that the Vendor's response is made without prior understanding, agreement, or connection with any corporation, firm or person submitting a response for the same items/services, and is in all respects fair and without collusion or fraud. I also certify that the Vendor agrees to abide by all terms and conditions of this solicitation, acknowledge and accept all of the solicitation pages as well as any special instructions sheet(s).

**Supplier: Colliers International**

**AFFILIATED ENTITIES OF THE PRINCIPAL(S) CERTIFICATION FORM**

The completed form should be submitted with the solicitation response but must be submitted within three business days of County's request. Vendor may be deemed non-responsive for failure to fully comply within stated timeframes.

- a. All Vendors are required to disclose the names and addresses of "affiliated entities" of the Vendor's principal(s) over the last five (5) years (from the solicitation opening deadline) that have acted as a prime Vendor with the County.
- b. The County will review all affiliated entities of the Vendor's principal(s) for contract performance evaluations and the compliance history with the County's Small Business Program, including CBE, DBE and SBE goal attainment requirements. "Affiliated entities" of the principal(s) are those entities related to the Vendor by the sharing of stock or other means of control, including but not limited to a subsidiary, parent or sibling entity.
- c. The County will consider the contract performance evaluations and the compliance history of the affiliated entities of the Vendor's principals in its review and determination of responsibility.

The Vendor hereby certifies that: (select one)

- No principal of the proposing Vendor has prior affiliations that meet the criteria defined as "Affiliated entities"
- Principal(s) listed below have prior affiliations that meet the criteria defined as "Affiliated entities"

Principal's Name:

Names of Affiliated Entities:

Principal's Name:

Names of Affiliated Entities:

Principal's Name:

Names of Affiliated Entities:

Authorized Signature Name: **RYAN KRATZ**

Title: **President, Southeast Region | US Brokerage**

Vendor Name: **COLLIERS INTERNATIONAL FLORIDA, LLC**

Date: **11/10/20**



Supplier: **Colliers International**

## LOCATION CERTIFICATION FORM

Refer to applicable sections for submittal instructions. Failure to submit required forms or information by stated timeframes will deem vendor ineligible for local preference or location tiebreaker.

Broward County Code of Ordinances, Section 1-74, et seq., provides certain preferences to Local Businesses, Locally Based Businesses, and Locally Based Subsidiaries, and the Broward County Procurement Code provides location as the first tiebreaker criteria. Refer to the ordinance for additional information regarding eligibility for local preference.

### For Invitation for Bids:

To be eligible for the Local Preference best and final offer (“BAFO”) and location tiebreaker, the Vendor **must** submit this fully completed form and a copy of its Broward County local business tax receipt **at the same time it submits its bid. Vendors who fail to comply with this submittal deadline will not be eligible for either the BAFO or the location tiebreaker.**

### For Request for Proposals (RFPs), Request for Letters of Interest (RLIs), or Request for Qualifications (RFQs):

For Local Preference eligibility, the Vendor **should** submit this fully **completed form** and **all Required Supporting Documentation** (as indicated below) at the time Vendor submits its response to the procurement solicitation. If not provided with submittal, the Vendor **must** submit within three business days after County’s written request. Failure to submit required forms or information by stated timeframes will deem the Vendor ineligible for local preference.

To be eligible for the location tiebreaker, **the Vendor must submit this fully completed form and a copy of its Broward County local business tax receipt at the same time it submits its response.** Vendors who fail to comply with this submittal deadline will not be eligible for the location tiebreaker.

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The undersigned Vendor hereby certifies that (check the box for only one option below):

- Option 1:** The Vendor is a **Local Business**, but does not qualify as a **Locally Based Business** or a **Locally Based Subsidiary**, as each term is defined by Section 1-74, Broward County Code of Ordinances. The Vendor further certifies that:
- A. It has continuously maintained, for at least the one (1) year period immediately preceding the bid posting date (i.e., the date on which the solicitation was advertised),
    - i. a physical business address located within the limits of Broward County, listed on the Vendor’s valid business tax receipt issued by Broward County (unless exempt from business tax receipt requirements),
    - ii. in an area zoned for the conduct of such business,
    - iii. that the Vendor owns or has the legal right to use, and
    - iv. from which the Vendor operates and performs on a day-to-day basis business that is a substantial component of the goods or services being offered to Broward County in connection with the applicable competitive solicitation (as so defined, the “Local Business Location”).

If Option 1 selected, indicate **Local Business Location**:

**200 East Broward Boulevard  
Suite 120  
Fort Lauderdale, FL 33301**

- Option 2:** The Vendor is both a **Local Business** and a **Locally Based Business** as each term is defined by Section 1-74, Broward County Code of Ordinances. The Vendor further certifies that:
- A. The Vendor has continuously maintained, for at least the one (1) year period immediately preceding the bid posting date (i.e., the date on which the solicitation was advertised),
    - i. a physical business address located within the limits of Broward County, listed on the Vendor's valid business tax receipt issued by Broward County (unless exempt from business tax receipt requirements),
    - ii. in an area zoned for the conduct of such business,
    - iii. that the Vendor owns or has the legal right to use, and
    - iv. from which the Vendor operates and performs on a day-to-day basis business that is a substantial component of the goods or services being offered to Broward County in connection with the applicable competitive solicitation as so defined, the "Local Business Location");
  - B. The Local Business Location is the primary business address of the majority of the Vendor's employees as of the bid posting date, and/or the majority of the work under the solicitation, if awarded to the Vendor, will be performed by employees of the Vendor whose primary business address is the Local Business Location;
  - C. The Vendor's management directs, controls, and coordinates all or substantially all of the day-to-day activities of the entity (such as marketing, finance, accounting, human resources, payroll, and operations) from the Local Business Location;
  - D. The Vendor has not claimed any other location as its principal place of business within the one (1) year period immediately preceding the bid posting date; and
  - E. Less than fifty percent (50%) of the total equity interests in the business are owned, directly or indirectly, by one or more entities with a principal place of business located outside of Broward County. The Vendor certifies that the total equity interests in the Vendor owned, directly or indirectly, by one or more entities with a principal place of business located outside of Broward County is .

If Option 2 selected, indicate **Local Business Location**:

- Option 3:** The Vendor is both a **Local Business** and a **Locally Based Subsidiary** as each term is defined by Section 1-74, Broward County Code of Ordinances. The Vendor further certifies that:
- A. The Vendor has continuously maintained:
    - i. for at least the one (1) year period immediately preceding the bid posting date (i.e., the date on which the solicitation was advertised),
    - ii. a physical business address located within the limits of Broward County, listed on the Vendor's valid business tax receipt issued by Broward County (unless exempt from business tax receipt requirements),
    - iii. in an area zoned for the conduct of such business,

- iv. that the Vendor owns or has the legal right to use, and
  - v. from which the Vendor operates and performs on a day-to-day basis business that is a substantial component of the goods or services being offered to Broward County in connection with the applicable competitive solicitation (as so defined, the "Local Business Location");
- B. The Local Business Location is the primary business address of the majority of the Vendor's employees as of the bid posting date, and/or the majority of the work under the solicitation, if awarded to the Vendor, will be performed by employees of the Vendor whose primary business address is the Local Business Location;
  - C. The Vendor's management directs, controls, and coordinates all or substantially all of the day-to-day activities of the entity (such as marketing, finance, accounting, human resources, payroll, and operations) from the Local Business Location;
  - D. The Vendor has not claimed any other location as its principal place of business within the one (1) year period immediately preceding the bid posting date; and
  - E. At least fifty percent (50%) of the total equity interests in the business are owned, directly or indirectly, by one or more entities with a principal place of business located outside of Broward County. The Vendor certifies that the total equity interests in the Vendor owned, directly or indirectly, by one or more entities with a principal place of business located outside of Broward County is .

If Option 3 selected, indicate **Local Business Location**:

- Option 4:** The Vendor is a **joint venture** composed of one or more Local Businesses, Locally Based Businesses, or Locally Based Subsidiaries, as each term is defined by Section 1-74, Broward County Code of Ordinances. Fill in blanks with percentage equity interest or list "N/A" if section does not apply. The Vendor further certifies that:
  - A. The proportion of equity interests in the joint venture owned by **Local Business(es)** (each Local Business must comply with all of the requirements stated in Option 1) is % of the total equity interests in the joint venture; and/or
  - B. The proportion of equity interests in the joint venture owned by **Locally Based Business(es)** (each Locally Based Business must comply with all of the requirements stated in Option 2) is % of the total equity interests in the joint venture; and/or
  - C. The proportion of equity interests in the joint venture owned by **Locally Based Subsidiary(ies)** (each Locally Based Subsidiary must comply with all of the requirements stated in Option 3) is % of the total equity interests in the joint venture.

If Option 4 selected, indicate the Local Business Location(s) (es) on separate sheet.

- Option 5:** Vendor is not a Local Business, a Locally Based Business, or a Locally Based Subsidiary, as each term is defined by Section 1-74, Broward County Code of Ordinances.

**Required Supporting Documentation** (in addition to this form):

Option 1 or 2 (**Local Business** or **Locally Based Business**):

1. Broward County local business tax receipt.

Option 3 (**Locally Based Subsidiary**)

1. Broward County local business tax receipt.

2. Documentation identifying the Vendor's vertical corporate organization and names of parent entities if the Vendor is a Locally Based Subsidiary.

Option 4 (**joint venture** composed of one or more Local Business(es), Locally Based Business(es), or Locally Based Subsidiary(ies):

1. Broward County local business tax receipt(s) for each Local Business(es), Locally Based Business(es), and/or Locally Based Subsidiary(ies).
2. Executed joint venture agreement, if the Vendor is a joint venture.
3. If joint venture is comprised of one or more Locally Based Subsidiary(ies), submit documentation identifying the vertical corporate organization and parent entities name(s) of each Locally Based Subsidiary.

If requested by County (any option):

1. Written proof of the Vendor's ownership or right to use the real property at the Local Business Location.
2. Additional documentation relating to the parent entities of the Vendor.
3. Additional documentation demonstrating the applicable percentage of equity interests in the joint venture, if not shown in the joint venture agreement.
4. Any other documentation requested by County regarding the location from which the activities of the Vendor are directed, controlled, and coordinated.

By submitting this form, the Vendor certifies that if awarded a contract, it is the intent of the Vendor to remain at the Local Business Location address listed below (or another qualifying Local Business Location within Broward County) for the duration of the contract term, including any renewals or extensions. (If nonlocal Vendor, leave Local Business Location blank.)

**Indicate Local Business Location:  
200 East Broward Boulevard  
Suite 120  
Fort Lauderdale, FL 33301**

**True and Correct Attestations:**

Any misleading, inaccurate, or false information or documentation submitted by any party affiliated with this procurement may lead to suspension and/or debarment from doing business with Broward County as authorized by the Broward County Procurement Code. The Vendor understands that, if after contract award, the County learns that any of the information provided by the Vendor on this form was false, and the County determines, upon investigation, that the Vendor's provision of such false information was willful or intentional, the County may exercise any contractual right to terminate the contract. The provision of false or fraudulent information or documentation by a Vendor may subject the Vendor to civil and criminal penalties.

**AUTHORIZED SIGNATURE/NAME: RYAN KRATZ**

**TITLE: President, Southeast Region | US Brokerage**

**VENDOR NAME: COLLIERS INTERNATIONAL FLORIDA, LLC**

**DATE: 11/10/20**

**Supplier: Colliers International**

**DOMESTIC PARTNERSHIP ACT CERTIFICATION FORM (REQUIREMENT AND TIEBREAKER)**

Refer to Special Instructions to identify if Domestic Partnership Act is a requirement of the solicitation or acts only as a tiebreaker. If Domestic Partnership is a requirement of the solicitation, the completed and signed form should be returned with the Vendor's submittal. If the form is not provided with submittal, the Vendor must submit within three business days of County's request. Vendor may be deemed non-responsive for failure to fully comply within stated timeframes. To qualify for the Domestic Partnership tiebreaker criterion, the Vendor must currently offer the Domestic Partnership benefit and the completed and signed form must be returned at time of solicitation submittal.

The Domestic Partnership Act, Section 16 ½ -157, Broward County Code of Ordinances, requires all Vendors contracting with the County, in an amount over \$100,000 provide benefits to Domestic Partners of its employees, on the same basis as it provides benefits to employees' spouses, with certain exceptions as provided by the Ordinance.

For all submittals over \$100,000.00, the Vendor, by virtue of the signature below, certifies that it is aware of the requirements of Broward County's Domestic Partnership Act, Section 16-½ -157, Broward County Code of Ordinances; and certifies the following: (check only one below).

- 1. The Vendor currently complies with the requirements of the County's Domestic Partnership Act and provides benefits to Domestic Partners of its employees on the same basis as it provides benefits to employees' spouses
- 2. The Vendor will comply with the requirements of the County's Domestic Partnership Act at time of contract award and provide benefits to Domestic Partners of its employees on the same basis as it provides benefits to employees' spouses.
- 3. The Vendor will not comply with the requirements of the County's Domestic Partnership Act at time of award.
- 4. The Vendor does not need to comply with the requirements of the County's Domestic Partnership Act at time of award because the following exception(s) applies: **(check only one below)**.
  - The Vendor is a governmental entity, not-for-profit corporation, or charitable organization.
  - The Vendor is a religious organization, association, society, or non-profit charitable or educational institution.
  - The Vendor provides an employee the cash equivalent of benefits. (Attach an affidavit in compliance with the Act stating the efforts taken to provide such benefits and the amount of the cash equivalent).
  - The Vendor cannot comply with the provisions of the Domestic Partnership Act because it would violate the laws, rules or regulations of federal or state law or would violate or be inconsistent with the terms or conditions of a grant or contract with the United States or State of Florida. Indicate the law, statute or regulation (State the law, statute or regulation and attach explanation of its applicability).

<b>RYAN KRATZ</b>	<b>President, Southeast Region   US Brokerage</b>	<b>COLLIERS INTERNATIONAL FLORIDA, LLC</b>	<b>11/10/20</b>
<b>Authorized Signature/Name</b>	<b>Title</b>	<b>Vendor Name</b>	<b>Date</b>

**Supplier: Colliers International**

**VOLUME OF PREVIOUS WORK ATTESTATION FORM**

The completed and signed form should be returned with the Vendor's submittal. If not provided with submittal, the Vendor must submit within three business days of County's request. Failure to provide timely may affect the Vendor's evaluation.

**This completed form MUST be included with the Vendor's submittal at the time of the opening deadline to be considered for a Tie Breaker criterion (if applicable).**

Points assigned for Volume of Previous Work will be based on the amount paid-to-date by the County to a prime Vendor **MINUS** the Vendor's confirmed payments paid-to-date to approved certified County Business Enterprise (CBE) firms performing services as Vendor's subcontractor/subconsultant to obtain the CBE goal commitment as confirmed by County's Office of Economic and Small Business Development. Reporting must be within five (5) years of the current solicitation's opening date.

Vendor must list all received payments paid-to-date by contract as a prime vendor from Broward County Board of County Commissioners. Reporting must be within five (5) years of the current solicitation's opening date.

Vendor must also list all total confirmed payments paid-to-date by contract, to approved certified CBE firms utilized to obtain the contract's CBE goal commitment. Reporting must be within five (5) years of the current solicitation's opening date.

In accordance with Section 21.31.d. of the Broward County Procurement Code, the Vendor with the lowest dollar volume of work previously paid by the County over a five-year period from the date of the submittal opening will receive the Tie Breaker.

**The Vendor attests to the following:**

Item No.	Project Title	Contract No.	Department/ Division	Date Awarded	Prime: Paid to Date	CB : Paid to Date
1.	<b>Joint Government Center Campus</b>	<b>PNC2119087R1</b>	<b>Broward County Board of County Commissioners</b>	<b>09/2018</b>	<b>130,329.75</b>	<b>N/A</b>
2.						
3.						
4.						
5.						
6.						
7.						

Grand Total      **130,329.75**

Has the Vendor been a member/partner of a Joint Venture firm that was awarded a contract by the County?

Yes        No   

If Yes, Vendor must submit a **Joint Vendor Volume of Work Attestation Form**.

**Vendor Name: COLLIERS INTERNATIONAL FLORIDA, LLC**

**RYAN KRATZ**  
**Authorized Signature/Name**

**President, Southeast Region |  
US Brokerage**  
**Title**

**11/10/20**  
**Date**

**VOLUME OF PREVIOUS WORK ATTESTATION JOINT VENTURE FORM**

If applicable, this form and additional required documentation should be submitted with the Vendor's submittal. If not provided with submittal, the Vendor must submit within three business days of County's request. Failure to timely submit this form and supporting documentation may affect the Vendor's evaluation.

If a Joint Venture, the payments paid-to-date by contract provided must encompass the Joint Venture and each of the entities forming the Joint Venture. Points assigned for Volume of Previous Work will be based on the amount paid-to-date by contract to the Joint Venture firm **MINUS** all confirmed payments paid-to-date to approved certified CBE firms utilized to obtain the CBE goal commitment. Reporting must be within five (5) years of the current solicitation's opening date. Amount will then be multiplied by the member firm's equity percentage.

In accordance with Section 21.31.d. of the Broward County Procurement Code, the Vendor with the lowest dollar volume of work previously paid by the County over a five-year period from the date of the submittal opening will receive the Tie Breaker.

**The Vendor attests to the following:**

Item No.	Project Title	Contract No.	Department/ Division	Date Awarded	JV Equity Percent	Prime: Paid to Date	CBE: Paid to Date
1.							
2.							
3.							
4.							
5.							
6.							
7.							
8.							

Grand Total

Vendor is required to submit an executed Joint Venture agreement(s) and any amendments for each project listed above. Each agreement must be executed prior to the opening date of this solicitation.

**Vendor Name: COLLIERS INTERNATIONAL FLORIDA, LLC**

**RYAN KRATZ**  
Authorized Signature/Name

**President, Southeast Region |  
US Brokerage**  
Title

**11/10/20**  
Date

# Evaluation Criteria Response Form

## **Evaluation Criteria Response Form:**

The responding vendor must complete the Evaluation Criteria Response Form (pdf fillable file) with responses corresponding to each numbered item in text format only. Each Evaluation Criteria response should be succinct and include only relevant information which best answers the item. Do not include graphs, charts, resumes, tables, pictures, etc., in the Evaluation Criteria Response Form. Each Evaluation Criteria response allows for a maximum of 2100 characters of text only.

**Instructions for uploading:** Download document, save as the pdf fillable document (do not save as any other type of document), complete form and upload form as the fillable pdf file. **DO NOT APPLY ANY TYPE OF SECURITY, ALTER OR OTHERWISE MANIPULATE THE DOCUMENT. DO NOT PRINT TO PDF OR SCAN DOCUMENT BEFORE UPLOADING TO BIDSYNC.**

## **Evaluation Criteria Response Form (Supplemental Information):**

If the Vendor's evaluation criteria response needs to reference additional Information to supplement their response to an item such as graphs, resumes, tables, org charts, etc., include only the supplemental information as an attachment appropriately labeled as follows: Supplemental Information - Title - Evaluation Criteria Item Number (**ex. Supplemental Information - Resume John Doe – Evaluation Criteria 1b.**)

The Supplemental Information should be uploaded to BidSync as separate pdf files (attachments) and not combined with the vendor's completed Evaluation Criteria Response Form.

[Check here to indicate that Vendor agrees it has read and will comply with the submission instructions above.](#)



# Evaluation Criteria Response Form

<b>RFP/RLI/RFQ Number and Title</b>	<b>BLD2121763Q1 - REQUEST FOR QUALIFICATION- BB&amp;T CENTER REDEVELOPMENT REAL ESTATE SERVICES</b>
<b>Vendor Name</b>	COLLIERS INTERNATIONAL FLORIDA, LLC
<b>Vendor Address</b>	200 EAST BROWARD BLVD., SUITE 120, FORT LAUDERDALE, FL 33301
<b>Evaluation Criteria</b>	<b>Vendor Response</b>
<p style="text-align: center;"><b>Section 1 – Ability of Professional Personnel (Maximum Points 65)</b></p> <p>Please refer to questions 1.1 - 1.7.</p>	
<p>1.1. Provide proof that the firm is a recognized as a full-service real estate firm who has the ability to provide real estate brokerage and consulting services covering office, multifamily, hospitality and retail/commercial sectors locally, nationally and internationally.</p> <p><b>Point Value: 10 Points</b></p>	<p>Colliers International Group Inc. (NASDAQ: CIGI; TSX: CIG) is a global leader in real estate services, committed to accelerating the success of Broward County through the strength and depth of our local specialists - a culture of service excellence and a shared sense of initiative. We are the third-largest global real estate firm with offices in 68 countries and total annual revenue of \$3.5 billion.</p> <p>Our core project team has roots in the local community, with deep relationships and deal-making expertise in the same region that we call home. Backed by the large-scale resources, integrated platform, relevant multi-market experience and footprint of a global leader, our local project team has a firm understanding of evolving trends in Florida real estate development and the relationships essential to provide optimal results for Broward County.</p> <p>Our integrated full-service real estate platform allows us to provide Broward County with a broad range of real estate areas that include development &amp; project management, brokerage, valuation, asset management, capital markets, corporate solutions, research &amp; consulting, and marketing.</p> <p>On the local South Florida level, Colliers International proudly employs 130 professionals that live in the very same South Florida communities where we provide our services. This is currently comprised of Development &amp; Project Management Professionals (6), Brokerage Professionals in Office (73), Multifamily (3), Hospitality (3) and Retail (15), in addition to value-add team members as Client Services Coordinators (18), Marketing Specialists (3), Research &amp; Consulting (3), and one GIS Analyst.</p>

1.2. Describe the qualifications and relevant experience of all the firm's Brokers and all key staff (locally, nationally and internationally) that are being proposed to provide real estate brokerage and consulting services relating to the BB&T Center's redevelopment as described in this RFQ. State where each of the firm's Brokers and key staff will be working and based.

**Point Value: 14 Points**

**DEVELOPMENT & PROJECT MANAGEMENT**

Greg Main-Baillie, Executive Managing Director, 20+ years  
Chad Warhaft, Director, 25+ years  
Todd Maklary, Director, 20+ years  
Dan Crann, Director, 20+ years  
Isabel Bello, Sr. Project Manager, 25+ years  
Bryan Kurth, Project Manager, 12 years

**CORPORATE SOLUTIONS**

Keith Perske, Executive Managing Director, 30+ years  
**BROKERAGE**

Ken Krasnow, Vice Chairman of Institutional Investor Services, a 30-year experienced executive leader for public and private sector clients

Brooke Berkowitz, Director, 8 years – public sector clients & 7 years in-house public sector at the FDOT

Warren Weiser, Vice Chairman of Capital Markets in Florida, Principal of CREC Capital, 30+ years

Harry A. Blyden, Executive Director, 25+ years – disposition & acquisition of assets

Alan Esquenazi, Executive Director, 25+ year

Michael Strober, Executive Managing Director, Capital Markets, 40+ years – real estate finance & investment

Rich Lillis, Executive Managing Director Hotel USA, 30+ years – hotel industry

Bastian Lagerbauer, Director, 6 years – capital markets in disposition & acquisition of assets

Suzanne McDonough, Senior Associate, 14+ years – market research & consulting

Jarred Goodstein, Senior Director, 17 years – landlord office rep

David Preston, Executive Managing Director, 16+ years – lease & sales for retail tenants and landlords

Steve Wasserman, Executive Managing Director, 39 years – lease and sales of industrial assets

Alfie Hamilton, Executive Director, 15 years – landlord office rep

Keith Edelman, Executive Managing Director, 25+ years – office tenant rep

Scott Goldstein, Managing Director, 20+ years – office tenant rep

Alexander Brown, Executive Director, 20+ years tenant rep

Jenny Gefen, Director, 10 years – leasing & sales experience for retail tenants and landlords

Kevin Morris, Senior Director Affordable Housing, 20 years – commercial real estate

Verity Mosquera, Research and Consulting Manager, 10 years – research analytics & market analysis

Kris Mitchell, Marketing Manager, 9+ years – marketing

Bios & Org Chart attached

1.3. Demonstrate the firm provides the following services, which includes but not limited to: Research; Valuation; Advisory & Transaction Services; Property Marketing; Corporate Occupied Real Estate Solutions & Consulting Services; Capital Markets; Project Management & Development Services; Investment Management; and Asset Management.

**Point Value: 5 Points**

#### Research & Consulting

We provide data, analysis, industry trends consult, comparable transactions, economic data, and tenant trends. Services: Strategic RE Planning, Feasibility Studies, Asset Evaluations/Highest-and-Best Use Studies, Due Diligence Reports, Market Studies, Financial Analyses.

#### Valuation

Our team creates appraisals tailored to government leased/owned properties. They are evaluated/approved by a review team to ensure our clients receive clear, concise appraisals.

#### Advisory & Transactions

Our professionals are experts in leasing & sales, and market knowledge & insights. In 2019, they transacted 70,000 leases and sales worldwide with over \$129B in value. In SFL, the team transacted 6.8M SF with \$1.4B in value in 2019.

#### Marketing

Our team will work with the County to develop customized collateral in support of the RE strategy. Marketing tools include, Brochures, Mapping, Signage, Eblast Marketing, Offering Memorandum, Social Media Campaign.

#### Corporate Occupied RE Solutions & Consulting

Our platform of services enables occupiers to maximize value that real estate contributes to the business. Services: Transaction Management, Strategy & Innovation, Facilities Management.

#### Capital Markets

Our experts are adept in financing across today's financial tools, from private equity to CMBS, and will navigate you through investing, simplifying the buy/sell process.

#### Project Management & Development

We oversee the project from concept to completion including project definition, site evaluation, programming, planning, design, permitting, construction, commissioning, and closeout. We ensure your project is completed on time and within budget.

#### Investment Management

We will strengthen your portfolio through the life cycle of acquisition, asset management and disposition. We define a strategy to capture and validate every investment opportunity and lead you through the due diligence process.

#### Asset Management

We provide asset management, building operations, facilities management, lease administration, property accounting & financial reporting, and contract management.

1.4. Describe how the firm's qualifications exceeds the minimum requirements (refer to **Special Instructions to Vendors, Section 2.2.2.5.**) where the firm has acted as the Broker of Record for over five hundred million dollars (\$500,000,000) in sales or purchase of office buildings and multifamily residential buildings, in total, throughout the firm's whole organization, during the period from January 1, 2015 through December 31, 2019. Provide proof why this enhances the firm's qualifications relating to this solicitation.

**Meet Minimum Requirements = 1 Point**

**Exceeds Minimum Requirements = More Than 1**

Point - Up To 9 Points

**Point Value: 9 Points**

Colliers transaction experience nationwide is extensive with \$91.5 billion in transaction value from 2015 to 2019, our growing platform and extensive experience in commercial, multifamily, land and retail is an asset to our public and private sector clients.

1. In 2015 Colliers International acted as a Broker for the sale of \$4,778,810,120 of Office and Multifamily Buildings which were comprised of: 15,686,704 square feet of office buildings throughout the United States; and 4,424,729 square feet of multifamily residential buildings throughout the United States
2. In 2016 Colliers International acted as Broker for the sale of \$5,192,226,243 of Office and Multifamily Buildings which were comprised of: 21,261,12 square feet of office buildings throughout the United States; and 7,551,748 square feet of multifamily residential buildings throughout the United States
3. In 2017 Colliers International acted as Broker for the sale of \$6,508,962,778 of Office and Multifamily Buildings which were comprised of: 24,644,580 square feet of office buildings throughout the United States; and 9,358,875 square feet of multifamily residential buildings throughout the United States
4. In 2018 Colliers International acted as Broker for the sale of \$6,184,971,040 of Office and Multifamily Buildings which were comprised of: 22,135,303 square feet of office buildings throughout the United States; and 7,207,571 square feet of multifamily residential buildings throughout the United States
5. In 2019 Colliers International acted as Broker for the sale of \$7,264,419,550 of Office and Multifamily Buildings which were comprised of: 20,594,641 square feet of office buildings throughout the United States; and 7,323,938 square feet of multifamily residential buildings throughout the United States

1.5. Describe how the firm's qualifications exceeds the minimum requirements (refer to **Special Instructions to Vendors, Section 2.2.2.4.**) where the firm has acted as the Broker of Record for over fifty million (50,000,000) square feet of office space leases, in total, throughout the firm's whole organization, during the period from January 1, 2015 through December 31, 2019. Provide proof why this enhances the firm's qualifications relating to this solicitations.

**Meet Minimum Requirements = 1 Point**

**Exceeds Minimum Requirements = More Than 1 Point - Up To 9 Points**

**Point Value: 9 Points**

At Colliers, office leasing is one of our core services that we excel at providing to our clients. We have completed 517 million square feet of office leasing across the country for a wide range of public and private sector clients since the beginning of 2015 through 2019.

1. 2015 Colliers International acted as a Broker for the leasing of 85,776,935 square feet of office spaces throughout the United States.
2. 2016 Colliers International acted as a Broker for the leasing of 89,262,985 square feet of office spaces throughout the United States.
3. 2017 Colliers International acted as a Broker for the leasing of 93,316,708 square feet of office spaces throughout the United States.
4. 2018 Colliers International acted as a Broker for the leasing of 119,014,498 square feet of office spaces throughout the United States.
5. 2019 Colliers International acted as a Broker for the leasing of 129,855,676 square feet of office spaces throughout the United States.

1.6. Demonstrate how the firm, as a full service real estate brokerage and consulting firm has provided corporate client real estate strategy and consulting services to both national and international corporations relating to their corporate real estate needs. To be considered these corporate clients must have a minimum of 500 employees and have multiple offices in different locations.

**Point Value: 9 Points**

Colliers is a provider of corporate real estate solutions to global brands with offices worldwide to local, family-owned businesses, and in both private and public sectors, we are proud to represent dynamic clients to make their real estate a competitive business advantage.

Our team provides a suite of consulting services, working as an extension of corporate real estate teams, with full-service offerings ranging from cost-saving strategies to implementing technology and workplace solutions to accelerate growth and maximize efficiencies for businesses.

- > Business Intelligence Dashboards & Analytics
- > Business & Portfolio Strategy
- > Data Center & Digital Consulting
- > Lease Administration
- > Site Selection & Incentives
- > Supply Chain & Logistics Consulting
- > Technology Services
- > Workplace Advisory

A sample selection of our clients include Abbey National, Adobe, Allianz, Allstate, Armed Forces Reserve, Bank of Scotland, Barclays, Blackstone Equity, Broward County, Canon, Capital One, City of Fort Lauderdale, City of Dania Beach, Colonial, Ernst & Young, Expedia, FedEx, GE Capital, Goodyear, Hilton, Holland & Knight, Home Depot, Honeywell, HSBC, Hostmark Hospitality Group, JP Morgan Chase, Kraft, L'Oréal, LinkedIn, Massachusetts Department of Transportation, Microsoft, Proctor & Gamble, Prudential Insurance, Salvation Army, Sarasota County, Siemens, The Coca Cola Company, TECO Gas, Tyco, UPS, and the U.S. Coast Guard. See attached for detailed sector and service line information.

1.7. Provide evidence that the firm is a full service real estate brokerage and consulting firm that has provided real estate strategy and brokerage services to local, national and international real estate development firms.

**Point Value: 9 Points**

Colliers currently works with a wide network of real estate development firms, providing full service real estate solutions to retail, hospitality, office, multifamily, industrial, mixed-use, and healthcare facilities. Our local, national, and international clients include Banyan, Blackstone, Clarion Partners, CREC Capital, First Industrial, Hostmark Hospitality, Principal Financial Real Estate Investors, and Prologis. Examples of the projects and services provided are as follows:

1. Our development services team has been selected by TECO to provide design and development services in Tampa, FL.
2. We are currently engaged for the development of Premier Airport Park, a 225-acre center for the global real estate giant, Principal Financial Real Estate Investors, our services include development & project management, brokerage, marketing, and asset management.
3. Hostmark Hospitality Group has engaged us for multiple development projects, the most recently completed for Hostmark is The Perry Hotel in Key West, FL, a 100-unit hotel with three onsite restaurants and a 228-slip marina that concluded in 2017.
4. Colliers is the go-to for CREC Capital for all of their assets here in South Florida. We currently provide them with brokerage, project management, asset management, market research & consulting, and marketing.
5. We provide a multitude of services to Clarion Partners at their iconic office building, The Lincoln, located in Miami Beach. Our services include brokerage, asset management, and project management.

**Section 2 – Project Approach  
(Maximum Points 20)**

Please refer to questions 2.1.

2.1. Describe the firm’s ability and approach to locate a proven real estate development firm(s) for the redevelopment of the Property, as generally described in Section 3 – OBJECTIVE, in the Request For Qualifications, BB&T Center Redevelopment Real Estate Services, of this solicitation and in a manner as set forth in the County's Master Plan.

**Point Value: 20 Points**

At Colliers, not only do we execute on behalf of our own Principals on their various real-estate investments, but also have a host of local and national clientele in each market sector. We are responsible for augmenting their existing operations to execute real-estate development plans on all types of asset classes and maintain ROI. These have included multiple mixed-use developments that play host to all functions from retail, hospitality, Class A office, multifamily, and healthcare. We approach developers and investors with a clear picture of the development opportunities available to them by use of detailed analysis of data, research & studies, site assessments, ALTA surveys, environmental reports, site plans, potential conditions of approval, off-site scope & costs, onsite work and building shell costs, and other indirect costs. With this vetted information, we act in an advisory capacity to help each client maximize investment returns.

We can retain ownership value due to our experience of working on behalf of for-profit and not-for profit institutions locally and nationally and could bring this strength to bear on this master plan. This is successful since our development team actively works with each of our service lines quarterbacking the necessary functions needed to understand the implications of DECISION & STRATEGY. This plays out in almost every scenario where each member of the team is called upon by us to add value.

- > In-house Brokers, Tenant Rep & Landlord for market rates and marketing to potential developers
- > Appraisal & Valuations advisory business to understand completed values
- > Engineering group to understand environmental and geotechnical implications

This along with our unique expertise will allow us to market, position and negotiate each of the facets/sectors of the master plan based on economics, geography and a host of other data that drive highest and best use allowing us to define viable local and national developers and position Broward County and the BB&T Master Plan for success.



**Section 3 – Past Performance  
(Maximum Points 15)**

Please refer to questions 3.1. - 3.3.

3.1. Describe firm’s experience on project of similar nature, scope, and duration, along with evidence of satisfactory completion, both on time and within budget, for the past five years. Provide a minimum of three (3) projects with references. Vendor should provide references for similar work performed to show evidence of qualifications and previous experience. Refer to **Vendor Reference Verification Form** and submit as instructed. Only provide references for non-Broward County Board of County Commissioners contracts. For Broward County contracts, the County will review performance evaluations in its database for Vendors with previous or current contracts with the County. The County considers references and performance evaluations in the evaluation of Vendor's past performance.

**Point Value: 7 Points**

1. Colliers is currently acting as development and project manager, broker, and asset manager for Principal Financial Group’s Premier Airport Park Industrial Center. The development is a 225-acre site with two buildings currently erected, and 6 planned for 2021 – Q2 delivery. The project includes total site development, including construction, infrastructure, building & tenant improvements, and leasing services. Project Duration: 2018 to Present.
2. Our team was the development manager for the Perry Hotel in Key West for Hostmark Hospitality Group. The project included the ground-up construction of the 100-unit hotel, three onsite restaurants, and a 228-slip marina. Project Duration: 2015 to 2017.
3. We are currently providing owner representative development and program management services to the City of Fort Lauderdale for their City Hall Redevelopment project.
4. In 2019, Colliers was hired as part of the team to plan and design the joint Broward County and City of Fort Lauderdale government center campus. Colliers has worked to provide programming and workplace strategy, which includes understanding current and future employment that would be housed in the city and how the facility will be used by employees and the public. This has led to the submission of the design criteria recently recommended to the joint commission. Project Duration: 2019 to Present.

3.2. Demonstrate the firm's most recent (include dates) consistent marketing campaign, including personal, physical, and digital efforts to develop client relationships.

**Point Value: 3 Points**

Colliers designs and implements strategic marketing solutions to ensure our clients make the best decisions when it comes to their development projects and properties, ensuring maximum value and return on investment. Our in-house marketing team brings unparalleled market insight, service excellence and an enterprising approach to ensure a successful development transaction.

1. Since 2018, Colliers has presented on the State of the Market at the Annual Fort Lauderdale Development and Investment Forum for the Urban Land Institute. As part of this conference we have further built our relationship with local business leaders in the commercial real estate industry.
2. In addition to presenting at the local annual ULI forum, Greg Main-Baillie and Ken Krasnow are active members and provide keen insights into the real estate development trends, while networking with the vast group of developers and landlords.
3. As an active member of the Greater Fort Lauderdale Chamber of Commerce, we routinely provide state of the market trends during roundtable meetings and our team leader, Ken Krasnow, chairs and facilitates the real estate & construction council board and provides market information to the Chamber.
4. Colliers provides strategic marketing for First Industrial for the leasing of their ground-up properties. Services include email eblasts, brochures, website, and virtual tours. Colliers initially represented the City of Fort Lauderdale and marketed the land for development, successfully engaging and negotiating the site to First Industrial.

Please see attached sample marketing materials and timelines.

3.3. Indicate how the firm recently (include dates, project names, marketing tools, strategy, and outcomes) engaged clients for the purposes to foster partnerships, development projects, real estate transactions, listings, negotiations, and real estate consulting services.

**Point Value: 5 Points**

We communicate the value of our clients' assets to a wide range of qualified prospects through multiple distribution channels. Our marketing experts create quality print & digital promotional materials to engage and secure potential buyers. Our properties are listed on: Colliers.com, CoStar, LoopNet, Bisnow and CREXi, among others. We will update, monitor, & push these channels to targeted audiences on social media such as: Facebook, Twitter, LinkedIn & YouTube.

1. Broken Sound Club is currently undergoing a total redevelopment in Boca Raton. Our team regularly attend town hall meetings to address the local community to showcase the progress and desired end result.
2. We routinely host town hall meetings with upwards of 200 to 300 residents for our multifamily projects, including Brickell Key I, The Carriage House, and Golden Surf, for example.
3. We have various projects from FirstService Residential where we used our extensive network connections, third party creditability, and targeted marketing campaigns to residential asset managers, including digital flyers and facilitating presentations.
4. Colliers hosts a number of events to forge relationships with developers, investors and clients seeking other real estate services. Our hosted events include SFL Industrial Forum hosted annually in Miami, FL; The FL Office Forum hosted biannually in Miami, FL; and the FL Colliers Connect hosted for the first time this year and anticipated to be ongoing.
5. Our sponsorships and affiliations include NAIOP South Florida, CCIM, South Florida Office Brokers Association, SIOR, Miami Chamber of Commerce, Fort Lauderdale Chamber of Commerce, Greater Fort Lauderdale/Broward Alliance, Corenet, CIASF, CREW Miami.
6. Colliers is a Founding Global Partner of the World Green Building Council (WorldGBC), one of the largest international organizations influencing the green building marketplace. By partnering with Colliers, you gain access to the global reach, extensive network and focus on knowledge leadership that allow us to play a key role in the sustainability movement.

**Section 4 – Location  
(Maximum Points 5)**

Please refer to question 4.1.

4.1. Please refer to **Local and/or Locally Based Business Preference Certification Form** and **Location Tie Breaker Form** and submit as instructed. The maximum points shall be assigned to each Locally Based Business and to each joint venture that is composed solely of Locally Based Businesses.

**Point Value: 5 Points**

We hereby certify that Colliers International Florida, LLC, having an office located at 200 East Broward Blvd., Suite 120, Fort Lauderdale, FL 33301, qualifies as a Local Business but does not qualify as a Locally Based Business or a Locally Based Subsidiary, as each term is defined by Section 1-74, Broward County Code of Ordinances.

Local Business Tax Receipt:  
Receipt #: 318-283452  
State/County/Cert/Reg: BO2030083

See attached Local Business Tax Receipt

# Vendor Questionnaire Form

The completed Vendor Questionnaire Form and supporting information (if applicable) should be returned with Vendor's submittal. If not provided with submittal, the Vendor must submit within three business days of County's request. Failure to timely submit may affect Vendor's evaluation.

**If a response requires additional supporting information, the Vendor should provide a written detailed response as indicated on the form.** The completed questionnaire and responses will become part of the procurement record. It is imperative that the person completing the Vendor Questionnaire Form be knowledgeable about the proposing Vendor's business profile and operations.

<b>Solicitation Number :</b>		<b>BLD2121763Q1</b>
<b>Title :</b>		<b>REQUEST FOR QUALIFICATION- BB&amp;T CENTER REDEVELOPMENT REAL ESTATE SERVICES</b>
1. Legal business name:		COLLIERS INTERNATIONAL FLORIDA, LLC
2. Doing Business As/ Fictitious Name (if applicable):		
3. Federal Employer I.D. no. (FEIN):		41-2227433
4. Dun and Bradstreet No.:		046977616
5. Website address (if applicable):		www.colliers.com
6. Principal place of business address:	Address Line 1	2121 Ponce de Leon Blvd.
	Address Line 2	Suite 1250
	City	Coral Gables
	State	FLORIDA
	Zip Code	33134
	Country	UNITED STATES
7. Office location responsible for this project:		200 EAST BROWARD BLVD., SUITE 120, FORT LAUDERDALE FL 33301
8. Telephone no.:		(954) 652-4600
9. Fax no.:		
10. Type of business:	Type of Business (Select from the dropdown list)	

	If Corporation, Specify the State of Incorporation	COLLIERS INTERNATIONAL FLORIDA, LLC IS INCORPORATED IN THE STATE OF DELAWARE AND LICENSED IN THE STATE OF FLORIDA
	If General Partnership, Specify the State and County filed in	
	If Other, Specify the detail	
11. List Florida Department of State, Division of Corporations document number (or registration number if fictitious name):		M14000008487
12. List name and title of each principal, owner, officer, and major shareholder:	a)	RYAN KRATZ, VP, BROKER OF RECORD
	b)	GIL BOROK, MGR
	c)	MATTHEW HAWKINS, S, MGR
	d)	DANNY RICE, BROKER OF RECORD
13. AUTHORIZED CONTACT(S) FOR YOUR FIRM:	Contact Name 1	GREG MAIN-BAILLIE
	Title	EXECUTIVE MANAGING DIRECTOR, FLORIDA DEVEL
	E-Mail	GREG.MAIN-BAILLIE@COLLIERS.COM
	Telephone No.	(954) 249-8157
	Fax No.	
	Contact Name 2	KEN KRASVOW
	Title	VICE CHAIRMAN - INSTITUTION INV SERVICES - FL
	E-Mail	KEN.KRASNOW@COLLIERS.COM
	Telephone No.	(786) 517-4990
	Fax No.	
14. Has your firm, its principals, officers or predecessor organization(s) been debarred or suspended by any government entity within the last three years? If yes, specify details in an attached written response.	Click response	Yes No
	If Yes, provide detailed response	

15. Has your firm, its principals, officers or predecessor organization(s) ever been debarred or suspended by any government entity? If yes, specify details in an attached written response, including the reinstatement date, if granted.	Click response	Yes No
	If Yes, provide detailed response	
16. Has your firm ever failed to complete any services and/or delivery of products during the last three (3) years? If yes, specify details in an attached written response.	Click response	Yes No
	If Yes, provide detailed response	
17. Is your firm or any of its principals or officers currently principals or officers of another organization? If yes, specify details in an attached written response.	Click response	Yes No
	If Yes, provide detailed response	
18. Have any voluntary or involuntary bankruptcy petitions been filed by or against your firm, its parent or subsidiaries or predecessor organizations during the last three years? If yes, specify details in an attached written response.	Click response	Yes No
	If Yes, provide detailed response	
19. Has your firm's surety ever intervened to assist in the completion of a contract or have Performance and/or Payment Bond claims been made to your firm or its predecessor's sureties during the last three years? If yes, specify details in an attached written response, including contact information for owner and surety.	Click response	Yes No
	If Yes, provide detailed response	

20. Has your firm ever failed to complete any work awarded to you, services and/or delivery of products during the last three (3) years? If yes, specify details in an attached written response.	Click response	Yes No
	If Yes, provide detailed response	
21. Has your firm ever been terminated from a contract within the last three years? If yes, specify details in an attached written response.	Click response	Yes No
	If Yes, provide detailed response	
22. Living Wage solicitations only: In determining what, if any, fiscal impacts(s) are a result of the Ordinance for this solicitation, provide the following for informational purposes only. Response is not considered in determining the award of this contract. Living Wage had an effect on the pricing. If yes, Living Wage increased the pricing by _____% or decreased the pricing by _____%.	Click response	<input type="radio"/> Yes <input type="radio"/> No N/A
	If Yes, provide detailed response	







# RESEARCH CAPABILITIES

## RESEARCH CAPABILITIES

Colliers research specialists are recognized knowledge leaders in the commercial real estate industry, and provide clients with the analytics and intelligence required to support effective business decisions. In addition to fulfilling specific information requests, the Research Group produces quarterly surveys of office and industrial markets in over 200 global metropolitan areas.

The Colliers' leasing team uses this thought leadership, data analysis, and forecasting to uncover opportunities for **Broward County** to reduce costs aggressively and optimize its real estate portfolio.

## GEOGRAPHIC INFORMATION SYSTEMS (GIS) MAPPING PLATFORMS

Colliers provides sophisticated and comprehensive Geographic Information Systems (GIS) mapping capabilities to its clients. Our expansive databases house detailed information on properties nationwide and around the world, including historical supply, demand, absorption data and transaction comparables. Through mapping capabilities and our forward-thinking expertise, we are able to deliver insight into current and future market conditions, including custom reports.

### Market Highlights

- 1. Addressable space has increased 4.3 percent quarter over quarter as companies in a variety of sectors are...
- 2. New buildings with higher construction costs and longer lead times will appear for some time in the pipeline, and new investment and absorption rates in the market are expected to remain low...
- 3. The expansion of the pipeline in the Q3 data is an indication of a healthy market.

### South Florida - Office Market Trends

High Industry Market MII ratios in South Florida... The average market MII ratio in South Florida...

As a result of the market MII ratio in South Florida... The average market MII ratio in South Florida...

Companies who are succeeding with remote working do not have to pay a premium for space... The average market MII ratio in South Florida...

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# VALUATION SERVICES

Real estate appraisals play a pivotal role in today's business climate. Colliers Valuation & Advisory Services' reports are designed to deliver insight into a property's fundamentals, its competition and the overall market dynamics affecting value. Our commitment to high-end client service, coupled with Colliers International's unparalleled market intelligence and resources continues to differentiate us as the firm of choice in the real estate industry. With its unique and expanding platform, Colliers provides a full range of expertise across all commercial property types and has experience on working on appraisals tailored to the unique features of government-leased properties. Our professionals share a commitment to deliver the highest level of service and the best client experience possible.

We go the extra mile to deliver results, whether this means meeting a tight deadline, working with a complex and challenging property or delivering consistent results when valuing nationwide portfolios. All our appraisals are evaluated and approved by an experienced review team to ensure our clients receive clear, concise, and timely appraisals. Because we recognize that superior technology is not enough, our managers and professionals stand committed to our clients' success and will go the extra mile to provide exceptional customer service.

All our appraisals are evaluated and approved by an experienced review team to ensure our clients receive clear, concise, and timely appraisals. Because we recognize that superior technology is not enough, our managers and professionals stand committed to our clients' success and will go the extra mile to provide exceptional customer service.

Colliers Valuation and Advisory Services has extensive experience producing appraisal report and appraisal review services that adhere to the Uniform Standards of Professional Appraisal Practice (USPAP), the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute, and applicable State appraisal regulations. Additionally, our firm has appraisal contracts with the Florida Department of Environmental Protection, St. Johns River Water Management District, St. Johns County, Sarasota County School Board, and the Florida Department of Transportation Districts 1, 5, 7, and the Turnpike Enterprise with experience preparing appraisals that conform to each clients' supplemental standards.

**Colliers International Valuation & Advisory Services completed over 19,500 appraisals in 2019 nationwide.**

The offices in Florida completed over 1,600 appraisals in 2019 including appraisals considering market value of:

- > Large tracts of land
- > Lots located within subdivisions
- > Partial acquisitions for right-of-way for roads, drainage, etc.
- > Easements
- > Waterfront property
- > Wetland/marshlands
- > Environmentally sensitive lands
- > Commercial improved/unimproved property
- > Residential improved/unimproved property
- > Leasehold property
- > Agriculture
- > Mobile homes
- > Multi-family
- > Our experts have also given court testimony for condemnation proceedings

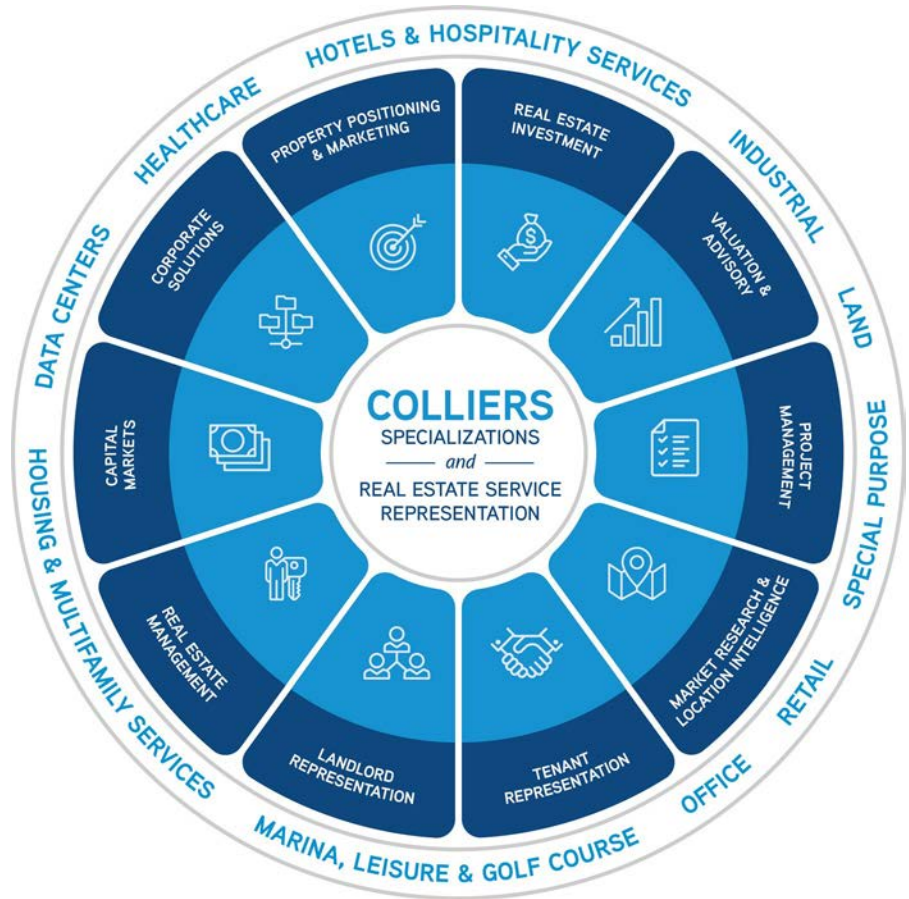
# ADVISORY & TRANSACTION SERVICES

It's not what we do, but how we do it that sets us apart to maximize the value of property.

Integrated service offerings to create customized solutions  
 Niche property expertise and sectors specializations  
 Network of 17,000+ collaborative global professionals  
 Partnering with occupiers, owners and investors worldwide.

**WE THINK  
 DIFFERENTLY TO  
 PRODUCE INNOVATIVE  
 CLIENT OUTCOMES,  
 INVESTED IN  
 DELIVERING YOUR  
 SUCCESS.**

Colliers brokerage advisory professionals provide our occupier clients specialized expertise across service lines and property sector specializations. Our best-in-class advisory professionals deliver expert transactional and advisory services, combined with in-depth local market knowledge, to help you select the right location for your business.





# MARKETING SERVICES

In Colliers International, **Broward County** will have a strong local partner that will never stop thinking of ways to optimize results for your facilities. With the intense competition in the market, we will continuously pursue creative ways to recapture and retain market share advantage.

The ideas that follow are exactly that: **Ideas.**

Some of which make perfect sense and can be quickly implemented, while others push the envelope and may never see the light of day. But fresh ideas, especially bold ones, are the seeds that ultimately lead to long-term progress.

## SOCIAL MEDIA CAMPAIGNS

Tailored campaigns to reach the right audience



- Audience profiling
- In-house experts
- Qualified leads

## EMAIL MARKETING CAMPAIGNS

Lead generation continues to grow from our unrivaled database



- Industry leading database
- Targeted email marketing campaigns
- Metrics tracking to ensure ROI

## ONLINE PORTALS

Leveraging industry platforms to reach further



- Premier CRE platforms
- Extended reach
- Active audience

## PHOTOGRAPHY & VIDEOGRAPHY

Positioning your property in the best light



- Professional photography
- Drone aeriels available
- Property Video services

## PRINT/DIGITAL BROCHURES

Diferentiating your property



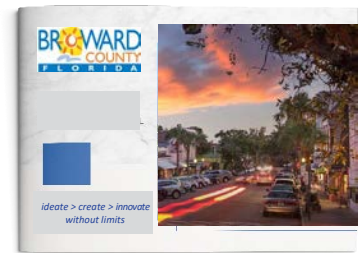
- Elevate Design
- Print or digital deliverables

# MARKETING SERVICES

## MARKETING SAMPLES



**UNIQUE MAILERS**  
Complete **Broward County** brand identity with customized mailers that wow key prospects.



**CUSTOM BROCHURE**  
Tell future tenants a story about how **Broward County** will further their business goals.

## VIRTUAL TOURS

Allow prospects around the world to explore a building or space from anywhere. Interactive virtual tours help people understand how exactly what it is like before visiting.



## PROPERTY VIDEO

Highlight key benefits to help future tenants understand how their business can thrive by highlighting key building & surrounding area amenities.



## CUSTOM WEB LISTING

A digital home for potential tenants or buyers to learn about space or sale offerings.

# CORPORATE OCCUPIED REAL ESTATE SERVICES

Worldwide, today's leading businesses rely on Colliers International Corporate Solutions to align their real estate and workplace strategy with their core business plan. We deliver customized, accountable and innovative solutions that result in the best service experience.

We manage complex geographic, logistical and market-driven demands and provide unparalleled information for our clients. This creates a competitive advantage for you by having an advisor that will drive scenario planning, make recommendations and implement effectively.

Our integrated services platform combines dedicated, accountable professionals, process management tools, technology and consistent processes with our outstanding local market knowledge.

We have an outstanding track record of implementing savings programs and other measurable improvements for our clients, and for many clients our engagements span all service lines in an integrated solution, across the globe.

## CUSTOMIZED

- > We do not offer "canned" programs and service delivery
- > We design tailored delivery model and tools during the transition process

## ACCOUNTABLE

- > We provide consistent processes and results through a clear point of accountability
- > We operate under a single global services agreement that governs scope of work
- > Our commitments are tied to Key Performance Indicators (KPIs), Service Level Agreements (SLAs), performance-based fees and a code of conduct across all geographies

## INNOVATIVE

- > We develop new tools and technology that position us as a thought leader
- > We implement continuous improvement programs that maximize impact
- > We deploy our Colliers 360 client technology—a cloud-based business intelligence dashboard system—as a customized, secure Web portal to manage all activity, measure performance and enable well-informed decisions.

## SERVICES

- > Integrated Client Services
- > Strategy & Innovation
  - Business Intelligence Technology & Analytics
  - Client Technology Solutions
  - Corporate Real Estate Strategy
  - Site Selection & Incentives
  - Merger & Acquisition Support/Consulting
  - Portfolio Optimization
  - Sustainability Consulting
  - Workplace Consulting
- > Lease
- > Transaction Management
- > Project Management
- > Facilities Management



# CAPITAL AND INVESTMENTS MARKETS

Our clients' needs rapidly change from acquisition to ownership to disposition, and our experts keep pace. We adapt to your requirements for value, security and speed, and collaborate across service lines to provide the right team of specialists, working together to achieve your goals.

Our institutional investment sales specialists see beyond the bricks and mortar to analyze how property acquisition, ownership and disposition can accelerate the success of your financial portfolio.

We identify and evaluate assets that best complement your existing portfolio, property performance requirements, income goals and risk profile. When your portfolio's goals call for disposition, we provide the market-based context for both pricing expectations and a customized marketing strategy.

We work with you to preserve confidentiality, minimize disruption to tenants and prevent surprises in the due diligence process.

## OUR APPROACH

The team shares market research, sales transaction information, data on emerging capital sources, and details about active buyers and sellers in order to achieve results that exceed client expectations.

This holistic approach, combined with cutting-edge marketing techniques and local real estate knowledge, results in millions of square feet transacted annually.

## OUR NETWORK

Our access to regional, national and international capital sources to finance acquisitions and development greatly benefits our clients. In addition, Colliers provides bundled solutions covering the full asset lifecycle of acquisition, management, leasing and disposition.

With a combination of capital markets experience and local real estate expertise in more than 100 markets nationwide, our elite team of seasoned investment professionals works together to exceed our clients' expectations in each and every acquisition, disposition and financing assignment.

## SERVICES

- > Investment Sales
- > Debt & Equity Placement
- > Market Research
- > Acquisition Advisory
- > Valuation & Appraisal Services
- > Transaction Management

# ASSET MANAGEMENT

We place our clients' interests first, from the way we structure our reporting to the way we use our 24-Hour Service Center to provide both immediate problem-solving and big-picture data. We maximize asset value through efficiency, best practices and genuine care for our clients and their tenants.

Real estate management is both art and science. While most firms quantify asset value on a balance sheet, we also take into account factors such as tenant loyalty, the relationship and regular contact between managers and tenants, top tenant service requests, and new opportunities for mutually beneficial collaboration. These factors are proven to add asset value over time by reducing turnover and operational costs while improving a building's reputation in the market.

We empower our teams to create memorable tenant experiences that ultimately benefit the owner's and the building's bottom line. Our full-service team of professionals assigned to a client's property typically includes a property manager, a credit manager, a manager of maintenance services and a service technician or building engineer—all under the leadership of an experienced account manager who functions as your single point of contact.

As a business partner and expert advisor, we can:

- > Focus on your long and short-term goals for the property
- > Proactively identify tenants whose space no longer suits their needs
- > Anticipate service needs by routinely soliciting tenant feedback
- > Advise owners on cost-effective maintenance strategies

## SERVICES

### PROPERTY MANAGEMENT

- > Building Operations & Maintenance
- > Engineering/Construction Management
- > Property Accounting & Financial Reporting
- > Sustainability/LEED® Certification/Energy Conservation
- > 24-Hour Service/Call Center
- > Distressed Properties & Receiverships

### FACILITIES MANAGEMENT

- > Operations & Maintenance/Construction Management
- > Product Procurement & Management
- > Contract Management & Lease Administration
- > Consultancy & Disaster Recovery Planning

# DEVELOPMENT AND PROJECT MANAGEMENT

Our team oversees all aspects of project management from concept to completion including project definition, site evaluation and review, programming, planning, design, permitting, construction, commissioning, and closeout.

We will approach every project, regardless of size, recognizing that success is in the details. Proper planning and up-front coordination are critical to setting appropriate customer expectations regarding schedule and cost.

Our consistent management tools, network, and strong customer service ethic allow us to tackle all projects with the same degree of diligence and achieve the results desired by our clients.

## SERVICES

### Project Goals:

- > Assist Client in defining project goals in terms of scope, schedule and budget of the project.
- > Prepare/update project budget and schedule.

### Consultant Team:

- > Compile necessary team members (may include as required: Design Team, and other consultants) and identify and recommend potential candidates for consideration.
- > Obtain proposals from consultants. These may include low-voltage contractors, security vendors, furniture vendors, audio-visual equipment vendors and legal representatives.
- > Review, analyze and summarize proposals and deliver with recommendations to client.

# DEVELOPMENT AND PROJECT MANAGEMENT

## A DETAILED PROCESS OVERVIEW

### PRE-DEVELOPMENT

- > Assist with site selection
- > Create overall development budget and critical path schedule
- > Identify and pre-qualify design consultants
- > Identify AHJ(s) and determine permitting requirements and timelines
- > Coordinate the production of due diligence documents and reports
- > Review due diligence documents and reports and determine impact on project scope, schedule, & budget.

### EXECUTION

- > Prepare weekly and monthly project reports
- > Coordinate installation and hook-up of utilities
- > Update project budget and schedule as required
- > Validate invoices and general contractor's pay applications
- > Conduct site visits / inspections to ensure the project is being executed safely and per schedule
- > Ensure design consultants' timely review of submittals and response to RFI's
- > Manage material testing and special inspections
- > Review and negotiate change orders
- > Ensure the project is being built per the Contract Documents
- > Coordinate commissioning activities

### PRE-CONSTRUCTION

- > Develop Scopes of Work for design consultants and general contractor
- > Negotiate design consultant and general contractor agreements
- > Manage development of design documents
- > Facilitate value engineering process
- > Coordinate permitting process
- > Update project budget and schedule
- > Identify long lead items

### PROJECT CLOSE-OUT

- > Coordinate compilation of close out documents
- > Ensure all permits have been properly closed
- > Validate completion of punch-list
- > Coordinate move-in activities inclusive of delivery and installation of FF&E
- > Coordinate training for proper operation of facility
- > Coordinate turn over to Property Management

# OCCUPIER SERVICES MULTI-MARKET ACCOUNT CLIENT LIST | Q2 2020

Clients managed by teams in the Americas region. This does not include clients managed out of EMEA or APAC.

BANKING & FINANCIAL SERVICES				
CLIENT	ACCOUNT MANAGER	SERVICES		
		TM	LA	PJM
Allstate	Mike Cummings – Chicago			
Citigroup	Fernando Araza – Miami			
Encore Capital Group	Evan Dikas – Chicago ©			
Equifax	Kathy Foster – Phoenix *©			
Evercore	Alan Desino – New York			
FNB	Bob Ward - Atlanta © David Burden - Chicago			
Franklin Templeton	Kevin Colombo – San Francisco			
Intact	Michael McLernon – Montreal			
ITA Information Technology	Terrence Mays - Atlanta			
Patriot	Terrence Kirk – Los Angeles			
Kilmer Group	Janet Leitch – Toronto			
US Bank	Michael Finley – Irvine			
Verifone	Nick Polsky – San Francisco *©			

CONSUMER PRODUCTS & RETAIL				
CLIENT	ACCOUNT MANAGER	SERVICES		
		TM	LA	PJM
Avalara	Marcelo Zuliani – Buenos Aires			
Barry Wehmiller	Tony Ford – Seattle			
Berry	Teddy Chapman – Charlotte ©			
Best Buy	Bill Condon – Seattle *©			
Bimbo	Tim Simonsen – Salt Lake City			
Canon	Esteban Oñoro – Mexico City ©			
Cargill	Michelle Needles – Los Angeles			
Coca-Cola	Robin Zellmer – Minneapolis/St. Paul *			
Coca-Cola	Kathy Foster – Phoenix			
Coca-Cola	Matthew Mark Johnson – Toronto			
Costco	Terry Wirth – Bellevue			
CSM Bakery Solutions	©			
Driscoll's	Joe Elliott – San Jose *			
Fluke	Connor Fought – Washington, DC *©			
Georgia Pacific	Sean Boswell – Atlanta			
Gildan	Michael McLernon – Montreal *			
Juul	Tyler Hogan – San Francisco			
LYRA	Scott Moore – Grand Rapids ©			
Nestle	Bill Littleton – Phoenix			
Nestle	Kevin Webb – Atlanta *©			
Nestle	Michael McLernon – Montreal *©			
Tektronix	Connor Fought – Washington, DC *©			
WestRock	Douglas Biggs – Atlanta			

PROFESSIONAL SERVICES				
CLIENT	ACCOUNT MANAGER	SERVICES		
		TM	LA	PJM
At Kearney	Richard Berger – Chicago *			
Black & Veatch	Bryan Anderson ©			
CoreCivic	Tucker Hohenstein – Carlsbad ©			
FNB	Mary Stoner – Dallas			
FTI Consulting	Connor Fought – Washington, DC *©			
Hatch	Terese DeLeo – Toronto			
Heidrick & Struggles	Andrew Gladden - Atlanta *			
Husch Blackwell	Bryan Johnson – Kansas City			
IBI Group	Lindsay Kitcher – Toronto *©			
Insight Global	Jodi Selvey – Atlanta			
McKinsey & Company	Connor Fought – Washington, DC *			
M & M	Terese DeLeo – Toronto			

LIFE SCIENCES & HEALTH CARE				
CLIENT	ACCOUNT MANAGER	SERVICES		
		TM	LA	PJM
Alcon	Tony Perez – Charlotte *©			
Allina Health	Robin Zellmer – Minneapolis/St. Paul			
American Dental Partners	Jenn Thomas – Phoenix ©			
ArjoHuntleigh	David Burden – Chicago			
Ascension	Mike Cummings – Chicago ©			
Atlantic Health System	Bryn Cinque – Parsippany ©			
Beth Israel Lahey Health	Bill Lynch - Boston ©			
Bristol-Myers Squibb	Chris Deruchie – Montreal *			
Catholic Health	Gus Nuzzolese – Long Island ©			
CommonSpirit	Bill Swettenham – Sacramento ©			
Halcyon	Holly Hughes – Atlanta			
NorthShore	Mike Cummings – Chicago			
Northwell Health	Darren Leiderman – Long Island ©			
Sanofi	Juan Gallardo – Miami *			
SCA Surgical Care Affiliates	Mike Senner – Chicago			
Takeda	Connor Fought – Washington, DC *			
VitalAire	Tiffany Angelle – Dallas			
Zimmer Biomet	Terese DeLeo – Toronto			
Zimmer Biomet	Jon Jessup – Indianapolis *			

EDUCATION, PUBLIC SECTOR & ENERGY				
CLIENT	ACCOUNT MANAGER	SERVICES		
		TM	LA	PJM
Bright Horizons	Connor Fought – Washington, DC			
Cengage	Brian Given – New York			
Sunrun	Nick Polsky – San Francisco			

TECHNOLOGY, MEDIA, & TELECOM				
CLIENT	ACCOUNT MANAGER	SERVICES		
		TM	LA	PJM
Adobe	Carter Beim – San Francisco ©			
ALM	Michael Cohen – New York			
Applied Materials	Michael McLernon – Montreal *			
Autodesk	Phil Arnautou – San Francisco ©			
AVEVA	Scott Moore – Grand Rapids			
Avnet	Kathy Foster – Phoenix *©			
BT	Mark Passer – London *©			
Crown Castle	Jay Kyle – Houston			
Expedia	Sam Ziemba – Bellevue			
Fortinet	Grant Zamudio - San Francisco *©			
Getinge	Ernie Himsl – London ©			
Intel	Michael Finley – Irvine			
LinkedIn	Jay Sternberg – San Francisco			
LiveRamp	Carter Beim – San Francisco ©			
Macmillan	Leon Manof – New York			
Microsoft	Tony Perez – Charlotte *			
Nokia	Craig Youst – Raleigh *©			
Nvidia	Phil Arnautou – San Francisco			
ON Semiconductor	Bill Owens – Phoenix *			
Orange	Michael McLernon – Montreal *			
Q2	Campbell Volney – Austin *©			
Qualtrics	Michael Finley – Irvine *©			
SAP	Michael Finley – Irvine *©			
ServiceNow	Grant Zamudio - San Francisco *			
Slack	Scott MacIntyre – San Francisco			
Spotify	Jay Sternberg – San Francisco			
ST	Bill Owens – Phoenix			
Telus	David Myers – Toronto			
Thryv	Bob Acuf – Dallas			
Verizon	Sergio Rojas – Mexico City			
ViaSat	Michael Finley – Irvine			
Wolters Kluwer	Mark Friedman – New York			

INDUSTRIAL & AUTOMOTIVE				
CLIENT	ACCOUNT MANAGER	SERVICES		
		TM	LA	PJM
Packaging	Connor Fought – Washington, DC ©			
Agility	Michael Finley – Irvine			
ARUP	Brent Beshears – Detroit *©			
BAE Systems	Robert Tunis – New York *			
BorgWarner	Craig Youst – Raleigh ©			
BorgWarner	John Fricke – Detroit ©			
Celestica	Teresa DeLeo – Toronto *			
Construction Supply Group	Lindsay Kitcher - Toronto			
Crown	David Kahnweiler – Chicago *			
Electrify America	Solomon Ets-Hokin – Oakland			
Elkay	Daniel Arends – Chicago			
Encor	Ernest DeLucia – Stamford			
EPRI	Ed Shea – San Francisco Jere Hench – San Jose			
FedEx	Juan J Gallardo - Miami			
First Hill	Scott Moore – Grand Rapids *			
Fortive	Connor Fought – Washington, DC *©			
General Motors	Patrick Jett – Detroit *			
Genesis	Scott Moore – Grand Rapids *			
Gilbarco Veeder-Root	Connor Fought – Washington, DC *			
Guardian Glass	Scott Moore – Grand Rapids *			
HDSupply	Douglas Biggs – Atlanta			
Invista	Scott Moore – Grand Rapids *			
John Zink	Scott Moore – Grand Rapids *			
JSI	John Kuiper – Grand Rapids			
KeHE	Frederick Regnery – Chicago			
Koch	Scott Moore – Grand Rapids *©			
Koch	Ward Richmond – Dallas *			
Maersk	Juan Gallardo – Miami			
Magna	Michael McLernon – Montreal			
Molex	Scott Moore – Grand Rapids *			
nvent	Robin Zellmer – Minneapolis/St. Paul *			
QTC	Shane Woloshan – Columbus			
Samuel Electric	David Woodiwiss – Toronto ©			
Schneider Electric	Scott Moore – Grand Rapids ©			
Sears Holdings	Walt Zegers – Chicago			
Siemens	Teresa DeLeo – Toronto			
Southwire	Sean Boswell – Atlanta			
thyssenkrupp	Peter Kecip – Detroit			
UPS	Darren Ross – Atlanta			
XPO Logistics	Brian Zurawski – Indianapolis Allen Gump – Dallas			



Print

Licensee

Name: **COLLIERS INTERNATIONAL FLORIDA LLC** License Number: **1047537**  
 Rank: **Real Estate Corporation** License Expiration Date: **03/31/2022**  
 Primary Status: **Current** Original License Date: **12/22/2014**  
 Secondary Status: **Active**

Related License Information

License Number	Status	Related Party	State of License	Relationship Type	Relation Effective Date	Rank	Expiration Date
3093320	Current, Active	ADDIS, STEPHANIE PATRICIA	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
3385868	Current, Active	ALDERS, CHRISTOPHER BLAKE	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
3107879	Current, Active	ALEGRIA, LYNSEY P	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2022
445170	Current, Active	ALLEN, JAMES D	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2022
638198	Current, Active	ALTERI, JACKIE	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
3206903	Current, Active	ARENDT, BRADLEY D	Florida	Employed By	09/23/2016	Real Estate Sales Associate	09/30/2021
2239	Current, Active	ARNOLD, LEE E JR	Florida	Employed By	01/24/2020	Real Estate Broker Sales Associate	03/31/2022
3241867	Current, Active	BAIRD, SEAN JAMES	Florida	Employed By	01/06/2020	Real Estate Sales Associate	12/31/2020
3297947	Current, Active	BAKER, DEREK	Florida	Employed By	08/14/2017	Real Estate Sales Associate	03/31/2022
3323082	Current, Active	BARHAM, KRISTIN RAE	Florida	Employed By	01/02/2019	Real Estate Sales Associate	03/31/2021
3045143	Current, Active	BARRETT, AMY R	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	12/31/2020
3472506	Current, Active	BELGARA, MELISSA	Florida	Employed By	08/13/2020	Real Estate Sales Associate	03/31/2022
3395578	Current, Active	BELL, LAURIE	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
589382	Current, Active	BELLO, ISABEL AGUEDA	Florida	Employed By	03/21/2019	Real Estate Sales Associate	03/31/2022
3209542	Current, Active	BERKOWITZ, BROOKE J	Florida	Employed By	07/10/2017	Real Estate Sales Associate	09/30/2021
3047176	Current, Active	BLAIR, DOUGLAS LOUIS	Florida	Employed By	01/06/2020	Real Estate Broker	09/30/2021

Related License Information

License Number	Status	Name	State	Employed By	Start Date	Real Estate	Category	Expiration Date
3332795	Current	CAMPTON, THEVENIN JOSEPH	Florida	Employed By	01/06/2020	Real Estate Sales Associate	12/31/2020	
3123881	Current	CARR, PAUL WESLEY	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021	
3166248	Current	CARRIERO, DAMIEN	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2021	
3007216	Current	CARRIERO, KENNETH J	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	09/30/2021	
3015114	Current	CARTER, JONATHAN DOUGLAS	Florida	Employed By	01/10/2019	Real Estate Broker Sales Associate	09/30/2022	
3419483	Current	CASSIDY, MICHAEL CHANDLER	Florida	Employed By	01/30/2020	Real Estate Sales Associate	03/31/2022	
3405712	Current	CAUSSEAU, RORY PIERCE	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021	
188716	Current	CHAMBLEE, THOMAS G	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	09/30/2021	
3206139	Current	CHANG-BARNES, ELEANOR	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021	
3197900	Current	CICCARELLO, MICHAEL L	Florida	Employed By	05/06/2020	Real Estate Sales Associate	03/31/2021	
3432546	Current	COCCODRIW, NICHOLAS TYLER	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2022	
599588	Current	CODD, MARY CLARE	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2022	
670773	Current	COE, BRADLEY REGINALD	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	12/31/2020	
268230	Current	COLBERT, HAL P	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	09/30/2022	
3205868	Current	DABROWSKI, ROBERT G	Florida	Employed By	03/21/2019	Real Estate Sales Associate	09/30/2021	
3388265	Current	DALY, CHRISTINE	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021	
3446204	Current	DAUGHERTY, MACKENZIE	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021	
622760	Current	DAVIDSON, CHRISTINE L	Florida	Employed By	03/21/2019	Real Estate Sales Associate	12/31/2020	

3225384	Current, DAVIS, ARIEL Active	Florida	Employed By 03/21/2019	Real Estate Sales Associate	03/31/2021
628309	Current, DAVIS, RICHARD TERRELL JR Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2021
3437894	Current, DE LA CROIX VAUBOIS, OLIVER Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2022
3370503	Current, DE LA PENA, TYLER Active	Florida	Employed By 09/17/2019	Real Estate Sales Associate	12/31/2020
564728	Current, DIEBEL, CHARLES RUSSELL Active	Florida	Employed By 01/27/2020	Real Estate Broker Sales Associate	03/31/2022
655578	Current, DOWNING, USA MECHELLE Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2021
3255693	Current, DROTOS, DANIEL JAMES Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2022
3462321	Current, DROTOS, JAMES FRANCIS Active	Florida	Employed By 07/17/2020	Real Estate Sales Associate	09/30/2021
3083659	Current, EDELMAN, KEITH Active	Florida	Employed By 05/04/2020	Real Estate Broker Sales Associate	03/31/2022
3430046	Current, EDWARDS, LAUREN E Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
568043	Current, EILERS, MARK A Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2021
3097741	Current, ENTRIKEN, MATTHEW PIERCE Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2021
3467950	Current, ERICKSON, NANCY Active	Florida	Employed By 05/13/2020	Real Estate Broker Sales Associate	03/31/2022
460904	Current, ESQUENAZI, ALAN A Active	Florida	Employed By 03/21/2019	Real Estate Broker Sales Associate	03/31/2022
3331666	Current, ESTEVEZ, CECILIA Active	Florida	Employed By 11/14/2016	Real Estate Sales Associate	03/31/2021
3217043	Current, GERLACH, MACKENZIE J Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2022
3159726	Current, GLICKMAN, SEAN Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
3199422	Current, GOGGINS, RYAN Active	Florida	Employed By 09/21/2016	Real Estate Broker Sales Associate	03/31/2021
702868	Current, GOLDSTEIN, SCOTT Active	Florida	Employed By 05/04/2020	Real Estate Sales Associate	03/31/2021



## Related License Information

3093561	Current, GOODSTEIN, JARRED M Active	Florida	Employed By	01/06/2016	Real Estate Sales Associate	03/31/2022
628753	Current, GRAW, BARBARA SUZANNE Active	Florida	Employed By	03/21/2019	Real Estate Sales Associate	03/31/2021
3341222	Current, GREEN, ANDREW Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3375648	Current, GREENE, MICHAEL LANGFORD III Active	Florida	Employed By	07/02/2018	Real Estate Sales Associate	12/31/2020
3152244	Current, GREENLEE, JOANN Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3302080	Current, GROVATT, DANIEL Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
3187771	Current, HALDANE, WILLIAM LLOYD Active	Florida	Employed By	12/27/2019	Real Estate Sales Associate	12/31/2020
3006224	Current, HALL, TREVOR W JR Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	09/30/2022
3198928	Current, HAMILTON, ALFRED C Active	Florida	Employed By	02/27/2018	Real Estate Sales Associate	03/31/2021
3306771	Current, HANSON, NICHOLAS BECHER Active	Florida	Employed By	05/13/2020	Real Estate Sales Associate	03/31/2022
3400888	Current, HARRELL, MICHAEL BENNETT JR Active	Florida	Employed By	06/19/2020	Real Estate Sales Associate	09/30/2021
3060471	Current, HELLSTROM, LORI Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2021
559199	Current, HENENFELD, STEVEN LEE Active	Florida	Employed By	03/21/2019	Real Estate Sales Associate	03/31/2022
638372	Current, HINSON, BART E Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
638373	Current, HINSON, JASON KENNETH Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
3287076	Current, HOLT, JONATHAN Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3469843	Current, KUHLANK, DANIEL OTTO Active	Florida	Employed By	07/08/2020	Real Estate Sales Associate	03/31/2022
3367103	Current, KUMAR, MELITA Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
3315028	Current, LAGGERBAUER, BASTIAN Active	Florida	Employed By	06/15/2015	Real Estate Sales Associate	12/31/2020
3251778	Current, LANNON, STEVEN JAMES Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021

3317158	Current, LARSON, NICOLE ALEXANDRA Active	Florida	Employed By	04/09/2018	Real Estate Sales Associate	12/31/2020
3212855	Current, LEBLANC, JOANNE E Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
3006093	Current, LEONARD, CHRISTOPHER CLARK Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	09/30/2021
3442616	Current, LEYHAUSEN, VERA Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
703721	Current, LILLIS, RICHARD R Active	Florida	Employed By	12/23/2014	Real Estate Broker Sales Associate	03/31/2022
526099	Current, LIMNER, NICHOLAS W Active	Florida	Employed By	03/21/2019	Real Estate Sales Associate	12/31/2020
453462	Current, LINING, JOHN HESTON Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2022
511124	Current, LISTOKIN, ROBERT RAYMOND Active	Florida	Employed By	04/09/2015	Real Estate Broker Sales Associate	09/30/2021
3347756	Current, LORBER, SCOTT DOUGLAS Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
399297	Current, LOSCHIAVO, RODNEY LEE Active	Florida	Employed By	04/05/2019	Real Estate Broker Sales Associate	09/30/2022
3004122	Current, LOWELL, JOHN JR Active	Florida	Employed By	02/27/2018	Real Estate Broker Sales Associate	12/31/2020
3271168	Current, LY NCH, NATHAN Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	12/31/2020
3371890	Current, MAHONEY, KYLE Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	12/31/2020
3014602	Current, MANKIN, WILLIAM H Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
130855	Current, MARZUW, ANTHONY P Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	09/30/2022
3011182	Current, NISSLEY, MICHAEL JOHN Active	Florida	Employed By	05/10/2017	Real Estate Sales Associate	03/31/2021
3430970	Current, OLD, SEAN WESLEY Active	Florida	Employed By	12/28/2018	Real Estate Sales Associate	09/30/2022
3286876	Current, OLDENBURG, ANDREW CHRISTIAN Active	Florida	Qualifying Broker	01/17/2020	Real Estate Broker	09/30/2021
525587	Current, PARKE, WILUAM ERNST Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	09/30/2021

551316	Current, PEPIS, FRANCES C Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3237005	Current, PETERSON, IYLER JAMES Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
471684	Current, PINEL, THOMAS H JR Active	Florida	Employed By	09/14/2020	Real Estate Broker Sales Associate	03/31/2021
3337503	Current, PORTER, FABIENNE MARIE Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3311455	Current, POWERS, WARREN Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2022
3073203	Current, PRESTON, DAVID J Active	Florida	Employed By	01/03/2019	Real Estate Sales Associate	09/30/2021
605992	Current, PRESTON, GUY S Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3346962	Current, PRESTON, SEDA Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3199957	Current, PUTNAM, MATTHEW T Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
3399548	Current, PUTTBACH, JONAH Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3307527	Current, RAPONE, BRANDON Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	12/31/2020
681118	Current, REEVES, WILUAM ALLEN Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3346875	Current, RICCARDI, MEUSSA M Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3201333	Current, RICE, DANIEL P Active	Florida	Qualifying Broker	02/19/2020	Real Estate Broker	03/31/2022
3456902	Current, RIVERA, CHRISTOPHER THEODORE Active	Florida	Employed By	12/27/2019	Real Estate Sales Associate	09/30/2021
3279769	Current, ROBINSON, DANNIELLE CHRISTINE Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
3072910	Current, ROBINSON, JOANNA MOONEY Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
431471	Current, SEYMOUR, DOLORES S Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
3251938	Current, SIERRA, LEE BOTTARI JR Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3345472	Current, SMITH, CHRISTOPHER DAVID Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021

671346	Current, SMITH, PAULA CLAIR Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2021
454651	Current, SOUK, RICHARD DARRYL Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2021
3189071	Current, SPARKS, PENNY SUE Active	Florida	Employed By	03/21/2019	Real Estate Sales Associate	12/31/2020
3014615	Current, STIMMING, SABRINA M Active	Florida	Employed By	03/21/2019	Real Estate Broker Sales Associate	03/31/2022
3433280	Current, STOLBERG, DEBORAH KATHLEEN Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2022
3099587	Current, STONEBURNER, BRANDON LEE Active	Florida	Employed By	01/23/2020	Real Estate Sales Associate	12/31/2020
3325823	Current, STORMS, JAMEN Active	Florida	Employed By	01/15/2019	Real Estate Sales Associate	03/31/2021
603200	Current, STROBER, MICHAEL I Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2021
3206020	Current, SUAREZ, RUBEN AUGUSTO Active	Florida	Employed By	03/21/2019	Real Estate Sales Associate	09/30/2021
3249301	Current, SUMNER, NANCY WATERS Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
567438	Current, SWEENEY, MICHAEL G Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2022
692050	Current, SWICK, JAMIE JANELL Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	12/31/2020
3382148	Current, TACOT, JOHN CHARLES Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2022
3096074	Current, TAYLOR, BRIDGETTE Active	Florida	Employed By	02/25/2015	Real Estate Sales Associate	03/31/2022
3378101	Current, THOMAS, JON CHARLES II Active	Florida	Employed By	06/22/2020	Real Estate Sales Associate	12/31/2020
3089110	Current, TOFTE, TORIL KIRSTEN Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
598094	Current, WILSON, MICHAEL DENNIS Active	Florida	Employed By	04/27/2017	Real Estate Sales Associate	03/31/2021
3448197	Current, WINGO, RACHEAL RENAE Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
3300025	Current, YAVKOVSKI, NOA Active	Florida	Employed By	11/29/2016	Real Estate Sales Associate	03/31/2022

3263832 Current, TOLBERT, TODD EVANS Active	Employed By 09/14/2020	Sales Associate Real Estate Sales Associate	03/31/2022
3258108 Current, TURRI, JOSEPH M Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2021
3281284 Current, TWIST, CHRISTOPHER Active	Employed By 06/04/2020	Real Estate Sales Associate	03/31/2021
3248627 Current, VAU.E, ROXANA Active	Employed By 03/21/2019	Real Estate Sales Associate	03/31/2021
3314627 Current, VAUGHT, RYAN Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
662020 Current, VEGA, JUAN ANTONIO JR Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
3460509 Current, VERBERG, TAMARA LYNN Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
3375104 Current, VILLALPANDO, KATAUNA Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
3142568 Current, WAGNER, KRISTOPHER G Active	Employed By 01/23/2018	Real Estate Sales Associate	03/31/2021
3127383 Current, WALTERMIRE, ERICA Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2021
3468496 Current, WASSERMAN, RACHEL Active	Employed By 06/01/2020	Real Estate Sales Associate	03/31/2022
186039 Current, WASSERMAN, STEVEN Active	Employed By 12/06/2016	Real Estate Broker Sales Associate	09/30/2021
3004253 Current, WEISER, WARREN P M Active	Employed By 04/11/2019	Real Estate Broker Sales Associate	03/31/2021
3351616 Current, WELLS, JACKSON ONEILL Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
538972 Current, WELSH, KATY JONES Active	Employed By 01/13/2017	Real Estate Broker Sales Associate	12/31/2020
3421245 Current, WEPRIN, JASON BENJAMIN Active	Employed By 01/15/2019	Real Estate Sales Associate	03/31/2022
696527 Current, WEPRIN, SCOTTA Active	Employed By 01/15/2019	Real Estate Sales Associate	12/31/2020
3339042 Current, WILUAMS, MORGAN L Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	09/30/2021
3355674 Current, WILSON, BRIAN DAVID JR Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022

3038881	Current, RODRIGUEZ, JORGE ALBERTO Active	Employed By 01/06/2020	Sales Associate Real Estate Sales Associate	12/31/2020
3109213	Current, RODRIGUEZ, JUNIPER DUFFIN Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
3307178	Current, RODRIGUEZ, LIDIA Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022
3092134	Current, ROSILLO, ADRIANA JIMENEZ Active	Employed By 02/27/2018	Real Estate Sales Associate	03/31/2022
655420	Current, ROSSI, JOSEPH L Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	09/30/2022
496409	Current, RUBINS, JONATHAN D Active	Employed By 12/04/2017	Real Estate Broker Sales Associate	09/30/2022
3043495	Current, RUTCHIK, STEPHEN A Active	Employed By 04/20/2020	Real Estate Broker Sales Associate	03/31/2021
3047698	Current, RYALS, JASON Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
188617	Current, RYALS, MICHAEL S Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2021
3251465	Current, SALTMARSH, ERNEST O IV Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
3376504	Current, SAWATZKY, MADDISON Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
515798	Current, SCHAGRIN, RONALD ALAN Active	Employed By 12/23/2014	Real Estate Sales Associate	03/31/2022
3417328	Current, SCHILLINGER, BRITTANY Active	Employed By 09/10/2019	Real Estate Sales Associate	03/31/2022
3330596	Current, SCHNEIDERMAN, BOB A Active	Employed By 12/21/2015	Real Estate Broker Sales Associate	03/31/2022
3050691	Current, SCHULTZ, RONALD JAMES Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2021
3220822	Current, SCHWARZ, KENT Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2022
3468107	Current, SELLS, WILLIAM HUNTER Active	Employed By 06/03/2020	Real Estate Sales Associate	03/31/2022
615814	Current, SELTON, ROBERT WARREN III Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	09/30/2022
3340910	Current, SENNER, MICHELLE ANN Active	Employed By 01/06/2020	Real Estate	09/30/2021

3062697	Current, MATTINGLY, MARIKA Active	Florida	Employed By 06/09/2016	Real Estate Sales Associate	03/31/2021
3436988	Current, MAZZARINI, LUKE A Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
410903	Current, MC CAFFREY, USA W Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
427108	Current, MC KELL, MARK D Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022
3223366	Current, MCCARTHY, MATTHEW FOWLER Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	09/30/2021
3333829	Current, MCDONOUGH, SUZANNE LY NN Active	Florida	Employed By 09/14/2020	Real Estate Sales Associate	03/31/2021
3209732	Current, MERKEL, ANDREA Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
161409	Current, MICKLER, DEBORAH ANN Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	09/30/2022
610163	Current, MILANO, MICHAEL EDWARD Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
300037	Current, MILLARD, MICHAEL Active	Florida	Employed By 12/13/2017	Real Estate Broker Sales Associate	12/31/2020
274344	Current, MILLER, DANIEL E Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2021
429751	Current, MILLER, EDWARD L Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	09/30/2022
3367399	Current, MONTGOMERY, JOSEPH R III Active	Florida	Employed By 04/25/2019	Real Estate Broker Sales Associate	03/31/2021
404047	Current, MONTOUR, GARY M Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	09/30/2021
3451963	Current, MORGAN, JESSE VALOR Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2021
643968	Current, MORRIS, KEVIN I Active	Florida	Employed By 09/21/2016	Real Estate Sales Associate	12/31/2020
357129	Current, MORRIS, LEE W Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	12/31/2020
3410176	Current, NISSLEY, DAVID Active	Florida	Employed By 07/09/2018	Real Estate Sales Associate	09/30/2021

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Related License Information

3325286	Current, HONG, YAN LAN Active	Employed By 02/19/2020	Real Estate Broker Sales Associate	09/30/2021
3356876	Current, HURRELL, ROBYN JANE Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022
3298171	Current, HURST, JASON J Active	Employed By 06/19/2020	Real Estate Sales Associate	03/31/2022
661665	Current, JACKMAN, DOROTHY L Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
3076351	Current, JARRELL, MUEONG Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
447011	Current, JENNEWEIN, DONALD A Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	12/31/2020
532681	Current, JOHNSON CROWTHER, KAREN JO Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
3447731	Current, JOHNSON, BONDE R II Active	Employed By 08/13/2020	Real Estate Sales Associate	03/31/2021
3427306	Current, JOHNSON, JEFFREY BENJAMIN Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
3167100	Current, KALSTONE, HENRY BENJAMIN Active	Employed By 02/27/2018	Real Estate Broker Sales Associate	03/31/2022
3409365	Current, KEILSON, ROBERT Active	Employed By 03/21/2019	Real Estate Sales Associate	09/30/2021
524135	Current, KINGSLEY, JONATHAN Active	Employed By 09/15/2016	Real Estate Broker Sales Associate	03/31/2022
3240158	Current, KLINE, GINA CIRNER Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
3364423	Current, KUNECT, CHRISTOPHER MICHAEL Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022
3011638	Current, KOLB, FREDRICK G Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2021
522546	Current, KOVACS, JAMES MICHAEL Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022
3002756	Current, KOZOLCHYK, BORIS Active	Employed By 02/27/2018	Real Estate Broker Sales Associate	12/31/2020
3249404	Current, KRASNOW, KENNETH M Active	Employed By 01/27/2020	Real Estate Broker Sales Associate	03/31/2021
3435411	Current, KRATZ, RYAN DAVID Active	Qualifying Broker 02/04/2019	Real Estate Broker	03/31/2021
3194531	Current, KRIPALANI, MITASH ASHOK	Employed By 01/16/2018	Real	09/30/2022



3283895	current, ETTelman, ILYSSA MARA Active	Employed By 09/14/2018	Sales Associate Real Estate Sales Associate	09/30/2021
3153683	Current, FALERO, WALFRIDO JR Active	Employed By 12/27/2019	Real Estate Broker Sales Associate	09/30/2021
3007359	Current, FALK, MICHAEL ADAM Active	Employed By 03/20/2019	Real Estate Broker Sales Associate	09/30/2022
3161775	Current, FARMER, THOMAS MICHAEL Active	Employed By 04/16/2018	Real Estate Sales Associate	09/30/2021
615384	Current, FELDSHUE, ALAN M Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022
3127730	Current, FERNANDEZ, DESIREE MARIE Active	Employed By 03/21/2019	Real Estate Sales Associate	03/31/2021
3397219	Current, FERNANDEZ, VIRGILIO LEVI Active	Employed By 12/28/2017	Real Estate Sales Associate	09/30/2021
3292827	Current, FIGG, KATHRYN MARIE Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
3302973	Current, FISCHETTI, PAUL Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022
3316332	Current, FONSECA, ALEXIE YOLENI Active	Employed By 06/23/2020	Real Estate Sales Associate	12/31/2020
3275424	Current, FOREHAND, CHRISTOPHER Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2021
3215346	Current, FOSTER, MARCIANNE Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
3405814	Current, FRANKLIN PEIPER, EMILY HANNAH Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
3344088	Current, GANNACONE, TONY III Active	Employed By 03/19/2020	Real Estate Sales Associate	09/30/2021
697880	Current, GARINGER, JAMES VANCE Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	12/31/2020
362345	Current, GARNETT, DEBBIE L Active	Employed By 03/21/2019	Real Estate Broker Sales Associate	03/31/2022
3252966	Current, GEFEN, JENNY ANNE Active	Employed By 01/03/2019	Real Estate Sales Associate	09/30/2021
171439	Current, GERLACH, JOHN F Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	12/31/2020
3310716	Current, GERLACH, JOHN FORD Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2022

License Number	Status	Name	State	Employed By	License Type	Expiration Date
693784	Current Active	BLUE, REGENA DALE	Florida	09/16/2019	Sales Associate Real Estate Sales Associate	03/31/2022
665760	Current Active	BLYDEN, HARRY ALLAN	Florida	03/21/2019	Sales Associate Real Estate Sales Associate	03/31/2022
681938	Current Active	BOLTRES, JAN MICHAEL	Florida	01/06/2020	Sales Associate Real Estate Sales Associate	09/30/2021
3086301	Current Active	BONSIGNORE, SALVATORE	Florida	12/23/2014	Sales Associate Real Estate Sales Associate	03/31/2022
453668	Current Active	BORNSTEIN, RUSSELL SCOTT	Florida	04/27/2017	Sales Associate Real Estate Broker Sales Associate	03/31/2022
3330812	Current Active	BOWERSEIT, DUSTIN BOWERSETT	Florida	01/06/2020	Sales Associate Real Estate Sales Associate	03/31/2021
3443297	Current Active	BRODSKY, RYAN	Florida	06/05/2019	Sales Associate Real Estate Sales Associate	03/31/2021
498124	Current Active	BROOKS, CAROL GREENBERG	Florida	03/21/2019	Sales Associate Real Estate Sales Associate	03/31/2021
543817	Current Active	BROOKS, MARK ALAN	Florida	03/21/2019	Sales Associate Real Estate Sales Associate	03/31/2021
3135155	Current Active	BROSNAN, USA RAE	Florida	01/06/2020	Sales Associate Real Estate Sales Associate	03/31/2021
707469	Current Active	BROWN, ALEXANDER H	Florida	06/27/2018	Sales Associate Real Estate Sales Associate	03/31/2021
3397034	Current Active	BROWN, CRAIG MICHAEL	Florida	01/06/2020	Sales Associate Real Estate Sales Associate	09/30/2021
3412270	Current Active	BROWN, MICHAEL JAMES	Florida	06/27/2018	Sales Associate Real Estate Sales Associate	03/31/2022
561214	Current Active	BRYAN, MERIEL W	Florida	12/23/2014	Sales Associate Real Estate Broker Sales Associate	09/30/2021
3268405	Current Active	BUMGARNER, ERIC	Florida	01/06/2020	Sales Associate Real Estate Broker Sales Associate	03/31/2021
3198002	Current Active	BYERS, ERIN MICHELLE	Florida	12/23/2014	Sales Associate Real Estate Sales Associate	03/31/2021
439774	Current Active	CALCANIS, DAVID GEOFFREY	Florida	01/06/2020	Sales Associate Real Estate Broker Sales Associate	09/30/2021
413520	Current Active	CALZON, CLAIRE M	Florida	01/06/2020	Sales Associate Real Estate Broker Sales Associate	09/30/2021
3129322	Current Active	CAMPOSANO, PABLO A	Florida	05/02/2019	Sales Associate Real Estate Broker	09/30/2021

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Related License Information

3067803 Current, YEAGER, KEVIN RYAN Active	Florida	Employed By 01/06/2020 Real Estate Broker Sales Associate	03/31/2021
707047 Current, YETMING, GERARD Active	Florida	Employed By 06/09/2016 Real Estate Broker Sales Associate	03/31/2022
3017169 Current, YOGEV, ACHIKAM Active	Florida	Employed By 10/19/2015 Real Estate Broker Sales Associate	09/30/2022
3281082 Current, ZUNIGA, JULIAN A Active	Florida	Employed By 02/03/2020 Real Estate Sales Associate	03/31/2021
467654 Current, CORBIN, SCOTT D Active	Florida	Employed By 01/06/2020 Real Estate Broker Sales Associate	12/31/2020
3401975 Current, CRAIG, DAVID Active	Florida	Employed By 01/06/2020 Real Estate Sales Associate	09/30/2021
3454720 Current, CUSHMAN, CYNDI BOLTON Active	Florida	Employed By 01/06/2020 Real Estate Sales Associate	09/30/2021
3183808 Current, CUTCHIN, NATHAN RUDOLPH Active	Florida	Employed By 03/21/2019 Real Estate	12/31/2020

**New York Real Estate License Expirations- Colliers International NY,LLC**

<b>Name_Sortable</b>	<b>Entity</b>	<b>License Type</b>	<b>Expiry Date</b>	<b>Ofc</b>	<b>Service Line</b>
English, Brian	Colliers International NY,LLC	Salesperson	11/9/2019	NY-10401282075	PART-TIMER - WILL TERMINATE
Southard, James	Colliers International NY,LLC	Salesperson	2/18/2020	NY-10401285532	Support
Jewula, Justyna	Colliers International NY, LLC	Salesperson	3/22/2020	NY-10401286925	Brokerage
Soderquist, Catherine	Colliers International NY,LLC	Salesperson	10/13/2020	NY-10401295172	Support
Weisberg, Mona	Colliers International NY,LLC	Salesperson	10/23/2020	NY-10401268156	Support
Jaray, Steven	Colliers International NY,LLC	Salesperson	10/31/2020	NY-40JA0576956	Brokerage
Koltis, Theodore	Colliers International CT LLC	LLC Broker LL Comp Broker	10/31/2020	NY-10491208734	Administration
Koltis, Theodore	Colliers International NY,LLC	LLC Broker LL Comp Broker	10/31/2020	NY-10491208737	Administration
Koltis, Theodore	Colliers Tri State Mgmt LL	LLC Broker LL Comp Broker	10/31/2020	NY- 10491208735	Administration
Koltis, Theodore	Colliers International Proj Mgmt	LLC Broker LL Comp Broker	10/31/2020	NY-10491208736	Administration
Kasbar, Wayne	Colliers International NY, LLC	Associate Broker	11/14/2020	NY-10301216938	Brokerage
Shirocky, Thomas	Colliers International NY,LLC	Associate Broker	11/30/2020	NY-30SH0912213	Consulting
Newman, Howard	Colliers International Val	Appraiser	12/26/2020	NY-46000043203	General Appraiser
Kennedy, Robert W.	Colliers International NY,LLC	Salesperson	12/27/2020	NY-40KE1138429	Brokerage
Latham, Scott	Colliers International NY LLC	Associate Broker	1/4/2021	NY-10301214164	Investment Sales
Baxter, Richard	Colliers International NY,LLC	Associate Broker	1/10/2021	NY-30BA0783948	Investment Sales
Cohen, Yoron	Colliers International NY LLC	Associate Broker	1/10/2021	NY-30CO0783947	Investment Sales
Chin, Nicholas	Colliers International NY LLC	Salesperson	1/14/2021	NY-10401325377	Brokerage
Thuss, Robert	Colliers International NY,LLC	Associate Broker	2/11/2021	NY-30TH0788018	Corporate Solutions
Gold, Jason	Colliers International NY LLC	Salesperson	2/13/2021	NY-10301214315	Investment Sales
Shapiro, Stephen	Colliers International NY,LLC	Associate Broker	2/13/2021	NY-10301214314	Investment Sales
Nathan, Zachary	Colliers International NY LLC	Salesperson	3/14/2021	NY-10401228588	Brokerage
Warshauer, Richard	Colliers International NY,LLC	Associate Broker	3/26/2021	NY-30WA0926836	Brokerage
Rotante, Ted	Colliers International NY,LLC	Associate Broker	3/27/2021	NY-30RO0374771	Brokerage
Friedman, Mark	Colliers International NY,LLC	Associate Broker	4/8/2021	NY-30FR0949148	Brokerage
Glassman, David	Colliers International NY,LLC	Associate Broker	4/9/2021	NY-30GL0725791	Brokerage
Zappile, Ronald	Colliers International NY,LLC	Salesperson	4/10/2021	NY-40ZA1150140	Brokerage
Yip, Kenny	Colliers International NY,LLC	Salesperson	4/30/2021	NY-10401211390	Brokerage
Horowitz, Jake	Colliers International NY, LLC	Salesperson	5/11/2021	NY-10401275260	Brokerage
Joseph, Michael	Colliers International NY,LLC	Salesperson	5/13/2021	NY-40JO0658814	Investment Sales
Given, Brian	Colliers International NY,LLC	Associate Broker	5/26/2021	NY-10301203802	Brokerage
Ferriello, Eric	Colliers International NY,LLC	Salesperson	5/27/2021	NY-10401209091	Brokerage
Pavone, John	Colliers International NY,LLC	Associate Broker	5/30/2021	NY-30PA0870537	Brokerage
Cohen, Michael	Colliers International NY,LLC	Associate Broker	6/4/2021	NY-10301203850	Brokerage
Mendelson, Nicole	Colliers International NY,LLC	Salesperson	6/5/2021	NY-10401276250	Support
Einhorn, Sam	Colliers International NY,LLC	Salesperson	6/16/2021	NY-10401276667	Brokerage
Norotn, Jonathan	Colliers International NY,LLC	Salesperson	6/20/2021	NY- 10401331604	Brokerage
Archibald, Gertene	Colliers International NY,LLC	Salesperson	6/21/2021	NY- 10401259271	Brokerage
Botsaris, Tommy	Colliers International NY,LLC	Salesperson	6/28/2021	NY-10401277091	Brokerage
Sullivan, Connor	Colliers International NY,LLC	Salesperson	7/4/2021	NY-10401251234	Brokerage
Manoff, Leon	Colliers International NY,LLC	Associate Broker	7/5/2021	NY- 10301203805	Brokerage
Verdi, Jessica	Colliers International NY,LLC	Salesperson	7/6/2021	NY-10401305310	Brokerage
Getreu, Robert	Colliers International NY,LLC	Salesperson	7/27/2021	NY-40GE0794760	Brokerage
Senske, Jack	Colliers International NY,LLC	Salesperson	7/28/2021	NY-10401278176	Consulting

Campbell, Aidan	Colliers International NY,LLC	Salesperson	7/28/2021	NY-10401278177	Brokerage
Walsh, Michael	Colliers International NY,LLC	Salesperson	8/6/2021	NY-10401306457	Brokerage
Mendelson, Charles	Colliers International NY,LLC	Associate Broker	8/14/2021	NY-30ME0724196	Brokerage
Grossman, Jack	Colliers International NY,LLC	Associate Broker	8/13/2021	NY- 10401333474	Brokerage
Gallucci, Robert	Colliers International NY,LLC	Salesperson	8/16/2021	NY-40GA0827477	Brokerage
Elardo, Jordan	Colliers International NY,LLC	Salesperson	8/19/2021	NY- 10401333687	Brokerage
Cheng, Chemerie	Colliers International NY,LLC	Salesperson	8/29/2021	NY-10401307282	Brokerage
Carmel, Kenneth	Colliers International NY,LLC	Associate Broker	9/7/2021	NY-30CA0261857	Brokerage
Pond, Timothy	Colliers International NY,LLC	Salesperson	9/9/2021	NY-10401253477	Brokerage
Benton, Tiffany	Colliers International NY,LLC	Salesperson	9/14/2021	NY-10401280045	Brokerage
Wallach, Franklin	Colliers International NY,LLC	Salesperson	9/21/2021	NY-10401233521	Brokerage
Donnelly, Jeffrey	Colliers International NY,LLC	Salesperson	10/10/2021	NY-10401231010	Consulting
Goodman, Robert	Colliers International NY,LLC	Associate Broker	10/14/2021	NY-30GO0513191	Brokerage
Dinkin, Robin	Colliers International NY,LLC	Salesperson	10/20/2021	NY-10401309268	Brokerage
Goldsmith, Joshua	Colliers International NY,LLC	Salesperson	10/21/2021	NY-10401233038	Brokerage
Yarbro, Eric	Colliers International NY,LLC	Associate Broker	10/26/2021	NY- 30YA0681065	Brokerage
Engel, Christel	Colliers International NY,LLC	Associate Broker	10/27/2021	NY- 30EN0644487	Brokerage
Brasier, John	Colliers International NY,LLC	Salesperson	11/16/2021	NY-10401282326	Brokerage
Tricarico, David	Colliers International NY,LLC	Associate Broker	11/17/2021	NY- 30TR0820008	Brokerage
Johnston, Matthew	Colliers International NY,LLC	Associate Broker	11/21/2021	NY- 10301215471	Brokerage
Breslin, Patrick	Colliers International NY,LLC	Associate Broker	12/2/2021	NY- 10301206600	Brokerage
Ptacek, Robert	Colliers International NY,LLC	Salesperson	12/6/2021	NY-10401282937	Brokerage
Jinashian, Alexander	Colliers International NY,LLC	Salesperson	12/12/2021	NY-40JI0634466	Brokerage
Plotkin, Jonathan	Colliers International NY,LLC	Salesperson	12/17/2021	NY- 40PL0994674	Brokerage
Levkov, Dmitry	Colliers International NY,LLC	Salesperson	1/9/2022	NY-10401235797	Office Services
Green, David	Colliers International NY,LLC	Associate Broker	1/10/2022	NY-30GR0772205	Brokerage
Foster Curry, Cynthia	Colliers International NY,LLC	Associate Broker	1/10/2022	NY- 30CU0812064	Brokerage
Roos, Andrew	Colliers International NY,LLC	Associate Broker	1/22/2022	NY-10301203803	Brokerage
Berger, Michael	Colliers International NY,LLC	Salesperson	1/28/2022	NY-40BE0743596	Brokerage
Tunis, Robert	Colliers International NY,LLC	Associate Broker	1/28/2022	NY-30TU0851470	Brokerage
Turrin, Michael J.	Colliers International NY,LLC	Associate Broker	1/29/2022	NY-30TU0910663	Consulting
Grufferman, Howard	Colliers International NY,LLC	Associate Broker	2/3/2022	NY-30GR0454866	Corporate Solutions
Schwab, George	Colliers International NY,LLC	Associate Broker	2/10/2022	NY-10301203333	Brokerage
Gohil (SANGHAVI), Sheer	Colliers International NY,LLC	Salesperson	2/25/2022	NY-40GO1179198	Brokerage
Freedman, Robert	Colliers International NY,LLC	Associate Broker	1/28/2022	NY- 10301203801	Brokerage
Rutledge, Jared	Colliers International NY,LLC	Salesperson	1/29/2022	NY- 10401258268	Brokerage
Thomas, Michael	Colliers International NY,LLC	Salesperson	1/30/2022	NY-40TH1121373	Brokerage
Kaplansky, David	Colliers International NY,LLC	Salesperson	2/6/2022	NY- 40KA0994390	Administration
Loughlin, James	Colliers International NY, LLC	Salesperson	2/6/2022	NY-40L01177829	for license apps
DeBussey, Kyle	Colliers International NY,LLC	Salesperson	2/11/2022	NY-10401258759	Brokerage
Bancroft, Cryder(James)	Colliers International NY,LLC	Salesperson	2/12/2022	NY-10401313126	Brokerage
Simel, Peter	Colliers International NY,LLC	Salesperson	2/12/2022	NY-40SI0896487	Investment Sales
Caggiano, Craig	Colliers International NY,LLC	Associate Broker	2/17/2022	NY- 10301209713	Consulting
Shoenfeld, Ian	Colliers International NY,LLC	Salesperson	3/22/2022	NY-10401314587	Brokerage
Desino, Alan	Colliers International NY,LLC	Associate Broker	3/27/2022	NY-30DE0754117	Administration
Freedman, Debra	Colliers International NY,LLC	Salesperson	3/29/2022	NY-40FR0907722	Consulting

Cheung, Ashley	Colliers International NY,LLC	Salesperson	4/11/2022	NY-10401315326	Brokerage
Longley, Reid	Colliers International NY, LLC	Associate Broker	4/29/2022	NY-10301216154	Support
Zheng, Chen	Colliers International NY,LLC	Salesperson	5/4/2022	NY-10401262059	Brokerage
Charkham, Richard	Colliers International NY,LLC	Associate Broker	5/20/2022	NY-30CH0814798	Brokerage
Jacobs, Andrew	Colliers International NY,LLC	Salesperson	5/24/2022	NY- 10401239321	Capital Markets
Dewey, Clint	Colliers International NY,LLC	Salesperson	6/5/2022	NY-10401220936	Consulting
Bell, George Taylor	Colliers International NY,LLC	Salesperson	6/11/2022	NY- 10401263518	Brokerage
Amsterdam, David	Colliers International NY,LLC	Associate Broker	6/21/2022	NY-10301216029	Support
Roos, Charles	Colliers International NY,LLC	Salesperson	6/21/2022	NY-10401290703	Brokerage
Cilman, Zachary	Colliers International NY,LLC	Salesperson	7/8/2022	NY-10401264397	Support
Rex, Susan	Colliers International NY,LLC	Salesperson	7/10/2022	NY-10401264474	Investment Sales
Citron, Thomas	Colliers International NY, LLC	Salesperson	7/12/2022	NY-30CI1027499	Brokerage
Rayner, Marcus	Colliers International NY,LLC	Associate Broker	8/11/2022	NY-10301213649	Brokerage
Stone, Michael	Colliers International NY LLC	Associate Broker	9/17/2022	NY-30ST0961905	Brokerage
Kamara, Sayo	Colliers International NY,LLC	Salesperson	8/23/2022	NY- 10401293142	Brokerage
Kaplowitz, Howard	Colliers International NY,LLC	Associate Broker	9/12/2022	NY- 30KA0976912	Brokerage
Chasanoff, Steve	Colliers International NY,LLC	Associate Broker	9/15/2022	NY-10301210600	Brokerage
Damico, JoAnne	Colliers International NY,LLC	Salesperson	10/19/2022	NY-10401267981	Support

**New York Real Estate License Expirations- Colliers International LI,LLC**

Office	Name_Sortable	Entity	License Type	Expiry Date	Ofc	Service Line
Long Island	Nuzzolese, Gus	Colliers International LI Inc.	Associate Broker	10/7/2020	LI-10301205209	Brokerage
Long Island	Sessa, Steven	Colliers International LI Inc.	Salesperson	10/11/2020	LI-10401322396	Brokerage
Long Island	Valanzano, Maria	Colliers International LI Inc.	Salesperson	2/15/2021	LI- 10401246428	Brokerage
Long Island	Hoch, Jeffrey	Colliers International LI Inc.	Salesperson	3/31/2021	LI- 10401328232	Brokerage
Long Island	Maietta, Jason	Colliers International LI Inc.	Salesperson	6/27/2021	LI- 10401231492	Brokerage
Long Island	Lichtenstein, Brandon	Colliers International LI Inc.	Salesperson	10/6/2021	LI- 10401280817	Brokerage
Long Island	Shapiro, Stephen	Colliers International LI Inc.	Corp. Broker	1/8/2022	LI- 10311208626	Administration
Long Island	Collen, Marne	Colliers International LI Inc.	Salesperson	1/14/2022	LI- 40C01151374	Brokerage
Long Island	Rosati, Thomas	Colliers International LI Inc.	Salesperson	1/30/2022	LI-10401258343	Brokerage
Long Island	D'Orazio, Steven	Colliers International LI Inc.	Salesperson	2/14/2022	NY-40DO1095219	Brokerage
Long Island	Kucker, Matthew	Colliers International LI Inc.	Salesperson	3/3/2022	LI-10401259498	Brokerage
Long Island	Maiorano, Justin	Colliers International LI Inc.	Salesperson	3/30/2022	LI-10401260616	Brokerage
Long Island	Agin, Herb	Colliers International LI Inc.	Salesperson	7/16/2022	LI-10301219060	Brokerage
Long Island	Silverstein, Scott	Colliers International LI Inc.	Salesperson	7/18/2022	LI-10401291737	Brokerage
Long Island	Lui, Jia	Colliers International LI Inc.	Salesperson	7/29/2022	LI-10401265162	Brokerage
Long Island	Pisacone, Richard A	Colliers International LI Inc.	Associate Broker	8/3/2022	LI-10301205203	Brokerage
Long Island	Enos, Kenneth	Colliers International LI Inc.	Associate Broker	8/3/2022	LI- 10301205211	Investment Sales
Long Island	Leiderman, Darren	Colliers International LI Inc.	Salesperson	8/15/2022	LI-40LE0843121	Brokerage
Long Island	Baruch, Jordan	Colliers International LI Inc.	Salesperson	9/15/2022	LI-10401239180	Brokerage

### New York Real Estate License Expirations- Colliers International NJ,LLC

<b>Name_Sortable</b>	<b>Entity</b>	<b>License Type</b>	<b>Expiry Date</b>	<b>Ofc</b>	<b>Service Line</b>
Brown, Matthew	Colliers International NY,LLC	Salesperson	12/17/2020	NY- 10401324564	Brokerage
Tesser, Michael A	Colliers International NY,LLC	Salesperson	4/17/2021	NJ-40TE0944165	Brokerage
Erickson, Nancy	Colliers International NY,LLC	Associate Broker	7/26/2022	NJ-30ER0993094	Brokerage



Unique ID	OurDeals Name	Real Estate License	Office	Real Estate License
		ID Number		Expiration Date
21514	Allen, Tim	9550345	Boston	7/25/2022
11538	Black, Jeffrey	9505432	Boston	11/18/2021
11539	Blount, Kristin	111771	Boston	12/13/2020
30302	Borden, Jake	9062394	Boston	7/30/2022
13960	Boyle, Patrick	9557763	Boston	8/20/2020
11668	Brawley, Kevin	9516458	Boston	5/10/2021
11544	Broderick, John	9552356	Boston	9/16/2022
11672	Brodigan, Timothy	9040225	Boston	7/27/2022
16205	Bryant, Jonathan	9536909	Boston	6/1/2022
16167	Burke, Sean	9550922	Boston	10/22/2020
20553	Capuano, Joseph	9517342	Boston	12/24/2020
11547	Carroll, John	9513025	Boston	9/17/2021
26133	Carucci, Dan	9532996	Boston	10/26/2020
15153	Cleary, Bob	9504032	Boston	3/27/2022
23267	Cole, Curtis	104218	Boston	7/21/2022
23252	Conlin, Peter	9028780	Boston	11/17/2021
11554	Cronin, Robert	72056	Boston	1/18/2021
23268	Cuddy, Christopher	9021216	Boston	7/27/2019
25206	Davis, Matthew	9525556	Boston	10/2/2021
15004	Driscoll, Daniel	9525660	Boston	9/7/2021
11560	Elcock, James	128230	Boston	9/8/2021
20552	Flaherty, John	9553929	Boston	2/7/2021
10030859	Furey, Matthew	9562102	Boston	5/10/2021
20710	Gallagher, Evan	9079196	Boston	4/19/2022
24529	Galvin, Jack	9566078	Boston	12/2/2021
24565	Hannigan, Sean	9537173	Boston	9/30/2021
11739	Healy, Ryan	9533328	Boston	4/30/2021
11669	Horan, Stephen	92424	Boston	3/31/2021
11584	Hudak, Caleb	9068184	Boston	5/17/2021
11586	Hynes, Thomas	47628	Boston	9/23/2021
11674	Klemmer, Gregory	9029264	Boston	2/24/2022
11685	Foster, P.J	9529462	Boston	5/27/2022
23101	Lusa, Bruce	9043867	Boston	7/5/2021
11602	Lynch, William	9520443	Boston	5/30/2021
24679	Minnerly, Cathy	100654	Boston	5/4/2021
11618	O'Brien, Timothy	9508737	Boston	12/27/2020
24563	Osvold, Ovar	9516295	Boston	1/6/2021
30502	Petz, Frank	9560074	Boston	12/4/2020
11624	Phelan, Kevin	103114	Boston	8/23/2022
22548	Real, John	9557904	Boston	11/18/2021

20230	Rexinis, Jason	9508320	Boston	6/3/2022
20037	Schneier, Adam	9054543	Boston	6/27/2021
10503	Shakespeare, Michael	9525177	Boston	2/21/2021
10031115	Siciliano, Matt	9049202	Boston	07/25/2021
14811	Smith, Nora	9552787	Boston	3/13/2021
16131	Sower, Christopher	9052376	Boston	6/7/2021
11637	Spiegel, Wayne	123097	Boston	4/23/2022
14005	Tanner, Gregory	9083944	Boston	2/28/2021
11648	Vecchione, Lauren	9511971	Boston	11/9/2021
11653	Welch, Thomas	9031131	Boston	8/11/2021
11708	Woelfel, Jr, Stephen	9506604	Boston	5/4/2022
10040223	Hanna, Kevin J.	9003123	Boston	7/23/2022

**New York Real Estate License Expirations- Colliers International CT,LLC**

<b>Name_Sortable</b>	<b>Entity</b>	<b>License Type</b>	<b>Expiry Date</b>	<b>Ofc</b>	<b>Service Line</b>
Delucia, Ernest R.	Colliers International NY,LLC	Salesperson	7/25/2019	CT-10401232225	Brokerage
Williams, Jeff	Colliers International NY,LLC	Salesperson	4/13/2020	CT- 41WI0909955	Brokerage
Koltis, Theodore	Colliers International CT LLC	LLC Broker LL Comp Broker	10/31/2020	NY-10491208734	Administration
Ruoff, Craig	Colliers International CT LLC	Broker	12/2/2020	NY-30RU0776976	Brokerage
Pugh, Hollis	Colliers International CT LLC	Salesperson	3/26/2021	CT-10401273428	Brokerage
Koltis, Theodore	Colliers International CT LLC	Designated Broker	3/31/2021	CT- REB 0755368	Brokerage
Koltis, Theodore	Colliers International CT LLC	Broker	3/31/2021	CT- REB 0792546	Brokerage
Cullen, Sean	Colliers International NY, LLC	Salesperson(based out of CT)	7/24/2021	NY-10401224762	Consulting
Rocco, Thomas	Colliers International CT LLC	Salesperson	11/6/2021	CT- 10401309825 has CT licer	Brokerage
Johnson, Timothy	Colliers International CT LLC	Salesperson	4/8/2022	CT-10401315190	Brokerage
Lella, Robert	Colliers International NY LLC	Salesperson	4/26/2022	NY-10401238489	Brokerage

# SECTION 7 BROKERS' COMPENSATION

*7.1 Firm(s) shall provide its commission, fees, or retainer structure for the services offered.*

## *Development & Project Management*

3% of managed costs, both hard and soft.

## *Brokerage*

Commissions paid by seller of the property if and when a transaction is consummated is equal to Four percent (4%) if there is no co-broker involved or five percent (5%) if there is a co-broker involved, to be paid by the Seller.

When the County or any person acting for or on behalf of the County contracts to acquire or sell real estate property as specified in a Project Assignment, Colliers' Compensation as broker shall be deemed earned when the acquisition or sale is closed and fully funded. Colliers shall earn Compensation equal to four percent (4%) of the purchase price or five percent (5%) if there is a co-broker involved.

Commission rates for leases are equal to For the lease of the real estate property, with the County being the Lessor, Colliers shall earn compensation equal to four percent (4%) of the gross value of the lease amount. If there is a co-broker involved, the commission shall increase to five percent (5%).

For the lease of the real estate property, with the County being the Lessee, Colliers shall earn compensation equal to four percent (4%) of the gross value of the lease amount. In all instances, in which the County is purchasing real estate property or entering a lease as tenant/lessee, Colliers shall first seek compensation from the Seller and/or Landlord/Lessor as part of the real estate transaction. If compensation is paid by the Seller and/or Landlord/Lessor, no commission, fees, or monies shall be due from Broward County, Florida.

## *Advisory/Non-Transactional Services*

In all instances where a commission will not or cannot be earned, the County may elect to have Broker perform advisory services at an hourly rate of \$150/hour. The Broker will provide an estimate of the hours necessary to complete said advisory services which shall be included in the Notice to Proceed.

## *Asset Management*

Office with full service property management, 3-5% of gross rental revenue with salary reimbursement for staff.

Retail with full service property management, 3-5% of gross rental revenue without salary reimbursement for staff.

If the office and retail are combined in the same building, the office estimate prevails of the two above.

## *Capital Markets*

Financing of any assets is 1% of the loan amount to Colliers International.

Sale of any assets is 1.5% of the total sales price to Colliers International.

# BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT

115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1895 – 954-831-4000

**VALID OCTOBER 1, 2020 THROUGH SEPTEMBER 30, 2021**

**DBA:**

**Business Name:** COLLIERS INTERNATIONAL SOUTH  
FLORIDA

**Receipt #:** 318-283452

**Business Type:** REAL ESTATE CORP/COMPNY/BROKER  
(REAL ESTATE BRANCH OFFICE)

**Owner Name:** COLLIERS INTERNATIONAL SOUTH FLORIDA **Business Opened:** 11/25/2014

**Business Location:** 200 E BROWARD BLVD STE 120 **State/County/Cert/Reg:** BO2030083  
FT LAUDERDALE

**Exemption Code:**

**Business Phone:** 954 652 4600

**Rooms**                      **Seats**                      **Employees**                      **Machines**                      **Professionals**  
15

Tax Amount	For Vending Business Only			Vending Type:		Total Paid
	Transfer Fee	NSF Fee	Penalty	Prior Years	Collection Cost	
45.00	0.00	0.00	0.00	0.00	0.00	45.00

**THIS RECEIPT MUST BE POSTED CONSPICUOUSLY IN YOUR PLACE OF BUSINESS**

**THIS BECOMES A TAX RECEIPT**

**WHEN VALIDATED**

This tax is levied for the privilege of doing business within Broward County and is non-regulatory in nature. You must meet all County and/or Municipality planning and zoning requirements. This Business Tax Receipt must be transferred when the business is sold, business name has changed or you have moved the business location. This receipt does not indicate that the business is legal or that it is in compliance with State or local laws and regulations.

**Mailing Address:**

COLLIERS INTERNATIONAL SOUTH FLORI  
200 E BROWARD BLVD STE 120  
FT LAUDERDALE, FL 33301

**Receipt #13B-19-00007386**  
**Paid 07/28/2020 45.00**

**2020 - 2021**

# BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT

115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1895 – 954-831-4000

**VALID OCTOBER 1, 2020 THROUGH SEPTEMBER 30, 2021**

**DBA:**

**Business Name:** COLLIERS INTERNATIONAL SOUTH  
FLORIDA

**Receipt #:** 318-283452

**Business Type:** REAL ESTATE CORP/COMPNY/BROKER  
(REAL ESTATE BRANCH OFFICE)

**Owner Name:** COLLIERS INTERNATIONAL SOUTH FLORIDA **Business Opened:** 11/25/2014

**Business Location:** 200 E BROWARD BLVD STE 120 **State/County/Cert/Reg:** BO2030083  
FT LAUDERDALE

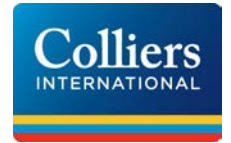
**Exemption Code:**

**Business Phone:** 954 652 4600

**Rooms**                      **Seats**                      **Employees**                      **Machines**                      **Professionals**  
15

Signature	For Vending Business Only			Vending Type:		Total Paid
	Transfer Fee	NSF Fee	Penalty	Prior Years	Collection Cost	
	0.00	0.00	0.00	0.00	0.00	45.00

**Receipt #13B-19-00007386**  
**Paid 07/28/2020 45.00**



November 11, 2020

Re: Letter of Attestation – BB&T Center Redevelopment Real Estate Services

Please accept this letter of attestation as “proof” and/or “evidence” that all of the information provided in response to the evaluation criteria document and specifically to sections itemized below for the Broward County BLD2121763Q1 – Request for Qualification – BB&T Center Redevelopment Real Estate Services is true and accurate to the best of my knowledge.

**Sec. 1.1:** Colliers International is a full-service real estate firm that provides real estate brokerage and consulting services covering office, multifamily, hospitality, and retail/commercial sectors locally, nationally and internationally.

**Sec. 1.4:** Colliers International has acted as the Broker of Record for over \$500,000,000 in sales and purchase of office buildings and multifamily residential buildings, in total, throughout or organization, during the period from January 1, 2015 through December 31, 2019.

**Sec. 1.5:** Colliers International has acted as the Broker of Record for over 50,000,000 square feet of office leases, in total, throughout the firm’s whole organization, during the period from January 1, 2015 through December 31, 2019.

**Sec. 1.7:** Colliers International is a full-service real estate brokerage and consulting firm that has provided real estate strategy and brokerage services to local, national, and international real estate development firms.

**Sec. 3.1:** All representative projects have been completed on time and within budget.

Sincerely,  
Colliers International Florida, LLC

Ryan Kratz  
President, Southeast Region | US Brokerage





Ron DeSantis, Governor

Halsey Beshears, Secretary



**STATE OF FLORIDA**  
**DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

**DIVISION OF REAL ESTATE**

THE BRANCH OFFICE HEREIN HAS REGISTERED UNDER THE  
PROVISIONS OF CHAPTER 475, FLORIDA STATUTES

**COLLIERS INTERNATIONAL FLORIDA LLC**

COLLIERS INTERNATIONAL SOUTH FLORIDA  
200 E BROWARD BOULEVARD  
SUITE 120  
FORT LAUDERDALE FL 33301

**LICENSE NUMBER: BO2032756**

**EXPIRATION DATE: MARCH 31, 2022**

Always verify licenses online at [MyFloridaLicense.com](http://MyFloridaLicense.com)



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# Greg Main-Baillie

EXECUTIVE MANAGING DIRECTOR | FLORIDA DEVELOPMENT  
DEVELOPMENT SERVICES  
Colliers International



[greg.main-baillie@colliers.com](mailto:greg.main-baillie@colliers.com)

## EDUCATION OR QUALIFICATIONS

Bachelor of Science,  
Florida State University

Licensed Florida Real Estate  
Broker

## AFFILIATIONS OR MEMBERSHIPS

Greater Miami Chamber of  
Commerce

Urban Land Institute

Broward Alliance

Corenet Global

## CONTACT DETAILS

MOB +1 954 249 8157

Colliers International  
South Florida, LLC  
2385 NW Executive  
Center Drive, Suite 350  
Boca Raton, FL 33431

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

Greg Main-Baillie is a 20 year veteran in the construction and development industry and currently serves as the Executive Managing Director for the Florida Development Services Group at Colliers. Greg oversees and manages construction and development projects for all real estate types including Mixed-use, Hospitality, Retail and Ofce throughout South Florida.

## BUSINESS AND BACKGROUND

Prior to his role at Colliers, Greg served as the Managing Director for Foundry Commercial overseeing Development Services and Project Management. He was also the Managing Director of Project Management throughout Florida for CBRE. Greg has coordinated Local Market Area leaders to provide assistance in construction activity for managed assets, tenant representation deals and owners of real estate as well as working with America's fortune 500 corporations such as Bank of America, American Express, Florida Power and Light, Fifth/Third Bank, and Deutsche Bank.

Prior to managing the Florida Project Management team, Greg was the Director of Business Development for Suffolk Construction Company. In this role Greg managed the procurement and contracting of more than \$600M in construction.

Greg attended Florida State University and earned his Bachelor of Science. His an active member in his community including his ties with Greater Miami Chamber of Commerce, ULI, Broward Alliance and Corenet Global.





# Chad Warhaft

Director, Project & Construction Management  
South Florida

[chad.warhaft@colliers.com](mailto:chad.warhaft@colliers.com)

## EDUCATION OR QUALIFICATIONS

Miami Dade College  
Florida International University

## CONTACT DETAILS

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Colliers International  
South Florida, LLC  
2121 Ponce de Leon  
Boulevard Suite 1250  
Coral Gables, FL 33134

[www.colliers.com](http://www.colliers.com)

"Chad recently conducted a facilities evaluation of the VAS corporate Headquarters in Boca Raton and proposed a new design concept. He is a personable, efficient, and professional executive whom I recommend highly. His work ethic is beyond reproach and the standard of his final product superb."

Andrew Dudgeon  
Chief Executive Officer  
VAS Aero Services

## AREA OF EXPERTISE

Chad Warhaft is a 20 year veteran in commercial construction and development industries; leading development, capital, and tenant improvement projects. Chad takes a holistic approach to manage with his diverse background as an Owner, Owner's Project and Construction Manager, and a General Contractors Project Manager. Chad has been responsible for programming, entitlements, cost and constructability analysis, contract management, and project management in the Industrial, civil, office, retail, medical, residential, and Faith-based sectors.

## PROFESSIONAL ACCOMPLISHMENTS

- Managed remediation of 8 acres of contaminated soils at Miami International Airport
- Obtained approval and executed diverting a BCWMD canal to join 2 parcels and effectively triple their land value
- Completed Tenant Improvement of Total Wine from Demo to Opening in 90 days
- Successfully increased Construction revenue by 400% in 5 years at CREC
- Reorganized process management of single and multifamily developer post-hurricane Katrina resulting in 250% growth in revenue

## BUSINESS AND BACKGROUND

Prior to his role at Collier's, Chad was the Director of Construction & Operations at Continental Real Estate Companies (CREC). The largest privately held full-service real estate firm in Florida, managing and representing 14 million square feet of real estate. Since 2015, Chad led the building of new or the substantial renovation of Shopping Centers, Office Buildings, Industrial Buildings, and Hotels. Signature projects include the development of the boutique Perry Hotel in the Florida Keys; Repositioning of One Clear Lake Center, from a B Class to an A-Class Office Building, in Palm Beach; Repositioning of Royal University Plaza in Coral Springs with a Total Wine, Orchard Supply, Façade Renovation, and relocation of 3 tenants.



# J. Todd Maklary MBA, PMP, LEED AP

DIRECTOR OF DEVELOPMENT SERVICES  
South Florida



[todd.maklary@colliers.com](mailto:todd.maklary@colliers.com)

## EDUCATION OR QUALIFICATIONS

M.B.A., Rider University  
Master in Business  
Administration, Management  
Concentration

B.A.E., The Pennsylvania  
State University, Architectural  
Engineering, Construction  
Management Option

PMI - Certified/Active Project  
Management Professional  
(PMP)

U.S. Green Building Council  
LEED AP BD+C Accreditation

OSHA 30 Certified

Florida Building General  
Contractors License

## CONTACT DETAILS

MAIN +1 813 221 2290  
DIR +1 813 605 4476  
FAX +1 305 858 6239

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2121 Ponce de Leon Blvd.  
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Coral Gables, FL 33134

[www.colliers.com](http://www.colliers.com)

"I worked with Todd on the construction of the Eck Student Center at Red Bank Catholic High School. Thru Todd's efforts and excellent planning and project management skills he was able to deliver the building on time and significantly under project budget."

**Don Faistl**  
VP, Life Sciences & Healthcare  
Practice  
The Metropolitan Technology Services  
Group

## AREA OF EXPERTISE

A veteran of commercial construction and development for over 20 years, Todd has unique experience in all aspects of the project building life-cycle. In addition to project management experience in design-build, general contracting, and construction management delivery methods, Todd has had responsibility in project land acquisition, professional conceptual design, entitlements program design, and has even served as facility manager for portfolio of properties exceeding 200,000 SF. Todd's portfolio of projects is as equally diverse, successfully completing projects in sectors such as commercial office, medical office, educational, institutional, municipal, water treatment, multi-family, and more. Todd is able to draw upon his education in architectural engineering and the broad experience and skill-sets his diverse career has provided for the benefit of clients.

## PROFESSIONAL ACCOMPLISHMENTS

- Direct management of projects valued between \$500K and over \$75 million in multiple states and geographic regions
- Oversight of multiple project teams with a concurrent value of over \$100 million in construction cost
- Developed over \$300 million in commercial real estate projects valued between \$3 to \$75+ million total costs

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Todd worked as Senior Project Manager for CBRE Group where he represented Citi Group as Owner's liaison in all aspects of commercial construction projects throughout Florida and adjacent states, and was responsible for design, profit/loss, professional services and construction management throughout Citi portfolio. Todd also worked at a Senior Project Manager for Wohlsen Construction Company where he was lead on multi-unit residential projects valued at over \$42 million concurrently. Todd was responsible for the management of multiple projects including single point Owner contact, company personnel management, subcontractor procurement and coordination of GMP cost management with P&L responsibility.

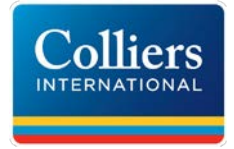
## COMMUNITY INVOLVEMENT

Todd is actively involved in his local community government as an elected Councilman for the City of Port Richey. This position has enabled him to work with residents, businesses, and local groups for the betterment of the place he calls home. He also is a certified SCUBA Divemaster working towards his instructor rating. This enables Todd to teach SCUBA and help others explore the underwater world.



# Daniel Crann

DIRECTOR OF DEVELOPMENT SERVICES  
Colliers International



[daniel.crann@colliers.com](mailto:daniel.crann@colliers.com)

## CONTACT DETAILS

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MOB +1 954 418 2350

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South Florida, LLC  
200 E Broward Boulevard  
Suite 120  
Ft. Lauderdale, FL 33301

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

As Director of Development Services, Daniel oversees the growth of the South Florida Development Services team across Miami-Dade, Broward and Palm Beach Counties in both Public/Municipal & Private sectors.

Working with Colliers' in-house Development Services Division that has a combined 25 years of experience in project management, he targets all market groups with specific focus on Healthcare, Hospitality, Multifamily, Commercial Office, Retail and Industrial Build-to-Suit and Speculative Developments.

## NOTABLE RECENT PROJECTS

- ±50,000 SF IPIC 4th & 5th Delray
- ±15,000 SF IPIC Corporate Office in Delray Beach
- ±30,000 SF IPIC Park Place in Irvine, California

## BUSINESS AND EDUCATIONAL BACKGROUND

With more than 15 years of experience in the construction management industry, Daniel previously served as Director of Construction for IPIC Entertainment where he was responsible for managing a variety of construction projects for IPIC movie theaters, throughout the country. Projects included the IPIC 4th & 5th Delray, the IPIC Corporate Office in Delray Beach and the IPIC Park Place in Irvine, California, among others.

Prior to that, he served as Director of Operations for Golden Glow Enterprises where he oversaw construction projects including the Ritz Carlton Miami Beach and Roney Palace Condominiums. Additionally, Daniel served as Senior Project Manager for Twenty Two Group and Burgerf International.

**Daniel earned his Bachelor of Arts from the University of Iowa.**



# Isabel Bello

Assistant Director | Project Management



[isabel.bello@colliers.com](mailto:isabel.bello@colliers.com)

## EDUCATION OR QUALIFICATIONS

Miami Dade College  
Florida International University  
Licensed Florida Real Estate Salesperson  
RPA Professional Designation (BOMA)

## CONTACT DETAILS

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2121 Ponce de Leon Boulevard  
Suite 1250  
Coral Gables, FL 33134

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

Isabel Bello has over 20 years of experience in the commercial property management and project management field. Isabel currently serves as Assistant Director of Project Management at Colliers, overseeing and managing tenant improvement and building improvement projects, in the Southeast Florida region.

## BUSINESS AND BACKGROUND

Isabel is currently implementing a \$3 million plus, capital improvement plan at a Miami Beach mixed use property, which includes exterior, main lobby, multi-foor common areas, and ofce/retail space renovations.

Prior to her role at Colliers, Isabel was part of Continental Real Estate Companies (CREC) for over 20 years where she served as Assistant Director of Project Management, responsible for managing and directing Tenant Improvement and Building Improvement Projects within the portfolio.

Her accomplishments encompassed multi-foor common area improvements of various ofce buildings, including a new building in the Design District, over 75,000 sf of retail and ofce tenant improvements, HVAC system upgrades, and exterior property renovations.

Isabel was instrumental in the development of CREC's construction coordination services alongside the Director of Construction.

Prior to her role in the Construction Management team, Isabel was a Senior Property Manager for CREC for almost 20 years. As Senior Property Manager, her role included the general management and administration of over 20 ofce and retail properties in the Southeast Florida Region. She was instrumental in the take-over and set up of new complex properties, and the implementation of major capital improvement and tenant improvement projects.

Prior to her years at CREC, Isabel was part of the Property Management team at Codina-Bush Real Estate.



# Bryan Kurth

PROJECT MANAGER



[bryan.kurth@colliers.com](mailto:bryan.kurth@colliers.com)

## CONTACT DETAILS

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OFFICE: 561-353-3650

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Drive, Suite 350  
Boca Raton, FL  
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## AREA OF EXPERTISE

With 12 years of experience in construction project management, Bryan works with the Development Services team to manage projects of varying size and complexity both locally and out of market. Additionally, he oversees the development of the Project Roadmap, leading the team from the initial project concept through final punch-list and close-out.

Prior to his role at Colliers International, Bryan served as Owner/President of Kurth Construction where he specialized in luxury custom homes of \$5M+. Previously, he served as Project Manager at The Marker Group, Project Manager/Superintendent of Gulf Building and Project Manager at JJW Construction.

Active in the industry and community, Bryan volunteered his time as Company Young Leader Representative for the Construction Association of South Florida as well as Student Member of the American Society of Safety Engineers.

Throughout his career, Bryan worked closely with his colleagues to manage the renovation and ground-up construction of luxury custom homes, commercial multi-unit residential and hospitality projects as well as healthcare and retail projects.

Bryan earned his Bachelor of Science in Construction Management with a minor in Business Administration from the University of Florida.

## PROFESSIONAL ACCOMPLISHMENTS

- Margaritaville Pre-Construction
- 200 East Condominiums
- Positano Beach Condominiums
- Cleveland Clinic of Florida

## PROFESSIONAL SKILLS

- Florida Certified General Contractor
- OSHA 30-Hour Certification
- Project Management Skills: Budgeting, Scheduling, Buy-Out, Permitting, Construction Document Review
- Contract Management, Billing, Field Coordination, Design Coordination, Owner Coordination, Close-Out, and Owner Follow-Up
- Technological Skills: SketchUp, Microsoft Project, OmniPlan, Microsoft Office, Photoshop, General Computer Fluency. IT Level Hardware Implementation Capabilities
- Trade Skills: Carpentry, Plumbing, Flooring, Electrical, HVAC, Audio/Video, and Structural experience. General Fabrication and Assembly. Very strong mechanical skills



## Keith Perske

EXECUTIVE MANAGING DIRECTOR, WORKPLACE INNOVATION  
STRATEGY & INNOVATION, CORPORATE SOLUTIONS | AMERICAS



[keith.perske@colliers.com](mailto:keith.perske@colliers.com)

### EDUCATION AND QUALIFICATIONS

Bachelor of Science Degree in  
Urban and Regional Planning

California State Polytechnic  
University's School of Urban and  
Regional Planning

### CONTACT DETAILS

MOB +1 512-673-3653

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Princeton, NJ 08540

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### AREA OF EXPERTISE

As Executive Managing Director of Workplace Innovation, Corporate Solutions | Americas, Keith leads Colliers' expertise in this rapidly evolving field, helping our clients use the workplace as a competitive advantage to advance their business objectives through workplace solutions that attract and retain talent, promote wellness, enable productivity and engage employees.

### PROFESSIONAL ACCOMPLISHMENTS

An eleven-time top-rated faculty member at CoreNet Global MCR/SLCR Learning Program, Keith co-led the development of the MCRw workplace designation for real estate professionals, Perske is also co-founder of OSCRE International, the Open Standards Consortium for Real Estate. He won the top innovation award at Sun Microsystems for his "People Data Project"; he was the founding president of the Cal Poly Pomona Urban and Regional Planning Alumni Association; he served on the board of directors of the Silverlake Music Conservatory.

Keith has been a featured speaker on the evolving workplace at TEDx, SXSW, SiriusXM Radio, CoreNet Global, IFMA, Coretech, IAMC, and Harvard University.

### BUSINESS AND EDUCATIONAL BACKGROUND

Keith brings more than 25 years of experience in workplace innovation to Colliers clients.

Before joining Colliers, Keith was the Senior Director of Global Workplace Innovation at Johnson & Johnson. There he was responsible for the design and deployment of a comprehensive, holistic workplace strategy for J&J's global portfolio of 60 million square feet in more than 900 locations. His work continues to transform the company.

He founded and led Group 5 Consulting, an international workplace consulting practice.

Keith's work at Sun Microsystems included driving the development of technology for real estate, portfolio strategy and running space management for the Americas. Keith's past experience also includes:

- VP at HOK Architects where he lead the Real Estate Consulting practice in Los Angeles.
- VP of corporate space strategy at Home Savings of America (Chase).

Keith earned his bachelor's degree in Urban and Regional Planning from California State Polytechnic University, Pomona.

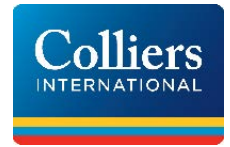
Keith has developed or influenced workplace strategies for over 160 million square feet around the globe.





# Ken Krasnow

VICE CHAIRMAN, INSTITUTIONAL INVESTOR SERVICES  
Colliers International | Florida



[ken.krasnow@colliers.com](mailto:ken.krasnow@colliers.com)

## QUALIFICATIONS

Licensed Real Estate Broker  
State of Florida and New York

## AFFILIATIONS OR MEMBERSHIPS

Downtown Development  
Authority - Greater Fort  
Lauderdale

International Council of Shopping  
Centers (ICSC)

Urban Land Institute (ULI)

Business Development Board of  
Palm Beach County

Friends of the Underline

Commercial Industrial Brokers of  
South Florida (CIASF)

Corporate Advisory Board -  
Debbie's Dream Foundation

Council for Educational Exchange  
- Executive PASS Program

Chair, Real Estate Council  
Greater Fort Lauderdale Chamber  
of Commerce

Board of Directors NAIOP  
| Commercial Real Estate  
Development Association

Board of Directors, Broward  
Business Council for  
Homelessness

## CONTACT DETAILS

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Colliers International Florida, LLC  
200 East Broward Boulevard  
Suite 120  
Fort Lauderdale, FL 33301

## AREA OF EXPERTISE

Ken Krasnow serves as Vice Chairman of Institutional Investor Services for the Florida region. In this role, he is responsible for broadening the company's platform by developing key client relationships, leading major projects and transactions, maintaining senior real estate industry and political relationships and recruiting new talent. Ken brings more than 30 years of acclaimed expertise in the commercial real estate industry, offering an exceptional level of on-the-ground market knowledge.

Ken began his career as a commercial leasing broker and was responsible for more than three million square feet of Class A office building agencies in New York City. His knowledge of brokerage and hands-on approach to management makes him an invaluable member of the Colliers leadership team. In today's Florida market, he will continue to leverage his level of expertise to accelerate our success in the region.

## BUSINESS AND EDUCATIONAL BACKGROUND

Since joining Colliers as South Florida Market Leader in 2015, Ken has overseen the tremendous growth of the business from less than two dozen professionals to more than 150 as of year end 2018, during which time the firm acquired high profile companies such as CREC, Pointe Group and MF&Co. During that same period, revenues more than quadrupled while maintaining solid profitability margins.

Prior to joining Colliers, Ken served as Managing Director overseeing all operations

for CBRE in South Florida. While at CBRE, he recruited almost 40 sales professionals and during his tenure, revenues and profits for his region more than doubled. Prior to joining CBRE in Florida, Ken held executive positions for Cushman & Wakefeld in the New York City area and Trammell Crow Corporation. Ken served at Cushman & Wakefeld for 18 years during which time he oversaw the New York area profit center where he brought his region back to record revenues after the tragic events of September 11, 2001.

Ken attended Emory University where he earned his Bachelor of Administration in Finance. He also attended New York University for Graduate Real Estate studies.

## PROFESSIONAL ACCOMPLISHMENTS

- Named one of the inaugural "Florida 500" influential business leaders by Florida Trend
- Named "Power Leader" by South Florida Business Journal
- Listed as one of "Top 50 Leaders in Commercial Real Estate" by Real Estate Weekly
- Named one of Real Estate New York's "Top 40 Under 40"
- Recognized as one of the "Next Great Leaders" by Real Estate Forum
- Recipient of the Percy Douglass Award by Friends of Island Academy
- Winner of the Royal Poinciana Community Leadership award by Debbie's Dream Foundation

Accelerating success.



# Brooke Berkowitz

DIRECTOR | KEY ACCOUNT MANAGER  
Colliers International



[brooke.berkowitz@colliers.com](mailto:brooke.berkowitz@colliers.com)

## EDUCATION OR QUALIFICATIONS

Bachelor of Science  
in Marketing and Real Estate,  
Florida State University

Licensed Florida Real Estate  
Broker, No. SL3209543

## CONTACT DETAILS

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South Florida, LLC  
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Suite 120  
Fort Lauderdale, FL 33301

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## AREA OF EXPERTISE

As Director in the Fort Lauderdale office of Colliers International Florida LLC, Brooke spearheads our newly expanded practice focused on public institutions. In this role, she works closely with the full Colliers team to custom-tailor a set of integrated services selected from the firm's range of business lines. This approach allows Colliers to streamline communications and for the strategic accounts to benefit from the most responsive, customized and nimble real estate solutions.

Brooke currently manages Colliers' City of Fort Lauderdale account, handling lease administration, negotiations and dispositions for the City's leased and owned assets. In recent years Brooke has participated in disposing of surplus assets and leasing space for their various departments such as Fort Lauderdale Police Department, Public Information Office and Environmental Sustainability.

## BUSINESS AND EDUCATIONAL BACKGROUND

Brooke joined Colliers with nearly 10 years of right-of-way experience, providing acquisition, relocation, and property management for South Florida. Brooke served as an Acquisition & Relocation Agent for the Florida Department of Transportation in Districts 4 and 6. She worked on projects from in Monroe, Miami-Dade, Broward, Palm Beach and St. Lucie Counties. Brooke managed the acquisition of commercial and residential properties for public purposes and was responsible for direct advisory services and relocation assistance to displaced occupants.

## COMMUNITY INVOLVEMENT

Brooke holds a position on the Board of Young Professionals for Covenant House Fort Lauderdale. She is actively involved in the planning of various events in support of the Covenant House mission to support homeless youth.

## PUBLIC SECTOR CLIENTS

- The City of Fort Lauderdale
- The City of Oakland Park
- Broward Sheriff's Office
- The City of Palm Beach Gardens
- Jacksonville Transportation Authority
- The City of Dania Beach
- The City of Tamarac I Real Estate Advisor
- Sarasota County
- City of Port St. Lucie
- The City of St. Cloud, Stevens Plantation Improvement Project Dependent Special District
- St. Lucie Public Schools
- Fort Lauderdale Downtown Development Authority
- The City of Wilton Manors

Accelerating success.





# Warren Weiser

VICE CHAIRMAN, CAPITAL MARKETS | SOUTH FLORIDA  
Colliers International



[warren.weiser@colliers.com](mailto:warren.weiser@colliers.com)

## EDUCATION OR QUALIFICATIONS

University of Florida,  
BA English

Licensed Florida Real Estate  
Broker

## AFFILIATIONS OR MEMBERSHIPS

International Council of  
Shopping Centers (ICSC)

University of Miami Real Estate  
Advisory Board

## CONTACT DETAILS

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South Florida, LLC  
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Coral Gables, FL, 33134

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## AREA OF EXPERTISE

Now Vice Chairman, Capital Markets/Florida, Warren oversees a full spectrum of Colliers services including real estate investment sales, capital market transactions and development activities.

## BUSINESS AND BACKGROUND

As the former Co-Founder and Chairman of CREC, Warren brings more than 30 years of real estate industry experience and leadership to Colliers. Under his direction, CREC closed more than \$3 billion in sales transactions and executed more than half a billion in workout assignments. Colliers acquired the leading, independent CRE firm in November of 2018.

While at CREC, Mr. Weiser also served as Chairman of The Continental Group ("TCG"), a residential management company with a total portfolio of 50,000 units. Prior to co-founding CREC and TCG, Mr. Weiser was the Vice President of Development for The Continental Companies for eight years.

Warren has deep roots in the community and is involved in numerous civic and professional organizations. He has served on the University of Miami Real Estate Advisory Board, Downtown Development Authority Board; Switchboard of Miami Board of Trustees; University of Miami Citizen's Board; and Greater Miami Chamber of Commerce.



# Harry Blyden

EXECUTIVE DIRECTOR | CAPITAL MARKETS  
Colliers International



[harry.blyden@colliers.com](mailto:harry.blyden@colliers.com)

## EDUCATION OR QUALIFICATIONS

Master of Business Administration in Finance, Boston University

Bachelor of Business Administration, University of Massachusetts

Licensed Florida Mortgage Broker

Licensed Florida Real Estate Broker

## CONTACT DETAILS

DIR +1 305 779 3176

Colliers International  
South Florida, LLC  
2121 Ponce de Leon Boulevard  
Suite 1250  
Miami, FL 33134

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

Harry A. Blyden joins Colliers with more than 25 years of experience in real estate investment and sales, capital market transactions and asset and portfolio management. As Executive Vice President, Capital Markets, Mr. Blyden provides expert services in sales and financing of commercial real estate, as well as equity placement and structuring of real estate investments for individual and institutional investors, and also leads the receivership team on a variety of workout and receivership assignments.

## BUSINESS AND BACKGROUND

Prior to joining Colliers, Mr. Blyden previously worked at CREC where he completed in excess of \$1 billion of sales and capital market transactions of numerous premier office buildings and shopping centers including but not limited to the \$10 million sale of Heathrow International, a 71,160 SF office building in Orlando, FL; the \$27.35 million sale of Turtle Crossing, a 99,174 SF SuperTarget anchored retail center in Coral Springs, FL; the \$23.1 million sale of El Mercado, a 96,000 sf Publix-anchored shopping center in Miami, FL; and the \$57.5 million sale of 2121 Ponce, a 165,000 SF office building in Coral Gables, FL.

Previously, Mr. Blyden served as Senior Vice President and Director of Asset Management for Terranova Corporation. He also worked with KPMG Consulting in Miami as Senior Manager of the Real Estate and Capital Markets Group, with Stiles Corporation in Ft. Lauderdale as Vice President/Director of Investment Services, and Copley Real Estate Advisors (d/b/a AEW Capital Management) in Boston as a Principal/Senior Portfolio Manager.

Mr. Blyden received his Master of Business Administration in Finance from Boston University and his Bachelor of Business Administration from the University of Massachusetts Amherst. He is a licensed Florida Real Estate Salesperson, Licensed Florida Mortgage Broker and former Certified Public Accountant.



# Alan Esquenazi

EXECUTIVE DIRECTOR | RETAIL SERVICES  
Colliers International



[alan.esquenazi@colliers.com](mailto:alan.esquenazi@colliers.com)

## EDUCATION OR QUALIFICATIONS

University of Florida  
BS

Licensed Florida Real Estate  
Broker

## AFFILIATIONS OR MEMBERSHIPS

International Council of  
Shopping Centers (ICSC)

Certified Commercial  
Investment Member (CCIM)

## CONTACT DETAILS

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[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

As the Executive Director | Retail Services at Colliers South Florida, Alan specializes in working with anchor and junior anchor retailers, food and drug retailers, restaurateurs, and entertainment venues. Having worked in the commercial real estate business for over three decades, Alan is actively involved in all facets of the business including tenant representation, investment sales, development, landlord representation and land sales. He has successfully developed and leased countless square feet of new shopping centers throughout his career and has leased or sold over 10 million square feet over the past decade.

## BUSINESS AND BACKGROUND

Prior to joining Colliers, Alan was a Partner at CREC - a leading, independent, commercial real estate company operating throughout Florida. Previously, he was Senior Vice President at Terranova Corporation.

Mr. Esquenazi received his Bachelor of Science degree in Marketing from the University of Florida and is a Licensed Florida Real Estate Broker.



# Michael Strober

EXECUTIVE MANAGING DIRECTOR, CAPITAL MARKETS  
Debt & Equity Finance  
Tampa Bay Florida



[michael.strober@colliers.com](mailto:michael.strober@colliers.com)

## EDUCATION OR QUALIFICATIONS

Brooklyn College  
Adelphi University

## AFFILIATIONS OR MEMBERSHIPS

ICSC  
MBA

## CONTACT DETAILS

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DIR +1 813 559 7005  
FAX +1 813 224 9403

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One Urban Centre  
4830 West Kennedy Blvd.  
Suite 300  
Tampa, Florida 33609

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## AREA OF EXPERTISE

Michael Strober has more than four decades of experience in real estate finance and investments. During these past 40 years, he has been involved in the origination, placement and/or sale of properties totaling more than \$10 billion. Michael specializes in structuring debt and equity investment for retail, office, industrial, and multi-family property types.

Prior to joining Colliers International, Michael was Senior Vice President with CBRE, Inc. where he originated loans in excess of \$4 billion for assets throughout the United States. He began his mortgage banking endeavors in 1970 and has spent most of his career in New York with Sonnenblick-Goldman Corporation; Pearce, Mayer & Greer; and Mortgage Corporation of America.

## COMMUNITY INVOLVEMENT

Following Brooklyn College and Adelphi University, Michael enlisted in the U.S. Marine Corps in 1964. He served honorably with the 4th Marine Air Wing, HMM 768 Helicopter Squadron until 1970.

## ACCOMPLISHMENTS

- Million Dollar Club since 2005
- Tampa #1 Producer, 2011-2012
- Florida Top 25 Producer since 2011
- America's #1 Life Company Producer, 2012

## LENDER RELATIONSHIPS

- 40/86
- Genworth Financial
- Great West Financial
- Guardian
- Nationwide
- Northwestern Mutual Life
- Pacific Life
- PPM Finance
- StanCorp Financial
- TIAA CREF
- Voya Investment Management
- Woodmen of the World



# Rich Lillis

EXECUTIVE MANAGING DIRECTOR | HOTELS USA  
Colliers International



[rich.lillis@colliers.com](mailto:rich.lillis@colliers.com)

## EDUCATION OR QUALIFICATIONS

State University of New York  
BS Economics

Licensed Florida Real Estate  
Broker

## AFFILIATIONS OR MEMBERSHIPS

ULI Hospitality & Recreational  
Development Council (HRDC)

## CONTACT DETAILS

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Boca Raton, FL 33431

[www.colliers.com/USHotels](http://www.colliers.com/USHotels)

## AREA OF EXPERTISE

Rich Lillis provides strategic advisory and transaction services to owners, operators and developers of hotel and resort investment properties across the Eastern United States, with special expertise in Florida and the Caribbean.

As National Director of Colliers' Hotel group, Rich leads a nationwide team of lodging transaction experts, sharing best practices and leveraging unique industry insights to deliver great results for their clients. In the dynamic hotel investment market, Rich provides valuable solutions to hotel owners and investors, special servicers, regional lenders, land owners and developers.

## BUSINESS AND BACKGROUND

Rich's diverse background includes a wide range of experience in lodging and finance, paving the way for a unique perspective for the hotel investment advisory. Today, he successfully manages numerous hotel, resort and land transactions for private and institutional owners. Rich is a national lodging investment expert and frequently speaks at industry conferences including ALIS, NYU and NABHOOD. As an integral member of Colliers Asset Resolution Team CART, Rich serves as "Lodging/Hotels Regional Team Leader" for a few key Special Servicer client relationships.

Previously, Rich served as Miami hospitality practice leader for Horwath HTL, an international hotel consultancy firm where he managed hotel and resort transactions and

financings throughout Florida and the Caribbean. Prior, at Ocwen Financial Corporation (OCN) of West Palm Beach, Rich asset-managed the bank's large commercial REO portfolio and managed the company's corporate real estate.

Before that, Rich enjoyed an illustrious career in hotel operations, starting as Night Clerk at The Plaza Hotel NYC, followed by management at six Marriott Hotels, Sheraton Plaza Chicago and Doral Arrowwood NY, and as General Manager of Doral Court & Tuscany NYC (now "St. Giles"), Knickerbocker Chicago and Mutiny Miami. Rich and his wife Maureen also owned and operated an acclaimed restaurant in Westport, Connecticut.

Rich graduated with a BS in Economics with honors from State University in New York. Rich is a licensed Florida real estate broker. He resides in Boca Raton, Florida.

## REPRESENTATIVE CLIENTS

- LNR Partners
- Hudson Advisors - Lone Star Funds
- Delaware North Corporation
- The Carlyle Group
- Eightfold Capital
- Ocean Partners
- Rio Partners
- Valley View Bank
- Pacifica Companies
- Marx Realty
- Benenson Capital Partners
- Taurus Investments



# Bastian Lagerbauer

DIRECTOR  
Colliers International | South Florida



[bastian.lagerbauer@colliers.com](mailto:bastian.lagerbauer@colliers.com)

## QUALIFICATIONS

Florida Real Estate License

## AFFILIATIONS & MEMBERSHIPS

Palm Beach County North Chamber of Commerce

## CONTACT DETAILS

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## AREA OF EXPERTISE

Bastian Lagerbauer is a dedicated Director with a focus primarily on investment sales and landlord representation, providing the highest level of service to his clients throughout the South Florida region. Lagerbauer is proficient in valuating assets of all property types, implementing financial analysis through Argus Enterprise and Excel.

He has been instrumental in the completion of transactions exceeding a combined value of \$150 Million.

Upon completion of a year-long internship at our Colliers Palm Beach Gardens office in 2015, Bastian has become a respected and valued asset to the Capital Markets team in South Florida with exceptional skills and knowledge of the industry.

## PROFESSIONAL ACCOMPLISHMENTS

- Recipient of the 2017 Rising Star Award for Colliers International South Florida
- Earned Argus Enterprise Certification in 2016
- Recognized as an established and knowledgeable researcher and analyst as the author of Colliers International South Florida's market reports for all three retail, industrial and office sectors in Palm Beach, Broward and Miami-Dade counties from 2015-2016

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Bastian made the decision to pursue his Bachelor's Degree in South Florida after graduating from high school in Munich, Germany, his original home. Being the founders of the Colliers International office in Munich, Bastian's family has been connected to the commercial real estate industry for many years. After successfully completing an internship at the Colliers office in Munich, Bastian made the decision to move to the United States and pursue his degrees while also completing a year-long internship from the Colliers Palm Beach Gardens, South Florida office.

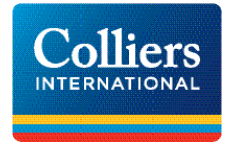
Bastian earned his Bachelor's Degree in International Business from Northwood University of Florida in 2015. He also earned his Master of Science in International Real Estate from FIU in 2016. He is now looking to earn his CCIM designation.





# Suzanne McDonough

SENIOR ASSOCIATE - RESEARCH AND CONSULTING  
Colliers International



[suzanne.mcdonough@colliers.com](mailto:suzanne.mcdonough@colliers.com)

## EDUCATION AND QUALIFICATIONS

MA, English, Technical Communications  
University of Central Florida

Graduate Certificate, Business Writing  
University of Central Florida

BA, English  
University of Miami

## AFFILIATIONS OR MEMBERSHIPS

ICSC, Member

The Commonwealth Institute  
Co-chair membership committee

Palm Beach 'Canes  
Community, Chapter  
Secretary

## CONTACT DETAILS

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DIR +1 954 652 4627  
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## AREA OF EXPERTISE

As Senior Associate with Colliers International in the Fort Lauderdale office, she is focused on research, consulting and lease administration for the public institutions group. She brings a depth of market research, project management and business development experience that will be applied toward expanding and enhancing this specialty practice that serves the public sector across the state of Florida.

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers International, Suzanne worked for Stiles Corporation where she served as Business Advisory Manager overseeing business development and market intelligence for the Stiles Realty division. She aided in the tracking, development of new business and presentation materials. Additionally, she supervised the research team and ensured the production of quality market reports and statistics.

Suzanne joined Stiles Realty in 2012 as Research Manager where she was tasked with developing a research platform for the company. As part of her responsibilities she tracked commercial real estate and economic market conditions, assisting in the valuation of properties and site selection for commercial development. She additionally served as a project manager for the implementation of the Customer Relationship Management software Microsoft Dynamics 365 for the company.

Prior to joining Stiles, Suzanne worked for CBRE Research as a Senior Research Analyst, overseeing reporting and analysis processes of eight researchers in seven Florida markets. She started her commercial real estate career at CBRE in 2006 as a Miami Industrial Research intern and was promoted to Research Coordinator, where she focused on the office market in Miami. Suzanne started her career in the education sector working as a secondary language arts teacher in the Miami-Dade Public School System. She also taught two years as a preschool teacher at a private school in Coral Gables.

She earned a Master of Arts in English with a specialization in Technical Communication and a graduate certificate in Business Writing from the University of Central Florida.

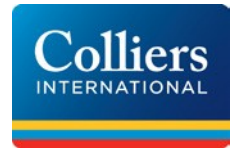
## COMMUNITY INVOLVEMENT

Suzanne is involved in a range of passion projects in South Florida. She serves as the co-chair of membership for The Commonwealth Institute, an organization that focuses on advancing women in leadership through peer mentoring and content enriched events. She also serves as the secretary of the board for the University of Miami's 'Canes Community for Palm Beach County.



# Jarred Goodstein

Senior Director | Ofce Services



[jarred.goodstein@colliers.com](mailto:jarred.goodstein@colliers.com)

## QUALIFICATIONS

Florida Real Estate License

## AFFILIATIONS OR MEMBERSHIPS

South Florida Ofce Brokers Association (SFOBA)

## CONTACT DETAILS

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MOB +19548156438

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[www.teamkingsleyrutchik.com](http://www.teamkingsleyrutchik.com)

## AREA OF EXPERTISE

Jarred Goodstein has an extensive background in ofce lease negotiations, market knowledge, and financial analysis of commercial real estate in South Florida. He specializes in landlord representation and commercial sales of prominent ofce buildings throughout South Florida as well as leasing advisory services to select occupiers.

## BUSINESS AND EDUCATIONAL BACKGROUND

Jarred joined the Kingsley-Rutchik team at Colliers International after thirteen years as a Senior Associate in the Brokerage Services Division of CBRE, and is now part of a team of ten passionate, driven commercial real estate professionals, ofering their expertise to ofce and industrial occupiers and investors across South Florida. Currently, the team delivers institutional agency leasing services to sixteen clients, as well as occupier advisory services to tenants in South Florida and across the United States

Jarred received his Bachelor of Arts degree in Real Estate from Florida Atlantic University.

## REPRESENTATIVE LANDLORD CLIENTS

- Banyan Street Capital
- C-III Capital
- Cardinal Point Management
- GEM Realty Partners
- Hotwire Communications
- IP Capital
- Ivy Realty
- Naya USA
- Oaktree Capital

## REPRESENTATIVE TENANT/ OCCUPIER RELATIONSHIPS

- Aetna Insurance
- Brown & Brown
- Brown Mackie College
- Chewy.com
- CHG
- Christopher & Weisberg
- Comcast
- ECI Telecom
- Fifth Third Bank
- Global Quality
- H & Co. Accounting Services
- Hazen & Sawyer
- iQOR
- Kaplan University
- Microsoft
- Prolexic Technologies
- Rolfes Henry
- US Gas & Electric





# Alex Brown

EXECUTIVE VICE PRESIDENT | OCCUPIER SERVICES  
Colliers International



[alexander.brown@colliers.com](mailto:alexander.brown@colliers.com)

## EDUCATION OR QUALIFICATIONS

Widener University  
BS Finance & Marketing

Colorado State University  
Skiing

Licensed Florida  
Real Estate Broker

## CONTACT DETAILS

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South Florida, LLC  
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Fort Lauderdale, FL 33301

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## AREA OF EXPERTISE

Alex Brown, Executive Vice President, specializes in corporate tenant representation. Alex partners with both local and national corporations to evaluate and implement their strategic occupancy strategies.

Alex supports clients' real estate portfolios, typically working with the C-suite to optimize the portfolio and to develop future growth strategies.

Alex's focus is corporate, healthcare & medical, technology, and educational clients.

## BUSINESS AND BACKGROUND

As a dedicated tenant representation specialist, Alex has successfully represented the end-users of commercial real estate space in Florida for approximately 20 years, supporting clients' business plans and typically reducing their spend by 15-20%.

Most recently as a Managing Principal with Cresa South Florida, he was instrumental in growing and expanding the South Florida team with the support of Cresa's national tenant representation platform. Throughout his more than 15-year tenure with the firm, Alex transacted in excess of two million square feet of office, education and medical properties on behalf of corporate occupiers.

Alex has conducted state-wide portfolio transaction services on behalf of clients such as Barry University, the University of Phoenix, and Envision Healthcare Corp., among others.

## MEDICAL AND HEALTHCARE CLIENT LIST

Amsurg

ASCOA - Ambulatory Surgery Centers of America

Barry University School of Nursing (portfolio)  
Cranial Technologies

DaVita

Envision

Medtronic (Latin AM HQ)

Millenium Laser

Patterson Dental Supply

Radiology Associates

Sheridan Health

Sight Trust Eye Institute

South Florida Hospital and Healthcare

Association SFHHA

## RECENT TRANSACTIONS

- 89,000 SF office lease for Envision Physician Services in Plantation.
- Approximately 40,000 SF renewal for Global Eagle Entertainment in Miramar.
- New 14,000 SF lease for Union Institute in Hollywood.
- 10,000 SF acquisition for Broward Health.



# Dave Preston

EXECUTIVE MANAGING DIRECTOR | RETAIL SERVICES  
Colliers International



[dave.preston@colliers.com](mailto:dave.preston@colliers.com)

## EDUCATION OR QUALIFICATIONS

Bachelor's Degree, University of Florida

Licensed Florida Real Estate Broker

## AFFILIATIONS OR MEMBERSHIPS

International Council of Shopping Centers (ICSC)

## CONTACT DETAILS

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MOB +1 786 384 1320

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801 Brickell Avenue,  
Suite 850  
Miami, FL 33131

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## AREA OF EXPERTISE

As Executive Managing Director | Retail Services, Dave Preston brings more than sixteen years of experience working in retail commercial real estate in South Florida, primarily representing major retailers, restaurants, and financial institutions on multi-unit rollouts, in addition to urban and suburban landlord representation, acquisition, disposition, investment sales, and development.

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers International, Mr. Preston worked for eight years at Newmark Knight Frank, where he spearheaded South Florida's retail leasing team. Previous to Newmark, he worked for six years in the leasing department of a leading regional commercial real estate firm, where he gained valuable experience in both landlord and tenant representation, responsible for leasing and overseeing over one million square feet of shopping center space early in his career.

Over the course of his career, Mr. Preston has been responsible for retail lease and sale transactions totaling more than 425,000 square feet and valued in excess of \$365.0 million. He has completed transactions for such current and past clients including Automotion, BankUnited (BKU), Benihana, Inc. (BNHN), City National Bank, EQ3, Franklin Templeton (BEN), Yolk, Anna's Linens, SportClips, Havertys (HVT), Orvis, Pieology, Banco Popular, BB&T (BBT), Realty and BVT.

Mr. Preston is an active member of the International Council of Shopping Centers (ICSC) and is a past chairman of ICSC's Miami-Dade event planning committee.

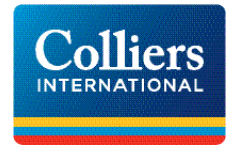
A Miami native, Mr. Preston received his bachelor's degree from the University of Florida.





# Steven Wasserman SIOR

EXECUTIVE MANAGING DIRECTOR  
Colliers International



[steven.wasserman@colliers.com](mailto:steven.wasserman@colliers.com)

## QUALIFICATIONS

Florida Real Estate License

Society of Industrial and  
Office Realtors (SIOR)

Colliers Logistics and  
Transportation Team

## CONTACT DETAILS

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200 East Broward Boulevard  
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Fort Lauderdale, FL 33301

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## AREA OF EXPERTISE

Steven Wasserman serves as Executive Managing Director at Colliers International and is one of the team leaders in the Florida Industrial Services Group. Mr. Wasserman has a diversified industrial practice where he represents institutional property owners in leasing and strategic advice. Additionally, he works with local owner users in advising them on their strategic expansion and disposition.

## EDUCATION AND AFFILIATIONS

Mr. Wasserman earned a Bachelor of Business Administration from the University of Miami. He attended Florida Atlantic University for a Master's in Business Administration.

He is an active member of the Junior Achievement Fellows Program, Society of Industrial and Office Realtors (SIOR) and is the Chairman of the Council for Educational Change. Mr. Wasserman won the 2018 Business Partner of the year for Broward Schools for his work at Dillard High School.

## EXPERIENCE

With over 39 years of experience in the South Florida market, Mr. Wasserman has dealt with a broad number of complex transactions; from build to suit, land development, environmental, and acquisition and disposition of specialized properties. He has marketed a 200-acre business park, two million square feet of institutional leasing and sold hundreds of thousands of square feet of owner/user properties.

## FEATURED CLIENT LIST

- Prologis
- Link Industrial/ Blackstone
- Bridge Development Partners
- Cabot Property Group
- Elion Partners
- First Industrial
- Duke Realty
- Hoerbiger Corporation of America
- CTS Engines
- Sintavia
- Brookfield Asset Management
- Bank United
- Universal Forest Products
- AT Kearney
- Alix partners



# Alfe Hamilton

EXECUTIVE DIRECTOR | OFFICE SERVICES  
Colliers International South Florida



[alfe.hamilton@colliers.com](mailto:alfe.hamilton@colliers.com)

## QUALIFICATIONS

Florida Real Estate License

## AFFILIATIONS OR MEMBERSHIPS

NAIOP South Florida Chapter,  
Board of Directors,  
2016 - 2018

South Florida Office Brokers  
Association (SFOBA)

Leadership Broward  
Class XXXVI

## CONTACT DETAILS

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200 E Broward Blvd.,  
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## AREA OF EXPERTISE

Alfe Hamilton is a veteran of the commercial real estate industry. He is an office leasing specialist who focuses primarily on landlord/agency assignments for institutional clients.

Alfe is known for providing intellectual and strategic advisory services to his clients and for successfully structuring complex transactions. His leasing portfolio expanded steadily since 2007 and totalled approximately 1.0 million square feet prior to recent dispositions of a clients closed-ended real estate fund.

## BUSINESS AND EDUCATIONAL BACKGROUND

A previous member of the board of directors of NAIOP's South Florida chapter, he is active with the Plantation Chamber of Commerce and the South Florida Office Brokers Association. Before joining Colliers, he was an Executive Vice President for Pointe Group Advisors for 8.5 years and played an instrumental role in transforming the firm from a property management company into a full service commercial real estate firm.

Previously he was COO and managing general partner of an international consumer products company for 12 years, and carried out marketing, sales and customer service for the Orange Bowl Committee and the Doral-Ryder Open. The Arizona State University graduate's commercial real estate career began in college, with marketing jobs at Arizona Building & Development and CB Commercial.

- 2017 NAIOP South Florida Office Lease Transaction of the Year - Finalist
- 2015 Colliers Everest Club inductee. The Everest Club recognizes the performers in the top 10th percentile in Brokerage, Valuation and Corporate Solutions across the Americas.
- 2015 & 2014 NAIOP South Florida Office Broker of the Year Finalist

- In 2015, represented the owner in the sale of a four-building, 247,000 SF suburban office portfolio in Sarasota, FL. In 2017, was part of a team that sold 110,204 SF office tower in downtown Sarasota, FL. In both cases he led the team which retained the leasing and management assignments for these assets.
- Completed leases representing more than 2.0 million square feet with a transaction value in excess of \$200 million.

## LANDLORD REPRESENTATIVE EXPERIENCE

- 6 Building Broward Suburban Office Portfolio - 409,736 RSF
- Gateway Professional Center, Sarasota - 247,530 RSF
- 3 Building St. Petersburg Suburban Office Portfolio - 239,170 RSF
- Tower and Centre 101, Fort Lauderdale - 227,764 RSF
- 200 East Broward, Fort Lauderdale - 225,650 RSF
- Northern Trust Plaza, Sarasota - 110,204 RSF

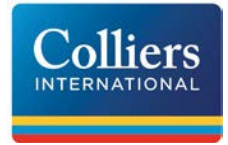
## TOP TRANSACTIONS

- TA Realty - Gateway Professional Center - SALE - 247,530
- Continental Citrus Corp. - Pointe West Plaza - SALE - 110,204
- Envision Physician Services - 89,143
- General Dynamics - 80,057
- General Dynamics - 73,059
- General Dynamics - 67,259
- Triad Digital Media - 64,634
- eMason - 40,647
- Balfour Beatty Construction - 39,864
- Bar Education (Southeastern College / Kaiser) - 35,863
- Jackson Hewitt - 33,645
- Northern Trust Company - 32,349



# Keith Edelman

EXECUTIVE MANAGING DIRECTOR – TENANT ADVISORY  
Colliers International | South Florida



[keith.edelman@colliers.com](mailto:keith.edelman@colliers.com)

## QUALIFICATIONS

Florida Real Estate License

## MEMBERSHIPS & AFFILIATIONS

Greater Miami Chamber of Commerce

Make A Wish

Broward County Humane Society Foundation

Indiana University Alumni Association

## SELECT NOTABLE CLIENTS

Apple  
Bentley  
Gresham Smith  
Harley Davidson  
J.P. Morgan  
Kasowitz Benson Torres  
Millicom  
Regus  
Silversea  
XO A Verizon Company  
Yahoo!

## CONTACT DETAILS

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2121 Ponce de Leon Boulevard  
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Coral Gables, FL 33134

## AREA OF EXPERTISE

As Executive Managing Director, Keith Edelman brings 25+ years of industry experience in tenant representation in South Florida. While focusing on his specialty, Keith has developed considerable experience and expertise in marketing, financial analysis, strategy implementation and lease negotiations on behalf of his clients. He has successfully completed sizable transactions with notable clients in the market and continues to be an industry leader in the region.

## NOTABLE ASSIGNMENTS

- Spherion\*: 1,000,000 SF
- AT&T\*: 520,000 SF
- HeartWare\*: 191,000 SF
- AutoNation HQ: 105,000 SF
- Caterpillar\*: 91,000 SF
- Gemaire: 75,000 SF
- Pŷzer: 65,000 SF
- Cisco Systems \*: 40,000 SF
- GIA: 43,895 SF
- Brickell Bank: 38,000 SF
- Hollywood Exec Suites: 30,000 SF
- Maersk: 30,000 SF
- LandAmerica: 30,000 SF
- Baxter Healthcare: 25,000 SF
- Automated Healthcare: 24,000 SF
- Sprint Nextel: 22,000 SF
- TY Lin: 20,500 SF
- Deloitte: 20,000 SF
- Mercantil Commercebank: 19,000 SF
- Accentmarketing: 15,000 SF

(\*multiple transactions)

## PROFESSIONAL ACCOMPLISHMENTS

- Heavy Hitter by the South Florida Business Journal (2011, 2007),
- Costar Power Broker from 2008, 2010
- Top Producer by JLL from 2007 2013

## BUSINESS AND EDUCATIONAL BACKGROUND

Before joining Colliers, Keith served as Principal at Avison Young and as Associate Director with Jones Lang LaSalle's South Florida division with a focus on tenant advisory services. Prior to moving to JLL, he served as a Principal with the Staubach Company in the corporate services division. Throughout his career, Edelman has consistently been recognized as an industry leader.

Keith earned his Bachelor of Arts from the Indiana University.

## COMMUNITY INVOLVEMENT

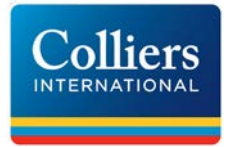
Keith remains active in the community and is a member of the Greater Miami Chamber of Commerce. He also participates in the Make A Wish and Broward County Humane Society Foundations in addition to the Indiana University Alumni Association.





# Scott F. Goldstein

EXECUTIVE MANAGING DIRECTOR – TENANT ADVISORY  
Colliers International | So th Florida



scott.goldstein@colliers.com

## QUALIFICATIONS

Florida Real Estate License

## MEMBERSHIPS & AFFILIATIONS

Greater Miami Chamber of Commerce

So th Florida Ofce Brokers Association (SFOBA)

## SELECT NOTABLE CLIENTS

Apple  
Gresham Smith  
Harley Davidson  
J.P. Morgan  
Kasowitz Benson Torres  
Millicom  
Regis  
Silversea  
XO - A Verizon Company  
Yahoo!

## CONTACT DETAILS

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Florida, LLC  
2121 Ponce de Leon Boulevard  
Site 1250  
Coral Gables, FL 33134

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## AREA OF EXPERTISE

Joining Colliers International as Executive Managing Director, Scott Goldstein brings 20+ years of commercial real estate experience specializing in tenant representation. Over his storied career, he has honed his skills and developed an exceptional level of expertise in office site selection, evaluation and lease negotiations on behalf of clients in the professional services, technology and governmental sectors.

## NOTABLE ASSIGNMENTS

- Spherion\*: 1,000,000 SF
- AT&T\*: 520,000 SF
- HeartWare\*: 191,000 SF
- A to Nation HQ: 105,000 SF
- Caterpillar\*: 91,000 SF
- Gemaire: 75,000 SF
- Pfizer: 65,000 SF
- Cisco Systems \*: 40,000 SF
- GIA: 43,895 SF
- Brickell Bank: 38,000 SF
- Hollywood Exec Sites: 30,000 SF
- Maersk: 30,000 SF
- LandAmerica: 30,000 SF
- Baxter Healthcare: 25,000 SF
- Atomated Healthcare: 24,000 SF
- Sprint-Nextel: 22,000 SF
- TY Lin: 20,500 SF
- Deloitte: 20,000 SF
- Mercantil Commercebank: 19,000 SF
- Accentmarketing: 15,000 SF

(\*multiple transactions)

## PROFESSIONAL ACCOMPLISHMENTS

- Recognized as an Up & Comer by The Real Deal magazine
- Costar Power Broker from 2008-2018
- Top Producer by JLL from 2008-2015

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Scott served as Principal at Avison Young with a focus on tenant advisory services while also sharing his expertise as Co-Chairman of the Avison Young Tenant Representation Florida Affinity Group.

Additionally, he served at JLL as Senior Vice President in the So th Florida region. Scott had previously been named Transaction Account Manager with CBRE, where he was recognized as the youngest employee in the history of the firm to achieve this position.

Goldstein earned his Bachelor of Arts and Sciences from the University of Central Florida.

## COMMUNITY INVOLVEMENT

Scott is committed to the real estate industry as well as his community and is an active member of the So th Florida Ofce Brokers Association and the Greater Miami Chamber of Commerce.



# Jenny Gefen

DIRECTOR | RETAIL SERVICES  
Colliers International



[jenny.gefen@colliers.com](mailto:jenny.gefen@colliers.com)

## EDUCATION OR QUALIFICATIONS

Bachelor of Business Administration, Florida International University

Licensed Florida Real Estate Broker

## AFFILIATIONS OR MEMBERSHIPS

International Council of Shopping Centers (ICSC)

## CONTACT DETAILS

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[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

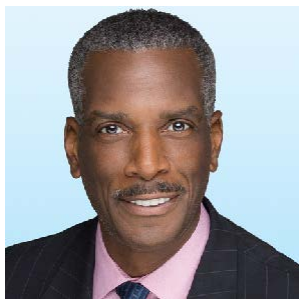
Jenny Gefen joined Colliers International in 2019 as Director | Retail Services in the firm's Miami-Brickell office, where she focuses on advisory services support for local and national tenants. Ms. Gefen specializes in new business development, site selection management and strategic real estate planning, and she has deployed this expertise across multiple disciplines and geographic regions.

Ms. Gefen has worked with a roster of marquis clients including Bolay, Checkers, Del Taco, Golftec, Jersey Mike's, Pieology, Salata, Tapout and Yolk, to name a few. Besides assisting corporate clients, she has experience advising both private equity and high-growth companies in their expansions.

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Ms. Gefen worked at Newmark Knight Frank and one of the top-producing teams at Cushman & Wakefeld, representing Fortune 500 companies and other major users throughout the state of Florida.

Ms. Gefen is a licensed real estate salesperson and an active member of the International Council of Shopping Centers (ICSC). Ms. Gefen has a Bachelor of Business Administration degree from Florida International University.



# Kevin I. Morris

SENIOR DIRECTOR | Affordable Housing Services  
Colliers International



[kevin.morris@colliers.com](mailto:kevin.morris@colliers.com)

## QUALIFICATIONS

Florida Real Estate  
Broker's License

## CONTACT DETAILS

DIR +1 954 52 4 2  
FAX +1 954 52 4 37

Colliers International  
South Florida, LLC  
200 East Broward Boulevard  
Suite 120  
Fort Lauderdale, FL, 33301

[www.collier.com](http://www.collier.com)

## AREA OF EXPERTISE

Spearheading the firm's Affordable Housing division, Kevin I. Morris brings more than 20 years of commercial real estate experience to his role for Colliers South Florida.

In the past ten years, he has narrowed his specialty, focusing on affordable housing property transactions. He has experience closing a broad range of project-based deals, including the Homeownership Assistance Program (HAP), Rural Development (RD 515), and Low-Income Housing Tax Credit (LIHTC) which included both General Partner interest transfers and fee simple sales.

Building upon Kevin's foundation of knowledge and experience, the Affordable Housing division is positioned to help clients navigate the complexities of this niche property landscape - including strategic planning issues, development and tax matters, and intricacies of federal, state and local housing programs.

## NOTEWORTHY RECENTLY-CLOSED DEALS

- Ramblewood Apartments / 14 Units HAP, Green Cove Springs, FL
- Landau Apartments / 80 Units HAP, Clinton, SC
- Center Court Apartments / 180 Units LIHTC, Bradenton, FL
- Pembroke Towers Apartments / 100 Units HAP + land, Pembroke Pines, FL

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers International South Florida, Kevin was Vice President of the Capital Markets Team for CBRE, also specializing in Affordable Housing transactions. Prior to CBRE, he worked for Marcus & Millichap, from 1999 to 2014.





# Verity Mosquera MBA

RESEARCH & CONSULTING MANAGER  
Colliers International



[verity.mosquera@colliers.com](mailto:verity.mosquera@colliers.com)

## EDUCATION AND QUALIFICATIONS

MBA, International Business  
St. Thomas University

LLB Law  
Anglia Ruskin University

## AFFILIATIONS OR MEMBERSHIPS

Urban Land Institute (ULI)

## CONTACT DETAILS

MOB +1 954 249 3974  
DIR +1 954 652 4611  
FAX +1 954 652 4637

Colliers International  
South Florida, LLC  
100 NE 3rd Ave  
Suite 780  
Fort Lauderdale, FL 33301

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

Accomplished business analyst and project manager, Verity Mosquera, uses her experience in analytics, leadership and international business to monitor the global economy and its impact on the commercial real estate market.

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers International, Verity worked for The Washington Economics Group, Inc., where she led a team of eight economists as Manager of Client Services to prepare detailed economic impact analyses of a number of high-profile transportation and real estate projects in South Florida including SkyRise Miami and All Aboard Florida. Other notable South Florida clients she has worked with include Tate Capital, Odebrecht, Miami-Dade Expressway Authority and the International Speedway Corporation.

Previously, Verity was a data analyst for Equity Insurance in Brentwood, UK, and served in the office of the Dean at St. Thomas University's School of Business in Miami Gardens, Florida.

Verity earned a Masters of Business Administration with a focus on International Business from St. Thomas University, and a Bachelor of Laws from Anglia Ruskin University's School of Law in London. Verity is currently earning her Commercial Property Research Certification (CPRC) through Colliers University.

## PROFESSIONAL ACCOMPLISHMENTS

Verity played an instrumental role in the research, analysis and management of the following sample economic impact studies:

- Economic Impacts of the All Aboard Florida Intercity Passenger Rail Project
- The Economic Impacts of the MDX FY 2015-2019 Five Year Work Program: Providing Mobility Solutions to the Miami Dade County Community

## COMMUNITY INVOLVEMENT

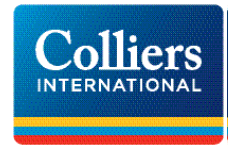
Verity has a passion for teaching and mentoring. While earning her MBA at St. Thomas University, Verity served as president of Future Business Leaders of America - Phi Beta Lambda and spoke numerous times on business and women career issues. She is the recipient of the Outstanding Graduate Award and the Women in Leadership Award in recognition to her commitment to St. Thomas University.

Most recently, Verity served as an adjunct professor for Miami Dade College School of Business teaching Principles of Management to undergraduate students pursuing their Bachelor's degree in Business Administration.



# Kris Mitchell CPMC

MARKETING MANAGER | SOUTH FLORIDA  
Colliers International



[kris.mitchell@colliers.com](mailto:kris.mitchell@colliers.com)

## EDUCATION OR QUALIFICATIONS

Commercial Property Marketing Certification (CPMC)

## CONTACT DETAILS

DIR +1 954 652 4601  
MOB +1 954 857 8240  
FAX +1 954 652 4637

Colliers International  
South Florida, LLC  
100 NE 3rd Avenue, Suite 780  
Fort Lauderdale, FL, 33301

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

Kris has over seven years of experience in client service and marketing. As Marketing Manager, he is responsible for leading marketing for the South Florida region and supporting brokers and clients in four key marketing areas that include pitches & presentations, property marketing, positioning, and internal & external communications. He is also the content manager for the firm's South Florida website. Kris is responsible for site updates, maintenance and improvements, as well as, online lead generations and search engine optimization.

Kris has been instrumental in the creation and implementation of new marketing templates for the South Florida team. He also works alongside market leaders in creating digital and print advertising, including property, lead generation, recruitment and website campaign ads.

## PROFESSIONAL ACCOMPLISHMENTS

- Introduced a cloud-based electronic signatures platform to improve efficiency and in turn, extend that great experience to our clients
- Created and implemented new marketing templates
- Improved overall SEO performance for the firm's website within three months of implementation including a 200% increase in organic page views
- Received his Commercial Property Marketing Certification (CPMC) through Colliers University

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Kris was the Store Manager for FedEx Office in Hollywood FL, where he oversaw the center's daily operations. His main goal as a store manager was to grow and develop his team as future leaders of the company. He also worked at Bank of America as a Customer Relationship Manager where he was responsible for allocating modifications for homeowners who are behind on their mortgage. Kris is currently pursuing his Bachelor's Degree in Advertising/Marketing. He also earned his Commercial Property Marketing Certification (CPMC) through Colliers University.

## COMMUNITY INVOLVEMENT

Kris is actively involved in his Church Community. He served as a team leader for the Youth at his Church planning activities and events to help encourage young teens to be involved in music arts.

Kris also works with the church by participating in their community events such as the "Feed the City" and "Serve the City," to give back to less fortunate families and organizations.

# VENDOR QUESTIONNAIRE

*21. Has your firm ever been terminated from a contract within the last three years? If yes, specify details in attached written statement.*

Colliers has had no terminations due to dispute or for cause. All terminations have been due to change of ownership entities and/or leasing agents.

## **VENDOR REFERENCE VERIFICATION FORM**

Vendor is required to submit completed Reference Verification Forms for previous projects referenced in its submittal. Vendor should provide the **Vendor Reference Verification Form** to its reference organization/firm to complete and return to the Vendor's attention. Vendor should submit the completed Vendor Reference Form with its response by the solicitation's deadline. The County will verify references provided as part of the review process. Provide a minimum of three (3) non-Broward County Board of County Commissioners' references.



**VENDOR REFERENCE VERIFICATION FORM**

**REQUEST FOR QUALIFICATION-RFQ No. BLD2121763Q1 BB&T CENTER REDEVELOPMENT REAL ESTATE SERVICES**

Reference For (hereinafter, "Vendor"):	<b>Colliers International Florida LLC</b>	
Reference Date:	<b>10/1/2020</b>	
Organization/Firm Providing Reference:	<b>City of Fort Lauderdale</b>	
Contact Name:	<b>Luisa Agathon</b>	
Contract Title:	<b>Assistant to the City Manager</b>	
Contact Email:	<b>lagathon@fortlauderdale.gov</b>	
Contact Phone:	<b>954-828-5271</b>	
Name of Referenced Project:	<b>Comprehensive Real Estate Services</b>	
Contract Number:	<b>RFP 975-11940</b>	
Date Range of Services Provide:	Start Date: <b>October 2017</b>	End Date: <b>Present</b>
Project Amount:	<b>\$0</b>	
Vendor's Role in Project:	<input checked="" type="checkbox"/> Prime	<input type="checkbox"/> Subconsultant/Subcontractor
Would you use this Vendor again?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No

If you answered no to the question above, please specify below: (attach additional sheet if needed)

Description of services provided by Vendor, please specify below: (attach additional sheet if needed)

**Real Estates services inclusive of lease administration, land acquisition, and surplus of city-owned properties.**

Please rate your experience with the referenced Vendor via checkbox:	Needs Improvement	Satisfactory	Excellent	Not Applicable
<b>Vendor's Quality of Service:</b>				
Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<b>Vendor's Organization:</b>				
Staff Expertise:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Professionalism:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Turnover:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Timeliness of:</b>				
Project:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Project completed within budget:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Cooperation with:</b>				
Your Firm:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Subcontractor(s)/Subconsultant(s):	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Regulatory Agency(ies):	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

*All information provided to Broward County is subject to verification. Vendor acknowledges that inaccurate, untruthful, or incorrect statements made in support of this response may be used by the County as a basis for rejection, rescission of the award, or termination of the contract and may also serve as the basis for debarment of Vendor pursuant to Section 21.119 of the Broward County Procurement Code.*

**\*\*\*THE SECTION BELOW IS FOR COUNTY USE ONLY\*\*\***

Verified via: <input type="checkbox"/> Email <input type="checkbox"/> Verbal	Verified by:	Division:	
		Date:	

## **VENDOR REFERENCE VERIFICATION FORM**

Vendor is required to submit completed Reference Verification Forms for previous projects referenced in its submittal. Vendor should provide the **Vendor Reference Verification Form** to its reference organization/firm to complete and return to the Vendor's attention. Vendor should submit the completed Vendor Reference Form with its response by the solicitation's deadline. The County will verify references provided as part of the review process. Provide a minimum of three (3) non-Broward County Board of County Commissioners' references.



**VENDOR REFERENCE VERIFICATION FORM**

**REQUEST FOR QUALIFICATION-RFQ No. BLD2121763Q1 BB&T CENTER REDEVELOPMENT REAL ESTATE SERVICES**

Reference For (hereinafter, "Vendor"):	<b>Colliers International Florida LLC</b>	
Reference Date:	<b>10/23/2020</b>	
Organization/Firm Providing Reference:	<b>Principal Real Estate Investors, LLC</b>	
Contact Name:	<b>Kevin Stubbs</b>	
Contract Title:	<b>Director Architecture &amp; Engineering</b>	
Contact Email:	<b>stubbs.kevin@principal.com</b>	
Contact Phone:	<b>515-235-1727</b>	
Name of Referenced Project:	<b>Premier Airport Park</b>	
Contract Number:	<b>RFP 975-11940</b>	
Date Range of Services Provide:	Start Date: <b>November 2018</b>	End Date: <b>Ongoing</b>
Project Amount:	<b>\$100,000,000</b>	
Vendor's Role in Project:	<input checked="" type="checkbox"/> Prime	<input type="checkbox"/> Subconsultant/Subcontractor
Would you use this Vendor again?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No

If you answered no to the question above, please specify below: (attach additional sheet if needed)

Description of services provided by Vendor, please specify below: (attach additional sheet if needed)

**Brokerage, Development Management, Project Management, Asset Management**

Please rate your experience with the referenced Vendor via checkbox:	Needs Improvement	Satisfactory	Excellent	Not Applicable
<b>Vendor's Quality of Service:</b>				
Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<b>Vendor's Organization:</b>				
Staff Expertise:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Professionalism:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Turnover:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Timeliness of:</b>				
Project:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Project completed within budget:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<b>Cooperation with:</b>				
Your Firm:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Subcontractor(s)/Subconsultant(s):	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Regulatory Agency(ies):	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

*All information provided to Broward County is subject to verification. Vendor acknowledges that inaccurate, untruthful, or incorrect statements made in support of this response may be used by the County as a basis for rejection, rescission of the award, or termination of the contract and may also serve as the basis for debarment of Vendor pursuant to Section 21.119 of the Broward County Procurement Code.*

**\*\*\*THE SECTION BELOW IS FOR COUNTY USE ONLY\*\*\***

Verified via: <input type="checkbox"/> Email <input type="checkbox"/> Verbal	Verified by:	Division:	
		Date:	



**VENDOR REFERENCE VERIFICATION FORM**

REQUEST FOR QUALIFICATION-RFQ No. BLD2121763Q1 GENERAL REAL ESTATE SERVICES				
Reference For (hereinafter, "Vendor"):	Colliers International Florida LLC			
Reference Date:	10/23/2020			
Organization/Firm Providing Reference:	Principal Real Estate Investors, LLC			
Contact Name:	Kevin Stubbs			
Contract Title:	Director Architecture & Engineering			
Contact Email:	stubbs.kevin@principal.com			
Contact Phone:	515-235-1727			
Name of Referenced Project:	Premier Airport Park			
Contract Number:	RFP 975-11940			
Date Range of Services Provide:	Start Date: November 2018		End Date: Ongoing	
Project Amount:	\$100,000,000			
Vendor's Role in Project:	<input checked="" type="checkbox"/> Prime	<input type="checkbox"/> Subconsultant/Subcontractor		
Would you use this Vendor again?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No		
If you answered no to the question above, please specify below: (attach additional sheet if needed)				
Description of services provided by Vendor, please specify below: (attach additional sheet if needed)				
Brokerage, Development Management, Project Management, Asset Management				
Please rate your experience with the referenced Vendor via checkbox:	Needs Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service:				
Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Vendor's Organization:				
Staff Expertise:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Professionalism:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Turnover:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Timeliness of:				
Project:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Project completed within budget:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Cooperation with:				
Your Firm:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Subcontractor(s)/Subconsultant(s):	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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<b>***THE SECTION BELOW IS FOR COUNTY USE ONLY***</b>				
Verified via: <input type="checkbox"/> Email	Verified by:		Division:	
<input type="checkbox"/> Verbal			Date:	



# Evaluation Criteria Response Form

## **Evaluation Criteria Response Form:**

The responding vendor must complete the Evaluation Criteria Response Form (pdf fillable file) with responses corresponding to each numbered item in text format only. Each Evaluation Criteria response should be succinct and include only relevant information which best answers the item. Do not include graphs, charts, resumes, tables, pictures, etc., in the Evaluation Criteria Response Form. Each Evaluation Criteria response allows for a maximum of 2100 characters of text only.

**Instructions for uploading:** Download document, save as the pdf fillable document (do not save as any other type of document), complete form and upload form as the fillable pdf file. **DO NOT APPLY ANY TYPE OF SECURITY, ALTER OR OTHERWISE MANIPULATE THE DOCUMENT. DO NOT PRINT TO PDF OR SCAN DOCUMENT BEFORE UPLOADING TO BIDSYNC.**

## **Evaluation Criteria Response Form (Supplemental Information):**

If the Vendor's evaluation criteria response needs to reference additional Information to supplement their response to an item such as graphs, resumes, tables, org charts, etc., include only the supplemental information as an attachment appropriately labeled as follows: Supplemental Information - Title - Evaluation Criteria Item Number (**ex. Supplemental Information - Resume John Doe – Evaluation Criteria 1b.**)

The Supplemental Information should be uploaded to BidSync as separate pdf files (attachments) and not combined with the vendor's completed Evaluation Criteria Response Form.

[Check here to indicate that Vendor agrees it has read and will comply with the submission instructions above.](#)

# Evaluation Criteria Response Form

<b>RFP/RLI/RFQ Number and Title</b>	<b>BLD2121763Q1 - REQUEST FOR QUALIFICATION- GENERAL REAL ESTATE SERVICES</b>
<b>Vendor Name</b>	Colliers International
<b>Vendor Address</b>	200 E Broward Blvd, Suite 120, Fort Lauderdale, FL
<b>Evaluation Criteria</b>	<b>Vendor Response</b>
<p style="text-align: center;"><b>Section 1 – Ability of Professional Personnel (Maximum Points 48)</b></p> <p>Please refer to questions 1.1 - 1.5.</p>	
<p>1.1. Provide proof that the firm is recognized as a full-service real estate firm who has the ability to provides real estate brokerage and consulting services covering office, multifamily, hospitality and retail/commercial sectors in Broward County.</p> <p><b>Point Value: 11 Points</b></p>	<p>Colliers International Group Inc. (NASDAQ: CIGI; TSX: CIG) is a global leader in real estate services, committed to accelerating the success of Broward County through the strength and depth of our local specialists - a culture of service excellence and a shared sense of initiative. We are the third-largest global real estate firm based on total annual revenue of \$3.5 billion.</p> <p>Our core project team has roots in the local community, with deep relationships and deal-making expertise in the same region that we call home. Backed by the large-scale resources, integrated platform, relevant multi-market experience and footprint of a global leader, our local project team has a firm understanding of evolving trends in Florida real estate and the relationships essential to provide optimal results for Broward County.</p> <p>Our integrated full-service real estate platform allows us to provide Broward County with a broad range of real estate areas that include brokerage, valuation, property management, project management, capital markets, corporate solutions, development solutions, research and consulting, and marketing.</p> <p>On the local South Florida level, Colliers International proudly employs 176 professionals that live in the very same South Florida communities where we provide our services. This is currently comprised of brokerage professionals in office (73), multifamily (3), hospitality (3) and retail (15) in addition to value-add team members as Client Services Coordinators (18), Marketing Specialists (3), Research &amp; Consulting (3), and one GIS Analyst.</p>

1.2. Describe the qualifications and relevant experience of the firm's Broker and all key staff, of the firm's office that will be taking the lead in providing the general brokerage services, as described in this RFQ.

**Point Value: 14 Points**

Colliers has assembled an expansive team of brokerage and support professionals all with deep relationships and transaction experience in Broward County.

Executive Oversight:

Ken Krasnow, Vice Chairman of Institutional Investor Services, a 30-year experienced executive leadership.

Brooke Berkowitz, Director/Single Point of Contact, 8 years working with public sector clients & 7 years in-house experience at FDOT.

Capital Markets:

Warren Weiser, Vice Chairman, 30 years of experience

Harry A. Blyden, Executive Director, 25+ years in Capital Markets,

Bastian Lagerbauer, Director, 6 years experience

Specialty Brokerage:

Rich Lillis, Executive Managing Director Hotel USA, 30+ in the hotel real estate industry.

Kevin Morris, Senior Director Affordable Housing, 20 years experience.

Office Agency Brokerage:

Jarred Goodstein, Senior Director, 17 years of landlord/agency experience

Alfie Hamilton, Executive Director, 15 years office landlord/agency experience

Keith Edelman, Executive Managing Director, 25+ years office tenant advisory experience.

Scott Goldstein, Managing Director, 20+ years office advisory experience.

Alexander Brown, Executive Director, 20+ years tenant representation office leasing specialist.

Industrial Brokerage:

Steve Wasserman, Executive Managing Director, 39 years experience.

Erin Byers, Managing Director, 13+ years experience.

Retail Brokerage:

Alan Esquenazi, Executive Director, 25+ years experience

David Preston, Executive Managing Director, 16+ years experience.

Jenny Gefen, Director, 10+ years experience

Value Add Resources:

Suzanne McDonough, Senior Associate, 14+ years experience in market research & consulting.

Verity Mosquera, Research & Consulting Manager, 10 years experience.

Kris Mitchell, Marketing Manager, brings 9+ years experience in marketing.

See attached bios & org chart.

1.3. Demonstrate that firm provides the following services, which includes but not limited to: Research; Valuation; Advisory & Transaction Services; and Property Marketing.

**Point Value: 5 Points**

**Research, Consulting & GIS Services**

The local research team provides reliable data critical to making effective & well-informed real estate decisions. We consider our primary market research a competitive advantage, providing clients with data, analysis' and consultation on industry trends, comparable lease & sales transactions, economic data, and tenant trends critical to making effective real estate decisions. Consulting Services include: Strategic Real Estate Planning, Feasibility Studies, Asset Evaluations/Highest-and-Best Use Studies, Due Diligence Reports, Market Studies, Financial Analyses.

**Valuation Services**

Real estate appraisals play a pivotal role in today's business climate. Colliers Valuation & Advisory Services' reports are designed to deliver insight into a property's fundamentals, its competition and the overall market dynamics affecting value. Colliers provides a full range of expertise across all commercial property types and has experience working on appraisals tailored to the unique features of government leased or owned properties. All appraisals are evaluated and approved by an experienced review team to ensure our clients receive clear, concise, and timely appraisals.

**Advisory & Transaction Services**

Colliers International's advisory and transaction real estate professional bring best-in-class technical expertise in leasing and sales and in-depth local market knowledge and insights. In 2019 alone, our professionals transacted 70,000 leases and sales worldwide with over \$129 billion in transaction value. In South Florida, the local team transacted 6.8 million SF with \$1.4 billion in transaction value in 2019.

**Marketing Services**

With an in-house creative services team will work with the County to develop customized, compelling collateral in support of the real estate strategy or strategies selected. The team may utilize a range of marketing tools, including but not limited to: Property Brochures, Mapping, Signage, Eblast Marketing, Offering Memorandum, Social Media Campaign. See attached with additional information on each.

1.4. Describe how the firm's qualifications exceeds the minimum requirements (refer to **Special Instructions to Vendors, Section 2.2.1.2.**) where the firm has acted as the Broker of Record for over two hundred fifty million dollars (\$250,000,000) in sales or purchase of raw land, commercial/office building and/or multifamily residential buildings, in total, throughout the firm's whole organization, during the period from January 1, 2015 through December 31, 2019. Provide proof why this enhances the firm's qualifications relating to this solicitation.

**Meet Minimum Requirements = 1 Point**

**Exceeds Minimum Requirements = More Than 1 Point - Up To 9 Points**

**Point Value: 9 Points**

Colliers International's transaction experience nationwide is extensive with \$47.7 billion in transaction value from 2015 to 2019 in 2.8 billion SF. Throughout the United States we have sold 2.3 billion SF of land, 220 million SF of commercial buildings, 119 million SF of office, 116 million SF of multifamily. In 2015 Colliers acted as a Broker in the sale of \$8,246,991,205 raw land, commercial, office building and, multifamily buildings, comprised of: 1,454,231,323 SF of raw land; 86,782,068 SF of commercial buildings; 15,686,704 SF office buildings; and 6,994,756 SF of multifamily buildings throughout the United States.

In 2016 Colliers acted as a Broker in the sale of \$8,864,690,371 of raw land, commercial, office building and, multifamily buildings, which were comprised of: 185,712,609 SF of raw land; 16,833,250 SF of commercial buildings; 26,538,108 SF of office buildings; and 10,426,656 SF of multifamily buildings throughout the United States.

In 2017 Colliers acted as a Broker in the sale of \$9,469,661,203 of raw land, commercial, office building and, multifamily buildings, which were comprised of: 237,479,767 SF of raw land; 20,045,315 SF of commercial buildings; 30,915,769 SF of office buildings; and 9,358,733 SF of multifamily buildings throughout the United States.

In 2018 Colliers acted as a Broker in the sale of \$9,542,946,112 of raw land, commercial, office building and, multifamily buildings, which were comprised of: 154,219,188 SF of raw land; 12,445,427 SF of commercial buildings; 30,023,922 SF of office buildings; and 12,770,505 SF of multifamily buildings throughout the United States.

In 2019 Colliers acted as a Broker for the sale of \$11,547,960,111 of raw land, commercial, office building and, multifamily buildings, which were comprised of: 341,163,763 SF of raw land; 83,933,725 SF of commercial buildings; 15,686,704 SF of office buildings; and 76,393,175 SF of multifamily buildings throughout the United States.

See attached letter of affirmation

1.5. Describe how the firm's qualifications exceeds the minimum requirements (refer to Special Instructions to Vendors, Section 2.2.1.3.) where the firm has acted as the Broker of Record for over ten million (10,000,000) square feet of office space leases, in total, throughout the firm's whole organization, during the period from January 1, 2015 through December 31, 2019. Provide proof why this enhances the firm's qualifications relating to this solicitation.

**Meet Minimum Requirements = 1 Point**

**Exceeds Minimum Requirements = More Than 1**

Point - Up To 9 Points

**Point Value: 9 Points**

At Colliers, office leasing is one of our core services that we excel at providing to our clients. We have completed 517 million square feet of office leasing transactions across the country for a wide range of public and private sector clients since the beginning of 2015 through 2019.

2015 Colliers International acted as a Broker for the leasing of 85,776,935 square feet in 4,620 transaction of office space throughout the United States.

2016 Colliers International acted as a Broker for the leasing of 89,262,985 square feet in 5,193 transactions of office space throughout the United States.

2017 Colliers International acted as a Broker for the leasing of 93,316,708 square feet in 5,115 transactions of office space throughout the United States.

2018 Colliers International acted as a Broker for the leasing of 119,014,498 square feet in 5,800 transactions of office space throughout the United States.

2019 Colliers International acted as a Broker for the leasing of 129,855,676 square feet in 3,677 transactions of office space throughout the United States.

See attached letter of affirmation

**Section 2 – Project Approach  
(Maximum Points 35)**

Please refer to questions 2.1. - 2.4.

2.1. Discuss the firm's, its Broker's and key staff's approach and method to identify and engage owners of properties that may or may not be currently listed for sale, and then be able to successfully negotiate and close on the properties.

**Point Value: 10 Points**

Colliers understands that representing & working with public sector clients requires more than relying on information and properties that are currently available in the market. The highest quality deals are usually found off-market, making an in-depth search essential for the success of our clients. Colliers follows a "leave-no-stone-untuned-methodology" that has proven successful over the years-through vigorous GIS mapping of each property in a certain area of need, leveraging our market knowledge, cold calling owners of off-market properties, we are then able to negotiate successful sales.

Our team takes a proactive approach by actively engaging with properties that are not currently listed for sale, negotiating with their owners' & closing on properties. As an example, in March 2019 the City of Fort Lauderdale approved a bond for \$200 million for citywide improvements & expansion of parks and recreation facilities. Currently, we are working with the City to purchase properties that are on & off-market with the approximately \$30 million earmarked for acquisition of new parks in areas of need. Since there are not always properties for sale in these areas, we use our local market knowledge to identify properties not on the market that would make ideal park locations. We directly contact the owners through physical visits, phone, mail & email and identify if they are willing sellers within a reasonable price range, without disclosing the potential buyer. After obtaining appraisals, we submit a letter of intent to the property owner on behalf of the City & negotiate contracts between the two parties. We negotiate prices that are in line with the appraised price & meet the owners' expectations.

Couple this process with our proven track record to successfully close on properties that were listed for sale, below the asking price, on behalf of our clients. Even during COVID, we've closed 3 transactions while having placed an additional 2 properties under contract—all off-market transactions.

2.2. Describe the firm's, its Broker's and key staff's approach to determine the competitive market price for a property and prepare comparable market analysis reports. The firm must give a minimum of three (3) examples of such assignments and a brief description of the services provided.

**Point Value: 10 Points**

Depending on the subject property's asset class, Colliers will utilize a variety of methodologies to determine the property's value. For developable land, Colliers will utilize a comparable sales approach &, where necessary, compare the sales approach with the anticipated total value of the future development. Both income & non-income producing assets are valued according to the strength of their in-place cash flow, potential future cash flow & comparable sold properties. Less value is placed on the assessed & or replacement costs as those approaches typically do not reflect the decision-making process of buyers/sellers in the marketplace.

On behalf of Tambone Companies, we completed a property valuation for the acquisition of an off-market 65,770 SF office building at 2410 Metrocentre Blvd in West Palm Beach, using cash flow analysis.

On behalf of Sure Equity, we completed property valuation & broker opinion of value for the sale of three properties in Pembroke Pines that totaled 98,000 SF mixed-use professional campus & three building complex in Davie using cash flow analysis.

On behalf of Velocis, we handled the property valuation & disposition of a 44,000 SF medical office building at 4700 N Congress Ave, West Palm Beach & the underwriting & due diligence for the acquisition of 221,000 SF office building at 250 S Australian Ave in West Palm Beach.

In April 2018, the City of Palm Beach Gardens hired Colliers to value & market for sale a 6.12 acre property located at 9290 Park Lane. We successfully found a buyer & closed on this property in December 2018. See attached case study.

The City of Fort Lauderdale engaged Colliers in 2017 to sell the site located at 4030 S SR-7 that served as a composting site & was located outside of City limits. Following a valuation & marketing process, the City received five bids—three of which exceeded the appraised value. Liberty Property Trust, paid \$14.25 million & plans to build a 260,000 SF industrial/distribution facility on the site, adding an in-demand property type to the tight market. See attached case study.



2.3. Discuss the firm's ability to: obtain due diligence items, including but not limited to appraisals, environmental reports, surveys, and title work hired or designated by the County; coordinate with attorneys, underwriters, and title companies; and assist with closings.

**Point Value: 5 Points**

Our Colliers experts inform, advise, and help clients navigate the complexities of the property and transaction throughout the acquisition and disposition process. As part of this process, we have an intensive due diligence procedure in place to uncover key information that may not be readily apparent. We maintain strong relationships with key contacts that help us to ensure there are no surprises for our clients including lenders, attorneys, title companies, special servicers, investors, property owners, land developers, city planners and engineers, utility representatives, zoning board members, and political officials. These relationships enable us to keep up-to-the-minute on market events, clear hurdles, and control the process. Colliers has the experience, specialized knowledge and skills required for each property type across the broad spectrum of land uses. These attributes enable us to capitalize on opportunities, negotiate wisely, and optimize both "up" and "down" markets for both our buyers and sellers.

From the start of a transaction through closing, Colliers experienced experts can walk our clients through every step of the process. Our attention to detail includes coordinating with appraisers to gain access to properties and provide market insight, engaging surveyors and phase 1's, and working with title companies to review title reports, assist in clearing any title issues that arise, review agreements and provide feedback to attorneys on contracts. Our detailed due diligence checklist limits our buyer and sellers' risk by unearthing important details critical to the transaction and ensuring both parties make it to the closing table with limited risk.

See attached Marketing and Due Diligence Timeline.

2.4. Provide the firm's overall approach to implementing a strategic marketing plan and develop a plan to be able to lease (or license) County owned properties. The firm must give a minimum of three (3) examples of such assignments and a brief description of the services provided.

**Point Value: 10 Points**

In today's world, generic marketing is not enough. Colliers in-house marketing team designs and implements creative and strategic marketing solutions to ensure our clients and their properties stand apart from the competition. Brochure, data sheets and print ads are just the first step in marketing properties. We fully leverage digital marketing to ensure you property reaches targeted prospects. Drone video, which will highlight property attributes and location, virtual tours, and digital media will be distributed to a broad range of channels such as Colliers.com, CoStar, LoopNet, Bisnow and CREXi, Facebook, Twitter, LinkedIn and YouTube.

Since 2016, Colliers has been marketing the 227,158 SF Class A office tower at 200 E Broward Blvd in Downtown Fort Lauderdale for lease. Market services have included tailored email eblasts, brochures, website and virtual tours.

Colliers provides strategic marketing for First Industrial for the leasing of their 377,000 SF of ground-up industrial properties under construction in Fort Lauderdale. Market services have included tailored email eblasts, brochures, website and virtual tours. Colliers initially represented the City of Fort Lauderdale and marketed the land for development, successfully engaging and negotiating a lease for the site to First Industrial.

Beginning in 2006 when TA Realty purchased the 1801 NW 66 Ave, Plantation, Colliers marketed the 102,255 SF Class B office building for lease. Market services included tailored email eblasts, brochures, broker events and property tours. Colliers was able to secure a lease with Envision Healthcare for 89,143 SF in November 2017 which brought the building's occupancy to 100% leased. In 2018, the building was sold for \$16,555,000, an increase in value of \$4,805,000 over the previous sale. Please see attached sample marketing materials and timelines.

**Section 3 – Past Performance  
(Maximum Points 17)**

Please refer to questions 3.1. - 3.3

3.1. Describe firm's experience on project of similar nature, scope, and duration, along with evidence of satisfactory completion, both on time and within budget, for the past five years. Provide a minimum of three (3) projects with references. Vendor should provide references for similar work performed to show evidence of qualifications and previous experience. Refer to **Vendor Reference Verification Form** and submit as instructed. Only provide references for non-Broward County Board of County Commissioners contracts. For Broward County contracts, the County will review performance evaluations in its database for Vendors with previous or current contracts with the County. The County considers references and performance evaluations in the evaluation of Vendor's past performance.

**Point Value: 9 Points**

Colliers has a standing reputation of working on real estate projects of similar scope and we pride ourselves on our ability to provide superior service that results in on-time and within budget satisfaction for our clients. Our experience representing diverse public institutions like the City of Fort Lauderdale and City of Dania Beach reflects our understanding of the complexity of the government real estate sector and our ability to navigate through the regulations, policy, legislations and executive orders that the Broward County will require our firm to abide by.

Since 2017, Colliers has provided comprehensive real estate services to the City of Fort Lauderdale. As its exclusive advisor, we prepared a comprehensive real estate strategy that the City has adopted. We continue to work with the city on acquisitions of new facilities, disposition of surplus, leasing and lease administration. Please see attached case study.

The City of Dania Beach has selected Colliers twice to provide advisory and transactional services to the City. In 2018, Colliers was selected to market the redevelopment of the current City Hall site for a Public Private Partnership. As part of this process, we worked with the city to envision what the site could become based on our extensive relationships with developers around the county. In 2019 we were again selected by the City to help envision the redevelopment of the beach area in Dania Beach. As part of this process, we have been actively working towards marketing the redevelopment opportunity.

In 2019, Colliers was hired as part of the team to plan and design the joint Broward County and City of Fort Lauderdale government center campus. Colliers has worked to provide programming and workplace strategy, which includes understanding current and future employment that would be housed in the city and how the facility will be used by employees and the public. This has led to the submission of the design criteria recently recommended to the joint commission.

3.2. Demonstrate how the firm and its Broker and key staff has, over the past five (5) years, had a consistent marketing campaign, including personal, physical, and digital efforts to develop client relationships in Broward County. Provide a minimum of five (5) examples with references.

**Point Value: 3 Points**

Our core project team has roots in the South Florida community, with deep relationships and deal-making expertise in the same region that we call home. Backed by largescale resources, integrated platform, relevant multi-market experience and footprint of a global leader, our local project team has a firm understanding of evolving trends in South Florida real estate and the necessary relationships to provide optimal results for Broward County.

The City of Oakland Park retained Colliers services to prepare an annual comprehensive market overview of the city, as well as provide ongoing real estate consulting services that include quarterly market updates, monthly space availability and leasing reports, and project specific brokerage services, as needed.

As part of our efforts with the City of Fort Lauderdale, Colliers has been engaged with the Downtown Development Agency to provide quarterly market updates at board/trustee meetings and a provide an annual written report.

Our assignment with the City of Fort Lauderdale includes routinely meeting with City officials throughout various departments and local businesses. On a quarterly basis we present market updates to city staff and District commissioners and discuss the evolving trends in the city and its surrounding peer cities.

Since 2018, Colliers has presented the State of the Market at the Annual Fort Lauderdale Development and Investment Forum for the Urban Land Institute. As part of this conference we have further built our relationship with local business leaders in the commercial real estate industry.

As an active member of the Fort Lauderdale Chamber of Commerce, we routinely provide state of the market trends during roundtable meetings and our team leader, Ken Krasnow, chairs and facilitates the monthly real estate & construction council board and provides market information to the Chamber.

3.3. Over the past five (5) years, indicate how the firm, its Broker and key staff have engaged clients for the purposes to provide real estate brokerage transactional services, assist with real estate negotiations and provide real estate consulting services in Broward County. Provide a minimum of five (5) examples with references (include dates, project names and outcomes).

**Point Value: 5 Points**

As exclusive real estate advisor to Broward Health since 2018, Colliers has provided transaction & advisory services that have included full building sales, leases, land acquisition, dispositions & occupier services. Through this process, we have conducted property searches & surveys, GIS mapping, property tours, issuing RFPs, counter proposals & lease and sale contract negotiations.

The City of Fort Lauderdale engaged Colliers in 2017 to sell the site located at 4030 S SR-7 that served as a composting site & was located outside of City limits. While it was currently being used by the City's Public Works Dept., it was under-utilized.

Following a marketing process, the City received five bids—three of which exceeded the appraised value. Liberty Property Trust, paid \$14.25 million & plans to build a 260,000 SF industrial/distribution facility on the site, adding an in-demand property type to the tight market. See attached case study.

In October 2016 Colliers was hired by The Stronach Group as a consultant to analyze the supply & demand conditions for potential development at Gulfstream Park in Hallandale Beach. The scope of work included & assessment of multiple uses including hospitality, multi-family & office use. In reviewing the supply & demand of these various components and projected market conditions, Colliers presented the client with a financial analysis and conceptual proforma of the most feasible & profitable options.

In late 2016, the Seminole Hard Rock Hotel & Casino embarked on a repositioning effort at its Hollywood site. Services provided included assisting the Client to re-position & re-tenant its retail space which involved lease buyouts, terminations and renegotiations for the new upscale retail complex that was built as part of the new \$1.5 billion expansion.

Colliers marketed City of Fort Lauderdale owned land at the Fort Lauderdale Executive Airport, which resulted in the long-term ground lease to First Industrial Realty. The property is now in development as three warehouses totaling 337,060 SF. See attached case study.

**Section 4 – Location  
(Maximum Points 5)**

Please refer to question 4.1.

4.1. Please refer to **Local and/or Locally Based Business Preference Certification Form** and **Location Tie Breaker Form** and submit as instructed. The maximum points shall be assigned to each Locally Based Business and to each joint venture that is composed solely of Locally Based Businesses.

**Point Value: 5 Points**

We hereby certify that Colliers International Florida, LLC, having an office located at 200 East Broward Blvd., Suite 120, Fort Lauderdale, FL 33301, qualifies as a Local Business but does not qualify as a Locally Based Business or a Locally Based Subsidiary, as each term is defined by Section 1-74, Broward County Code of Ordinances.

Local Business Tax Receipt:  
Receipt #: 318-283452  
State/County/Cert/Reg: BO2030083  
See attached Local Business Tax Receipt

# Vendor Questionnaire Form

The completed Vendor Questionnaire Form and supporting information (if applicable) should be returned with Vendor's submittal. If not provided with submittal, the Vendor must submit within three business days of County's request. Failure to timely submit may affect Vendor's evaluation.

**If a response requires additional supporting information, the Vendor should provide a written detailed response as indicated on the form.** The completed questionnaire and responses will become part of the procurement record. It is imperative that the person completing the Vendor Questionnaire Form be knowledgeable about the proposing Vendor's business profile and operations.

<b>Solicitation Number :</b>		<b>BLD2121763Q1</b>
<b>Title :</b>		<b>REQUEST FOR QUALIFICATION- GENERAL REAL ESTATE SERVICES</b>
1. Legal business name:		Colliers International Florida, LLC
2. Doing Business As/ Fictitious Name (if applicable):		Colliers International
3. Federal Employer I.D. no. (FEIN):		41-2227433
4. Dun and Bradstreet No.:		046977616
5. Website address (if applicable):		www.colliers.com
6. Principal place of business address:	Address Line 1	2121 Ponce de Leon Blvd, 1250
	Address Line 2	
	City	Coral Gables
	State	FL
	Zip Code	33134
	Country	USA
7. Office location responsible for this project:		200 E Broward Blvd, Suite 120, Fort Lauderdale, FL 33301
8. Telephone no.:		305-854-7342
9. Fax no.:		
10. Type of business:	Type of Business (Select from the dropdown list)	

	If Corporation, Specify the State of Incorporation	Florida
	If General Partnership, Specify the State and County filed in	
	If Other, Specify the detail	
11. List Florida Department of State, Division of Corporations document number (or registration number if fictitious name):		M14000008487
12. List name and title of each principal, owner, officer, and major shareholder:	a)	Ryan Kratz
	b)	Daniel Rice
	c)	Andrew Christian Oldenburg
	d)	Gil Borok
13. AUTHORIZED CONTACT(S) FOR YOUR FIRM:	Contact Name 1	Ken Krawnow
	Title	Vice Chairman
	E-Mail	ken.krasnow@colliers.com
	Telephone No.	(786) 517-4990
	Fax No.	
	Contact Name 2	Ryan Kratz
	Title	President
	E-Mail	ryan.kratz@colliers.com
	Telephone No.	786-517-4978
	Fax No.	
14. Has your firm, its principals, officers or predecessor organization(s) been debarred or suspended by any government entity within the last three years? If yes, specify details in an attached written response.	Click response	Yes No
	If Yes, provide detailed response	



15. Has your firm, its principals, officers or predecessor organization(s) ever been debarred or suspended by any government entity? If yes, specify details in an attached written response, including the reinstatement date, if granted.	Click response	Yes No
	If Yes, provide detailed response	
16. Has your firm ever failed to complete any services and/or delivery of products during the last three (3) years? If yes, specify details in an attached written response.	Click response	Yes No
	If Yes, provide detailed response	
17. Is your firm or any of its principals or officers currently principals or officers of another organization? If yes, specify details in an attached written response.	Click response	Yes No
	If Yes, provide detailed response	
18. Have any voluntary or involuntary bankruptcy petitions been filed by or against your firm, its parent or subsidiaries or predecessor organizations during the last three years? If yes, specify details in an attached written response.	Click response	Yes No
	If Yes, provide detailed response	
19. Has your firm's surety ever intervened to assist in the completion of a contract or have Performance and/or Payment Bond claims been made to your firm or its predecessor's sureties during the last three years? If yes, specify details in an attached written response, including contact information for owner and surety.	Click response	Yes No
	If Yes, provide detailed response	

20. Has your firm ever failed to complete any work awarded to you, services and/or delivery of products during the last three (3) years? If yes, specify details in an attached written response.	Click response	Yes No
	If Yes, provide detailed response	
21. Has your firm ever been terminated from a contract within the last three years? If yes, specify details in an attached written response.	Click response	Yes No
	If Yes, provide detailed response	
22. Living Wage solicitations only: In determining what, if any, fiscal impacts(s) are a result of the Ordinance for this solicitation, provide the following for informational purposes only. Response is not considered in determining the award of this contract. Living Wage had an effect on the pricing. If yes, Living Wage increased the pricing by _____% or decreased the pricing by _____%.	Click response	<input type="radio"/> Yes <input type="radio"/> No N/A
	If Yes, provide detailed response	

# RESEARCH CAPABILITIES

## RESEARCH CAPABILITIES

Colliers research specialists are recognized knowledge leaders in the commercial real estate industry, and provide clients with the analytics and intelligence required to support effective business decisions. In addition to fulfilling specific information requests, the Research Group produces quarterly surveys of office and industrial markets in over 200 global metropolitan areas.

The Colliers' leasing team uses this thought leadership, data analysis, and forecasting to uncover opportunities for **Broward County** to reduce costs aggressively and optimize its real estate portfolio.

## GEOGRAPHIC INFORMATION SYSTEMS (GIS) MAPPING PLATFORMS

Colliers provides sophisticated and comprehensive Geographic Information Systems (GIS) mapping capabilities to its clients. Our expansive databases house detailed information on properties nationwide and around the world, including historical supply, demand, absorption data and transaction comparables. Through mapping capabilities and our forward-thinking expertise, we are able to deliver insight into current and future market conditions, including custom reports.

### Market Highlights

• Healthcare space has increased 43 percent quarter-over-quarter as companies re-evaluate their space needs.  
 • Retail buildings with health-care tenants continue to gain traction as they appeal to companies looking for a pandemic safe environment and also attract tenants in the health care and life science sectors.  
 • The expansion of the quarter has the Office Transitioning to High South Florida - Office Market Trends

### High-Density Market Migration to South Florida

The migration of high-density markets to South Florida has continued since the COVID-19 crisis and the related uncertainty has been a consistent theme for other markets that were highly affected by the pandemic, such as California, Chicago, and New York. There has been an increase in demand for high-density space in South Florida, following the International Journal, as the area continues to become a hot spot for high-density development and investment.

### Large Delivery Cycles

Large delivery cycles are expected to continue through 2021, with a focus on high-quality, high-rise buildings.

### Changing Traditional Office Lease Terms

Changes to lease terms are being seen in the market, with a focus on shorter terms and more flexibility.

### Increased Interest in Suburban and Outlying Space

There is a growing interest in suburban and outlying areas, driven by a desire for more space and better locations.

### 2 South Florida Research & Forecast Report | Q3 2020 | Colliers International

South Florida Research & Forecast Report | Q3 2020 | Colliers International

**Research & Forecast Report**  
**BROWARD COUNTY | OFFICE**  
 Third Quarter 2020

**Executive Summary**

Colliers International's research team has analyzed the impact of COVID-19 on the office market in Broward County. The report shows a significant decline in new office space and a shift in demand towards submarkets. The market is expected to remain weak through 2021, with a focus on high-quality, high-rise buildings.

**Summary Statistics**

Metric	Value
Gross Office Inventory	1,000,000
Office Vacancies	15%
Office Construction	500,000
Office Absorption	200,000
Office Construction Starts	100,000
Office Construction Completions	50,000

**Market Indicators**

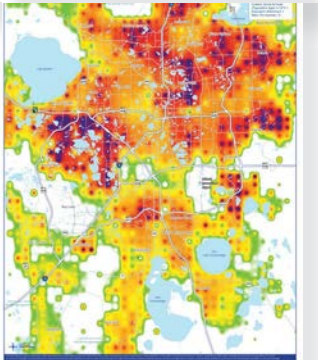
The market indicators section provides a snapshot of the market's performance relative to other regions. It shows that Broward County's office market is performing well compared to other major markets, with a focus on high-quality, high-rise buildings.

**Colliers International - Northern California Market Share**

This GIS mapping platform provides a detailed view of the Northern California market share. It includes several charts and tables showing market share data for different submarkets. The charts show a clear concentration of market share in certain areas, with a focus on high-quality, high-rise buildings.

**EMPLOYEE DRIVE TIME ANALYSIS**  
 Metropolitan Portland, OR

This GIS mapping platform provides a detailed view of the Metropolitan Portland, OR market share. It includes several charts and tables showing drive time analysis data for different submarkets. The charts show a clear concentration of drive time in certain areas, with a focus on high-quality, high-rise buildings.



# VALUATION SERVICES

Real estate appraisals play a pivotal role in today's business climate. Colliers Valuation & Advisory Services' reports are designed to deliver insight into a property's fundamentals, its competition and the overall market dynamics affecting value. Our commitment to high-end client service, coupled with Colliers International's unparalleled market intelligence and resources continues to differentiate us as the firm of choice in the real estate industry. With its unique and expanding platform, Colliers provides a full range of expertise across all commercial property types and has experience on working on appraisals tailored to the unique features of government-leased properties. Our professionals share a commitment to deliver the highest level of service and the best client experience possible.

We go the extra mile to deliver results, whether this means meeting a tight deadline, working with a complex and challenging property or delivering consistent results when valuing nationwide portfolios. All our appraisals are evaluated and approved by an experienced review team to ensure our clients receive clear, concise, and timely appraisals. Because we recognize that superior technology is not enough, our managers and professionals stand committed to our clients' success and will go the extra mile to provide exceptional customer service.

All our appraisals are evaluated and approved by an experienced review team to ensure our clients receive clear, concise, and timely appraisals. Because we recognize that superior technology is not enough, our managers and professionals stand committed to our clients' success and will go the extra mile to provide exceptional customer service.

Colliers Valuation and Advisory Services has extensive experience producing appraisal report and appraisal review services that adhere to the Uniform Standards of Professional Appraisal Practice (USPAP), the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute, and applicable State appraisal regulations. Additionally, our firm has appraisal contracts with the Florida Department of Environmental Protection, St. Johns River Water Management District, St. Johns County, Sarasota County School Board, and the Florida Department of Transportation Districts 1, 5, 7, and the Turnpike Enterprise with experience preparing appraisals that conform to each clients' supplemental standards.

**Colliers International Valuation & Advisory Services completed over 19,500 appraisals in 2019 nationwide.**

The offices in Florida & Baltimore completed over 19,500 appraisals in 2019 including appraisals considering market value of:

- Large tracts of land
- Lots located within subdivisions
- Partial acquisitions for right-of-way for roads, drainage, etc.
- Easements
- Waterfront property
- Wetland/marshlands
- Environmentally sensitive lands
- Commercial improved/unimproved property
- Residential improved/unimproved property
- Leasehold property
- Agriculture
- Mobile homes
- Multi-family
- Our experts have also given court testimony for condemnation proceedings

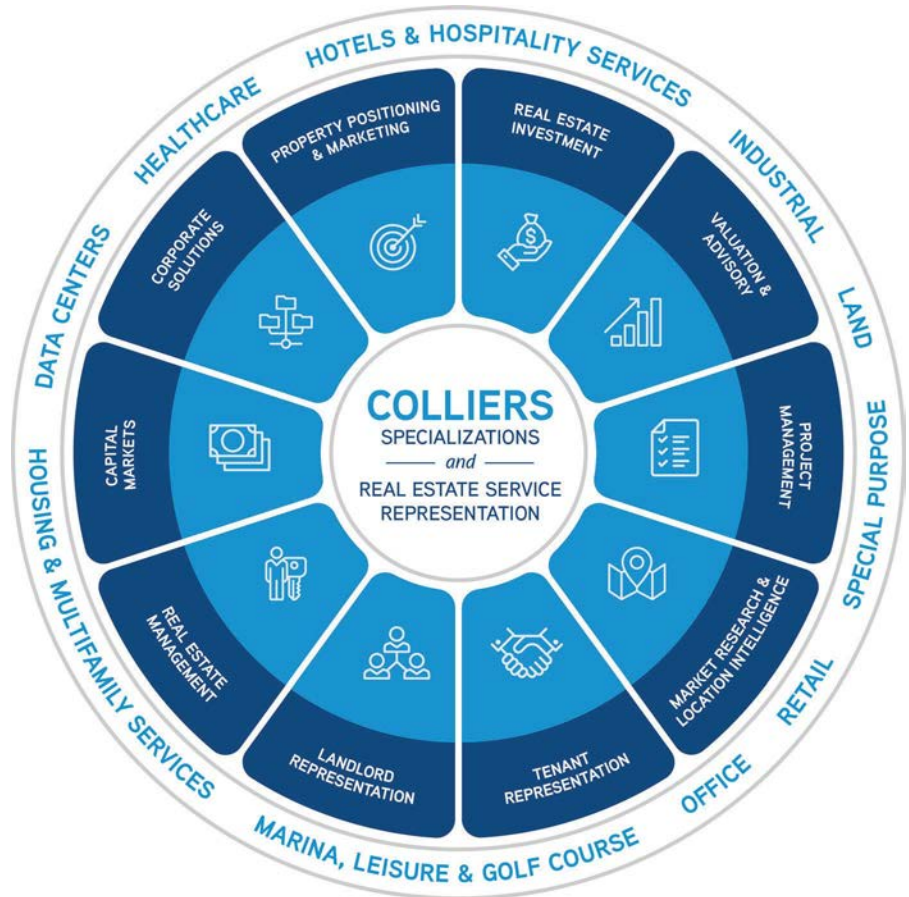
# ADVISORY & TRANSACTION SERVICES

It's not what we do, but how we do it that sets us apart to maximize the value of property.

Integrated service offering to create customized solutions  
 Niche property expertise and sectors specializations  
 Network of 17,000+ collaborative global professionals  
 Partnering with occupiers, owners and investors worldwide.

WE THINK  
 DIFFERENTLY TO  
 PRODUCE INNOVATIVE  
 CLIENT OUTCOMES,  
 INVESTED IN  
 DELIVERING YOUR  
 SUCCESSES.

Colliers brokerage advisory professionals provide our occupier clients specialized expertise across service lines and property sector specializations. Our best-in-class advisory professionals deliver expert transactional and advisory services, combined with in-depth local market knowledge, to help you select the right location for your business.



# MARKETING SERVICES

In Colliers International, **Broward County** will have a strong local partner that will never stop thinking of ways to optimize results for your facilities. With the intense competition in the market, we will continuously pursue creative ways to recapture and retain market share advantage.

The ideas that follow are exactly that: **Ideas.**

Some of which make perfect sense and can be quickly implemented, while others push the envelope and may never see the light of day. But fresh ideas, especially bold ones, are the seeds that ultimately lead to long-term progress.

## SOCIAL MEDIA CAMPAIGNS

Tailored campaigns to reach the right audience



- Audience profiling
- In-house experts
- Qualified leads

## EMAIL MARKETING CAMPAIGNS

Lead generation continues to grow from our unrivaled database



- Industry leading database
- Targeted email marketing campaigns
- Metrics tracking to ensure ROI

## ONLINE PORTALS

Leveraging industry platforms to reach further



- Premier CRE platforms
- Extended reach
- Active audience

## PHOTOGRAPHY & VIDEOGRAPHY

Positioning your property in the best light



- Professional photography
- Drone aeriels available
- Property Video services

## PRINT/DIGITAL BROCHURES

Diferentiating your property



- Elevate Design
- Print or digital deliverables

## WEBSITES & MICROSITES

Driving engagement & expediting conversion with digital

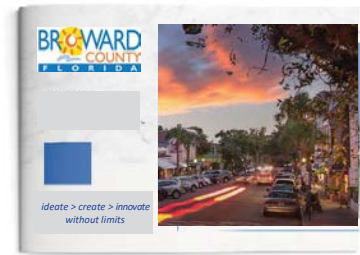


- Bespoke design
- Mobile-first
- Interactive content



# MARKETING SERVICES

## MARKETING SAMPLES



### UNIQUE MAILERS

Complete **Broward County** brand identity with customized mailers that wow key prospects.



### CUSTOM BROCHURE

Tell future tenants a story about how **Broward County** will further their business goals.

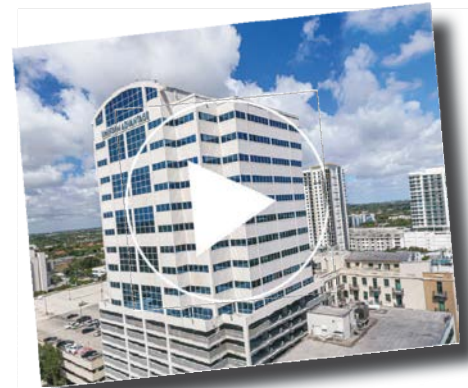
### VIRTUAL TOURS

Allow prospects around the world to explore a building or space from anywhere. Interactive virtual tours help people understand how exactly what it is like before visiting.



### PROPERTY VIDEO

Highlight key benefits to help future tenants understand how their business can thrive by highlighting key building & surrounding area amenities.



### CUSTOM WEB LISTING

A digital home for potential tenants or buyers to learn about space or sale offerings.

## Licensee

Name: **COLLIERS INTERNATIONAL FLORIDA LLC** License Number: **1047537**  
 Rank: **Real Estate Corporation** License Expiration Date: **03/31/2022**  
 Primary Status: **Current** Original License Date: **12/22/2014**  
 Secondary Status: **Active**

## Related License Information

License Number	Status	Related Party	State of License	Relationship Type	Relation Effective Date	Rank	Expiration Date
3093320	Current, Active	ADDIS, STEPHANIE PATRICIA	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
3385868	Current, Active	ALDERS, CHRISTOPHER BLAKE	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
3107879	Current, Active	ALEGRIA, LYNSEY P	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2022
445170	Current, Active	ALLEN, JAMES D	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2022
638198	Current, Active	ALTERI, JACKIE	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
3206903	Current, Active	ARENDT, BRADLEY D	Florida	Employed By	09/23/2016	Real Estate Sales Associate	09/30/2021
2239	Current, Active	ARNOLD, LEE E JR	Florida	Employed By	01/24/2020	Real Estate Broker Sales Associate	03/31/2022
3241867	Current, Active	BAIRD, SEAN JAMES	Florida	Employed By	01/06/2020	Real Estate Sales Associate	12/31/2020
3297947	Current, Active	BAKER, DEREK	Florida	Employed By	08/14/2017	Real Estate Sales Associate	03/31/2022
3323082	Current, Active	BARHAM, KRISTIN RAE	Florida	Employed By	01/02/2019	Real Estate Sales Associate	03/31/2021
3045143	Current, Active	BARRETT, AMY R	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	12/31/2020
3472506	Current, Active	BELGARA, MELISSA	Florida	Employed By	08/13/2020	Real Estate Sales Associate	03/31/2022
3395578	Current, Active	BELL, LAURIE	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
589382	Current, Active	BELLO, ISABEL AGUEDA	Florida	Employed By	03/21/2019	Real Estate Sales Associate	03/31/2022
3209542	Current, Active	BERKOWITZ, BROOKE J	Florida	Employed By	07/10/2017	Real Estate Sales Associate	09/30/2021
3047176	Current, Active	BLAIR, DOUGLAS LOUIS	Florida	Employed By	01/06/2020	Real Estate Broker	09/30/2021



Related License Information

License Number	Status	Name	State	Employed By	Start Date	Real Estate Sales Associate	End Date
3332795	Current, Active	CAMPTON, THEVENIN JOSEPH	Florida	Employed By	01/06/2020	Real Estate Sales Associate	12/31/2020
3123881	Current, Active	CARR, PAUL WESLEY	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
3166248	Current, Active	CARRIERO, DAMIEN	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2021
3007216	Current, Active	CARRIERO, KENNETH J	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	09/30/2021
3015114	Current, Active	CARTER, JONATHAN DOUGLAS	Florida	Employed By	01/10/2019	Real Estate Broker Sales Associate	09/30/2022
3419483	Current, Active	CASSIDY, MICHAEL CHANDLER	Florida	Employed By	01/30/2020	Real Estate Sales Associate	03/31/2022
3405712	Current, Active	CAUSSEAUX, RORY PIERCE	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
188716	Current, Active	CHAMBLEE, THOMAS G	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	09/30/2021
3206139	Current, Active	CHANG-BARNES, ELEANOR	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3197900	Current, Active	CICCARELLO, MICHAEL L	Florida	Employed By	05/06/2020	Real Estate Sales Associate	03/31/2021
3432546	Current, Active	COCCODRIW, NICHOLAS TYLER	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2022
599588	Current, Active	CODD, MARY CLARE	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2022
670773	Current, Active	COE, BRADLEY REGINALD	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	12/31/2020
268230	Current, Active	COLBERT, HAL P	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	09/30/2022
3205868	Current, Active	DABROWSKI, ROBERT G	Florida	Employed By	03/21/2019	Real Estate Sales Associate	09/30/2021
3388265	Current, Active	DALY, CHRISTINE	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
3446204	Current, Active	DAUGHERTY, MACKENZIE	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
622760	Current, Active	DAVIDSON, CHRISTINE L	Florida	Employed By	03/21/2019	Real Estate Sales Associate	12/31/2020

3225384	Current, DAVIS, ARIEL Active	Florida	Employed By 03/21/2019	Real Estate Sales Associate	03/31/2021
628309	Current, DAVIS, RICHARD TERRELL JR Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2021
3437894	Current, DE LA CROIX VAUBOIS, OLIVER Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2022
3370503	Current, DE LA PENA, TYLER Active	Florida	Employed By 09/17/2019	Real Estate Sales Associate	12/31/2020
564728	Current, DIEBEL, CHARLES RUSSELL Active	Florida	Employed By 01/27/2020	Real Estate Broker Sales Associate	03/31/2022
655578	Current, DOWNING, USA MECHELLE Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2021
3255693	Current, DROTOS, DANIEL JAMES Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2022
3462321	Current, DROTOS, JAMES FRANCIS Active	Florida	Employed By 07/17/2020	Real Estate Sales Associate	09/30/2021
3083659	Current, EDELMAN, KEITH Active	Florida	Employed By 05/04/2020	Real Estate Broker Sales Associate	03/31/2022
3430046	Current, EDWARDS, LAUREN E Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
568043	Current, EILERS, MARK A Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2021
3097741	Current, ENTRIKEN, MATTHEW PIERCE Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2021
3467950	Current, ERICKSON, NANCY Active	Florida	Employed By 05/13/2020	Real Estate Broker Sales Associate	03/31/2022
460904	Current, ESQUENAZI, ALAN A Active	Florida	Employed By 03/21/2019	Real Estate Broker Sales Associate	03/31/2022
3331666	Current, ESTEVEZ, CECILIA Active	Florida	Employed By 11/14/2016	Real Estate Sales Associate	03/31/2021
3217043	Current, GERLACH, MACKENZIE J Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2022
3159726	Current, GLICKMAN, SEAN Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
3199422	Current, GOGGINS, RYAN Active	Florida	Employed By 09/21/2016	Real Estate Broker Sales Associate	03/31/2021
702868	Current, GOLDSTEIN, SCOTT Active	Florida	Employed By 05/04/2020	Real Estate Sales Associate	03/31/2021

## Related License Information

3093561	Current, GOODSTEIN, JARRED M Active	Florida	Employed By	01/06/2016	Real Estate Sales Associate	03/31/2022
628753	Current, GRAW, BARBARA SUZANNE Active	Florida	Employed By	03/21/2019	Real Estate Sales Associate	03/31/2021
3341222	Current, GREEN, ANDREW Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3375648	Current, GREENE, MICHAEL LANGFORD III Active	Florida	Employed By	07/02/2018	Real Estate Sales Associate	12/31/2020
3152244	Current, GREENLEE, JOANN Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3302080	Current, GROVATT, DANIEL Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
3187771	Current, HALDANE, WILLIAM LLOYD Active	Florida	Employed By	12/27/2019	Real Estate Sales Associate	12/31/2020
3006224	Current, HALL, TREVOR W JR Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	09/30/2022
3198928	Current, HAMILTON, ALFRED C Active	Florida	Employed By	02/27/2018	Real Estate Sales Associate	03/31/2021
3306771	Current, HANSON, NICHOLAS BECHER Active	Florida	Employed By	05/13/2020	Real Estate Sales Associate	03/31/2022
3400888	Current, HARRELL, MICHAEL BENNETT JR Active	Florida	Employed By	06/19/2020	Real Estate Sales Associate	09/30/2021
3060471	Current, HELLSTROM, LORI Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2021
559199	Current, HENENFELD, STEVEN LEE Active	Florida	Employed By	03/21/2019	Real Estate Sales Associate	03/31/2022
638372	Current, HINSON, BART E Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
638373	Current, HINSON, JASON KENNETH Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
3287076	Current, HOLT, JONATHAN Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3469843	Current, KUHLANK, DANIEL OTTO Active	Florida	Employed By	07/08/2020	Real Estate Sales Associate	03/31/2022
3367103	Current, KUMAR, MELITA Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
3315028	Current, LAGGERBAUER, BASTIAN Active	Florida	Employed By	06/15/2015	Real Estate Sales Associate	12/31/2020
3251778	Current, LANNON, STEVEN JAMES Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021

3317158	Current, LARSON, NICOLE ALEXANDRA Active	Florida	Employed By	04/09/2018	Real Estate Sales Associate	12/31/2020
3212855	Current, LEBLANC, JOANNE E Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
3006093	Current, LEONARD, CHRISTOPHER CLARK Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	09/30/2021
3442616	Current, LEYHAUSEN, VERA Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
703721	Current, LILLIS, RICHARD R Active	Florida	Employed By	12/23/2014	Real Estate Broker Sales Associate	03/31/2022
526099	Current, LIMNER, NICHOLAS W Active	Florida	Employed By	03/21/2019	Real Estate Sales Associate	12/31/2020
453462	Current, LINING, JOHN HESTON Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2022
511124	Current, LISTOKIN, ROBERT RAYMOND Active	Florida	Employed By	04/09/2015	Real Estate Broker Sales Associate	09/30/2021
3347756	Current, LORBER, SCOTT DOUGLAS Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
399297	Current, LOSCHIAVO, RODNEY LEE Active	Florida	Employed By	04/05/2019	Real Estate Broker Sales Associate	09/30/2022
3004122	Current, LOWELL, JOHN JR Active	Florida	Employed By	02/27/2018	Real Estate Broker Sales Associate	12/31/2020
3271168	Current, LY NCH, NATHAN Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	12/31/2020
3371890	Current, MAHONEY, KYLE Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	12/31/2020
3014602	Current, MANKIN, WILLIAM H Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
130855	Current, MARZUW, ANTHONY P Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	09/30/2022
3011182	Current, NISSLEY, MICHAEL JOHN Active	Florida	Employed By	05/10/2017	Real Estate Sales Associate	03/31/2021
3430970	Current, OLD, SEAN WESLEY Active	Florida	Employed By	12/28/2018	Real Estate Sales Associate	09/30/2022
3286876	Current, OLDENBURG, ANDREW CHRISTIAN Active	Florida	Qualifying Broker	01/17/2020	Real Estate Broker	09/30/2021
525587	Current, PARKE, WILUAM ERNST Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	09/30/2021

551316	Current, PEPIS, FRANCES C Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3237005	Current, PETERSON, IYLER JAMES Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
471684	Current, PINEL, THOMAS H JR Active	Florida	Employed By	09/14/2020	Real Estate Broker Sales Associate	03/31/2021
3337503	Current, PORTER, FABIENNE MARIE Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3311455	Current, POWERS, WARREN Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2022
3073203	Current, PRESTON, DAVID J Active	Florida	Employed By	01/03/2019	Real Estate Sales Associate	09/30/2021
605992	Current, PRESTON, GUY S Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3346962	Current, PRESTON, SEDA Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3199957	Current, PUTNAM, MATTHEW T Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
3399548	Current, PUTTBACH, JONAH Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3307527	Current, RAPONE, BRANDON Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	12/31/2020
681118	Current, REEVES, WILUAM ALLEN Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3346875	Current, RICCARDI, MEUSSA M Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3201333	Current, RICE, DANIEL P Active	Florida	Qualifying Broker	02/19/2020	Real Estate Broker	03/31/2022
3456902	Current, RIVERA, CHRISTOPHER THEODORE Active	Florida	Employed By	12/27/2019	Real Estate Sales Associate	09/30/2021
3279769	Current, ROBINSON, DANNIELLE CHRISTINE Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
3072910	Current, ROBINSON, JOANNA MOONEY Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
431471	Current, SEYMOUR, DOLORES S Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
3251938	Current, SIERRA, LEE BOTTARI JR Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021
3345472	Current, SMITH, CHRISTOPHER DAVID Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2021

671346	Current, SMITH, PAULA CLAIR Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2021
454651	Current, SOUK, RICHARD DARRYL Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2021
3189071	Current, SPARKS, PENNY SUE Active	Florida	Employed By	03/21/2019	Real Estate Sales Associate	12/31/2020
3014615	Current, STIMMING, SABRINA M Active	Florida	Employed By	03/21/2019	Real Estate Broker Sales Associate	03/31/2022
3433280	Current, STOLBERG, DEBORAH KATHLEEN Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	09/30/2022
3099587	Current, STONEBURNER, BRANDON LEE Active	Florida	Employed By	01/23/2020	Real Estate Sales Associate	12/31/2020
3325823	Current, STORMS, JAMEN Active	Florida	Employed By	01/15/2019	Real Estate Sales Associate	03/31/2021
603200	Current, STROBER, MICHAEL I Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2021
3206020	Current, SUAREZ, RUBEN AUGUSTO Active	Florida	Employed By	03/21/2019	Real Estate Sales Associate	09/30/2021
3249301	Current, SUMNER, NANCY WATERS Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
567438	Current, SWEENEY, MICHAEL G Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2022
692050	Current, SWICK, JAMIE JANELL Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	12/31/2020
3382148	Current, TACOT, JOHN CHARLES Active	Florida	Employed By	01/06/2020	Real Estate Broker Sales Associate	03/31/2022
3096074	Current, TAYLOR, BRIDGETTE Active	Florida	Employed By	02/25/2015	Real Estate Sales Associate	03/31/2022
3378101	Current, THOMAS, JON CHARLES II Active	Florida	Employed By	06/22/2020	Real Estate Sales Associate	12/31/2020
3089110	Current, TOFTE, TORIL KIRSTEN Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2022
598094	Current, WILSON, MICHAEL DENNIS Active	Florida	Employed By	04/27/2017	Real Estate Sales Associate	03/31/2021
3448197	Current, WINGO, RACHEAL RENAE Active	Florida	Employed By	01/06/2020	Real Estate Sales Associate	03/31/2021
3300025	Current, YAVKOVSKI, NOA Active	Florida	Employed By	11/29/2016	Real Estate Sales Associate	03/31/2022

3263832 Current, TOLBERT, TODD EVANS Active	Employed By 09/14/2020	Sales Associate Real Estate Sales Associate	03/31/2022
3258108 Current, TURRI, JOSEPH M Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2021
3281284 Current, TWIST, CHRISTOPHER Active	Employed By 06/04/2020	Real Estate Sales Associate	03/31/2021
3248627 Current, VAU.E, ROXANA Active	Employed By 03/21/2019	Real Estate Sales Associate	03/31/2021
3314627 Current, VAUGHT, RYAN Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
662020 Current, VEGA, JUAN ANTONIO JR Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
3460509 Current, VERBERG, TAMARA LYNN Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
3375104 Current, VILLALPANDO, KATAUNA Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
3142568 Current, WAGNER, KRISTOPHER G Active	Employed By 01/23/2018	Real Estate Sales Associate	03/31/2021
3127383 Current, WALTERMIRE, ERICA Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2021
3468496 Current, WASSERMAN, RACHEL Active	Employed By 06/01/2020	Real Estate Sales Associate	03/31/2022
186039 Current, WASSERMAN, STEVEN Active	Employed By 12/06/2016	Real Estate Broker Sales Associate	09/30/2021
3004253 Current, WEISER, WARREN P M Active	Employed By 04/11/2019	Real Estate Broker Sales Associate	03/31/2021
3351616 Current, WELLS, JACKSON ONEILL Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
538972 Current, WELSH, KATY JONES Active	Employed By 01/13/2017	Real Estate Broker Sales Associate	12/31/2020
3421245 Current, WEPRIN, JASON BENJAMIN Active	Employed By 01/15/2019	Real Estate Sales Associate	03/31/2022
696527 Current, WEPRIN, SCOTTA Active	Employed By 01/15/2019	Real Estate Sales Associate	12/31/2020
3339042 Current, WILUAMS, MORGAN L Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	09/30/2021
3355674 Current, WILSON, BRIAN DAVID JR Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022

3038881	Current, RODRIGUEZ, JORGE ALBERTO Active	Employed By 01/06/2020	Sales Associate Real Estate Sales Associate	12/31/2020
3109213	Current, RODRIGUEZ, JUNIPER DUFFIN Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
3307178	Current, RODRIGUEZ, LIDIA Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022
3092134	Current, ROSILLO, ADRIANA JIMENEZ Active	Employed By 02/27/2018	Real Estate Sales Associate	03/31/2022
655420	Current, ROSSI, JOSEPH L Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	09/30/2022
496409	Current, RUBINS, JONATHAN D Active	Employed By 12/04/2017	Real Estate Broker Sales Associate	09/30/2022
3043495	Current, RUTCHIK, STEPHEN A Active	Employed By 04/20/2020	Real Estate Broker Sales Associate	03/31/2021
3047698	Current, RYALS, JASON Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
188617	Current, RYALS, MICHAEL S Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2021
3251465	Current, SALTMARSH, ERNEST O IV Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
3376504	Current, SAWATZKY, MADDISON Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
515798	Current, SCHAGRIN, RONALD ALAN Active	Employed By 12/23/2014	Real Estate Sales Associate	03/31/2022
3417328	Current, SCHILLINGER, BRITTANY Active	Employed By 09/10/2019	Real Estate Sales Associate	03/31/2022
3330596	Current, SCHNEIDERMAN, BOB A Active	Employed By 12/21/2015	Real Estate Broker Sales Associate	03/31/2022
3050691	Current, SCHULTZ, RONALD JAMES Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2021
3220822	Current, SCHWARZ, KENT Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2022
3468107	Current, SELLS, WILLIAM HUNTER Active	Employed By 06/03/2020	Real Estate Sales Associate	03/31/2022
615814	Current, SELTON, ROBERT WARREN III Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	09/30/2022
3340910	Current, SENNER, MICHELLE ANN Active	Employed By 01/06/2020	Real Estate	09/30/2021



3062697	Current, MATTINGLY, MARIKA Active	Florida	Employed By 06/09/2016	Real Estate Sales Associate	03/31/2021
3436988	Current, MAZZARINI, LUKE A Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
410903	Current, MC CAFFREY, USA W Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
427108	Current, MC KELL, MARK D Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022
3223366	Current, MCCARTHY, MATTHEW FOWLER Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	09/30/2021
3333829	Current, MCDONOUGH, SUZANNE LY NN Active	Florida	Employed By 09/14/2020	Real Estate Sales Associate	03/31/2021
3209732	Current, MERKEL, ANDREA Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
161409	Current, MICKLER, DEBORAH ANN Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	09/30/2022
610163	Current, MILANO, MICHAEL EDWARD Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
300037	Current, MILLARD, MICHAEL Active	Florida	Employed By 12/13/2017	Real Estate Broker Sales Associate	12/31/2020
274344	Current, MILLER, DANIEL E Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2021
429751	Current, MILLER, EDWARD L Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	09/30/2022
3367399	Current, MONTGOMERY, JOSEPH R III Active	Florida	Employed By 04/25/2019	Real Estate Broker Sales Associate	03/31/2021
404047	Current, MONTOUR, GARY M Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	09/30/2021
3451963	Current, MORGAN, JESSE VALOR Active	Florida	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2021
643968	Current, MORRIS, KEVIN I Active	Florida	Employed By 09/21/2016	Real Estate Sales Associate	12/31/2020
357129	Current, MORRIS, LEE W Active	Florida	Employed By 01/06/2020	Real Estate Broker Sales Associate	12/31/2020
3410176	Current, NISSLEY, DAVID Active	Florida	Employed By 07/09/2018	Real Estate Sales Associate	09/30/2021

9/29/2020

Related License Information

3325286	Current, HONG, YAN LAN Active	Employed By 02/19/2020	Real Estate Broker Sales Associate	09/30/2021
3356876	Current, HURRELL, ROBYN JANE Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022
3298171	Current, HURST, JASON J Active	Employed By 06/19/2020	Real Estate Sales Associate	03/31/2022
661665	Current, JACKMAN, DOROTHY L Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
3076351	Current, JARRELL, MUEONG Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
447011	Current, JENNEWEIN, DONALD A Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	12/31/2020
532681	Current, JOHNSON CROWTHER, KAREN JO Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
3447731	Current, JOHNSON, BONDE R II Active	Employed By 08/13/2020	Real Estate Sales Associate	03/31/2021
3427306	Current, JOHNSON, JEFFREY BENJAMIN Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
3167100	Current, KALSTONE, HENRY BENJAMIN Active	Employed By 02/27/2018	Real Estate Broker Sales Associate	03/31/2022
3409365	Current, KEILSON, ROBERT Active	Employed By 03/21/2019	Real Estate Sales Associate	09/30/2021
524135	Current, KINGSLEY, JONATHAN Active	Employed By 09/15/2016	Real Estate Broker Sales Associate	03/31/2022
3240158	Current, KLINE, GINA CIRNER Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
3364423	Current, KUNECT, CHRISTOPHER MICHAEL Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022
3011638	Current, KOLB, FREDRICK G Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	03/31/2021
522546	Current, KOVACS, JAMES MICHAEL Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022
3002756	Current, KOZOLCHYK, BORIS Active	Employed By 02/27/2018	Real Estate Broker Sales Associate	12/31/2020
3249404	Current, KRASNOW, KENNETH M Active	Employed By 01/27/2020	Real Estate Broker Sales Associate	03/31/2021
3435411	Current, KRATZ, RYAN DAVID Active	Qualifying Broker 02/04/2019	Real Estate Broker	03/31/2021
3194531	Current, KRIPALANI, MITASH ASHOK	Employed By 01/16/2018	Real	09/30/2022

3283895	current, ETELMAN, ILYSSA MARA Active	Employed By 09/14/2018	Sales Associate Real Estate Sales Associate	09/30/2021
3153683	Current, FALERO, WALFRIDO JR Active	Employed By 12/27/2019	Real Estate Broker Sales Associate	09/30/2021
3007359	Current, FALK, MICHAEL ADAM Active	Employed By 03/20/2019	Real Estate Broker Sales Associate	09/30/2022
3161775	Current, FARMER, THOMAS MICHAEL Active	Employed By 04/16/2018	Real Estate Sales Associate	09/30/2021
615384	Current, FELDSHUE, ALAN M Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022
3127730	Current, FERNANDEZ, DESIREE MARIE Active	Employed By 03/21/2019	Real Estate Sales Associate	03/31/2021
3397219	Current, FERNANDEZ, VIRGILIO LEVI Active	Employed By 12/28/2017	Real Estate Sales Associate	09/30/2021
3292827	Current, FIGG, KATHRYN MARIE Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
3302973	Current, FISCHETTI, PAUL Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2022
3316332	Current, FONSECA, ALEXIE YOLENI Active	Employed By 06/23/2020	Real Estate Sales Associate	12/31/2020
3275424	Current, FOREHAND, CHRISTOPHER Active	Employed By 01/06/2020	Real Estate Sales Associate	03/31/2021
3215346	Current, FOSTER, MARCIANNE Active	Employed By 01/06/2020	Real Estate Sales Associate	12/31/2020
3405814	Current, FRANKLIN PEIPER, EMILY HANNAH Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2021
3344088	Current, GANNACONE, TONY III Active	Employed By 03/19/2020	Real Estate Sales Associate	09/30/2021
697880	Current, GARINGER, JAMES VANCE Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	12/31/2020
362345	Current, GARNETT, DEBBIE L Active	Employed By 03/21/2019	Real Estate Broker Sales Associate	03/31/2022
3252966	Current, GEFEN, JENNY ANNE Active	Employed By 01/03/2019	Real Estate Sales Associate	09/30/2021
171439	Current, GERLACH, JOHN F Active	Employed By 01/06/2020	Real Estate Broker Sales Associate	12/31/2020
3310716	Current, GERLACH, JOHN FORD Active	Employed By 01/06/2020	Real Estate Sales Associate	09/30/2022

License Number	Status	Name	State	Employed By	License Type	Expiration Date
693784	Current Active	BLUE, REGENA DALE	Florida	09/16/2019	Real Estate Sales Associate	03/31/2022
665760	Current Active	BLYDEN, HARRY ALLAN	Florida	03/21/2019	Real Estate Sales Associate	03/31/2022
681938	Current Active	BOLTRES, JAN MICHAEL	Florida	01/06/2020	Real Estate Sales Associate	09/30/2021
3086301	Current Active	BONSIGNORE, SALVATORE	Florida	12/23/2014	Real Estate Sales Associate	03/31/2022
453668	Current Active	BORNSTEIN, RUSSELL SCOTT	Florida	04/27/2017	Real Estate Broker Sales Associate	03/31/2022
3330812	Current Active	BOWERSEIT, DUSTIN BOWERSETT	Florida	01/06/2020	Real Estate Sales Associate	03/31/2021
3443297	Current Active	BRODSKY, RYAN	Florida	06/05/2019	Real Estate Sales Associate	03/31/2021
498124	Current Active	BROOKS, CAROL GREENBERG	Florida	03/21/2019	Real Estate Sales Associate	03/31/2021
543817	Current Active	BROOKS, MARK ALAN	Florida	03/21/2019	Real Estate Sales Associate	03/31/2021
3135155	Current Active	BROSNAN, USA RAE	Florida	01/06/2020	Real Estate Sales Associate	03/31/2021
707469	Current Active	BROWN, ALEXANDER H	Florida	06/27/2018	Real Estate Sales Associate	03/31/2021
3397034	Current Active	BROWN, CRAIG MICHAEL	Florida	01/06/2020	Real Estate Sales Associate	09/30/2021
3412270	Current Active	BROWN, MICHAEL JAMES	Florida	06/27/2018	Real Estate Sales Associate	03/31/2022
561214	Current Active	BRYAN, MERIEL W	Florida	12/23/2014	Real Estate Broker Sales Associate	09/30/2021
3268405	Current Active	BUMGARNER, ERIC	Florida	01/06/2020	Real Estate Broker Sales Associate	03/31/2021
3198002	Current Active	BYERS, ERIN MICHELLE	Florida	12/23/2014	Real Estate Sales Associate	03/31/2021
439774	Current Active	CALCANIS, DAVID GEOFFREY	Florida	01/06/2020	Real Estate Broker Sales Associate	09/30/2021
413520	Current Active	CALZON, CLAIRE M	Florida	01/06/2020	Real Estate Broker Sales Associate	09/30/2021
3129322	Current Active	CAMPOSANO, PABLO A	Florida	05/02/2019	Real Estate Broker	09/30/2021

9/29/2020

Related License Information

3067803 Current, YEAGER, KEVIN RYAN Active	Florida	Employed By 01/06/2020 Real Estate Broker Sales Associate	03/31/2021
707047 Current, YETMING, GERARD Active	Florida	Employed By 06/09/2016 Real Estate Broker Sales Associate	03/31/2022
3017169 Current, YOGEV, ACHIKAM Active	Florida	Employed By 10/19/2015 Real Estate Broker Sales Associate	09/30/2022
3281082 Current, ZUNIGA, JULIAN A Active	Florida	Employed By 02/03/2020 Real Estate Sales Associate	03/31/2021
467654 Current, CORBIN, SCOTT D Active	Florida	Employed By 01/06/2020 Real Estate Broker Sales Associate	12/31/2020
3401975 Current, CRAIG, DAVID Active	Florida	Employed By 01/06/2020 Real Estate Sales Associate	09/30/2021
3454720 Current, CUSHMAN, CYNDI BOLTON Active	Florida	Employed By 01/06/2020 Real Estate Sales Associate	09/30/2021
3183808 Current, CUTCHIN, NATHAN RUDOLPH Active	Florida	Employed By 03/21/2019 Real Estate	12/31/2020

# SECTION 6

## BROKERS' COMPENSATION

*6.1. Firm's commissions to be paid by the seller of the property if and when the transaction is consummated.*

Four percent (4%) if there is no co-broker involved or five percent (5%) if there is a co-broker involved, to be paid by the Seller.

When the County or any person acting for or on behalf of the County contracts to acquire or sell real estate property as specified in a Project Assignment, Colliers' Compensation as broker shall be deemed earned when the acquisition or sale is closed and fully funded. Colliers shall earn Compensation equal to four percent (4%) of the purchase price or five percent (5%) if there is a co-broker involved.

*6.2. Firm(s) shall provide its commission rate for leases.*

For the lease of the real estate property, with the County being the Lessor, Colliers shall earn compensation equal to four percent (4%) of the gross value of the lease amount. If there is a co-broker involved, the commission shall increase to five percent (5%).

For the lease of the real estate property, with the County being the Lessee, Colliers shall earn compensation equal to four percent (4%) of the gross value of the lease amount. In all instances, in which the County is purchasing real estate property or entering a lease as tenant/lessee, Colliers shall first seek compensation from the Seller and/or Landlord/Lessor as part of the real estate transaction. If compensation is paid by the Seller and/or Landlord/Lessor, no commission, fees, or monies shall be due from Broward County, Florida.

### **Advisory/Non-Transactional Services**

In all instances where a commission will not or cannot be earned, the County may elect to have Broker perform advisory services at an hourly rate of \$150/hour. The Broker will provide an estimate of the hours necessary to complete said advisory services which shall be included in the Notice to Proceed.

# BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT

115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1895 – 954-831-4000

**VALID OCTOBER 1, 2020 THROUGH SEPTEMBER 30, 2021**

**DBA:**

**Business Name:** COLLIERS INTERNATIONAL SOUTH  
FLORIDA

**Receipt #:** 318-283452

**Business Type:** REAL ESTATE CORP/COMPNY/BROKER  
(REAL ESTATE BRANCH OFFICE)

**Owner Name:** COLLIERS INTERNATIONAL SOUTH FLORIDA **Business Opened:** 11/25/2014

**Business Location:** 200 E BROWARD BLVD STE 120 **State/County/Cert/Reg:** BO2030083  
FT LAUDERDALE

**Exemption Code:**

**Business Phone:** 954 652 4600

**Rooms**                      **Seats**                      **Employees**                      **Machines**                      **Professionals**  
15

Tax Amount	For Vending Business Only				Collection Cost	Total Paid
	Number of Machines:		Vending Type:			
	Transfer Fee	NSF Fee	Penalty	Prior Years		
45.00	0.00	0.00	0.00	0.00	0.00	45.00

**THIS RECEIPT MUST BE POSTED CONSPICUOUSLY IN YOUR PLACE OF BUSINESS**

**THIS BECOMES A TAX RECEIPT**

**WHEN VALIDATED**

This tax is levied for the privilege of doing business within Broward County and is non-regulatory in nature. You must meet all County and/or Municipality planning and zoning requirements. This Business Tax Receipt must be transferred when the business is sold, business name has changed or you have moved the business location. This receipt does not indicate that the business is legal or that it is in compliance with State or local laws and regulations.

**Mailing Address:**

COLLIERS INTERNATIONAL SOUTH FLORI  
200 E BROWARD BLVD STE 120  
FT LAUDERDALE, FL 33301

**Receipt #13B-19-00007386**  
**Paid 07/28/2020 45.00**

**2020 - 2021**

# BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT

115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1895 – 954-831-4000

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**Business Location:** 200 E BROWARD BLVD STE 120 **State/County/Cert/Reg:** BO2030083  
FT LAUDERDALE

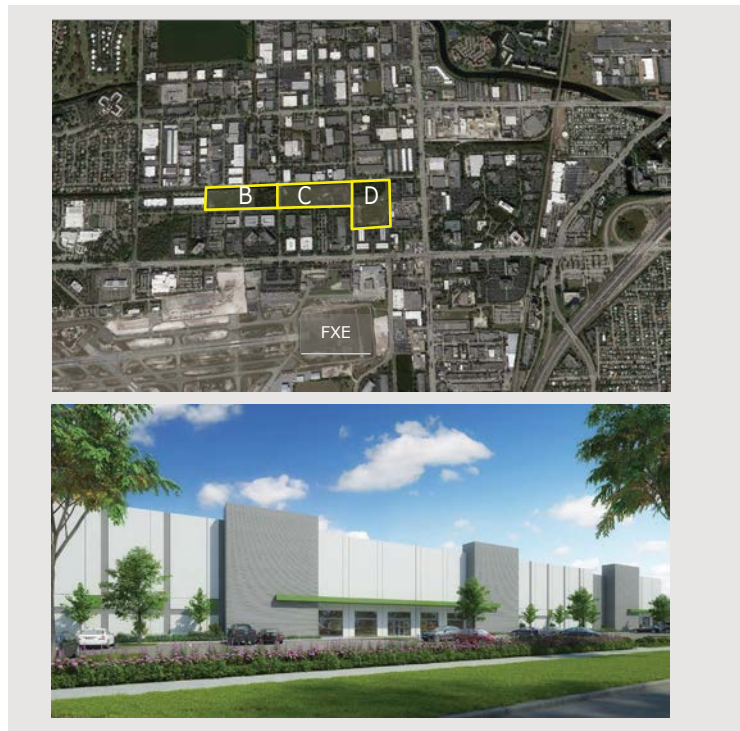
**Exemption Code:**

**Business Phone:** 954 652 4600

**Rooms**                      **Seats**                      **Employees**                      **Machines**                      **Professionals**  
15

Signature	For Vending Business Only				Collection Cost	Total Paid
	Number of Machines:		Vending Type:			
Tax Amount	Transfer Fee	NSF Fee	Penalty	Prior Years		
45.00	0.00	0.00	0.00	0.00	0.00	45.00

**Receipt #13B-19-00007386**  
**Paid 07/28/2020 45.00**



**CLIENT**  
City of Fort Lauderdale

**PROPERTY**  
Parcels B, C, D  
Fort Lauderdale  
Executive Airport

**TEAM**  
Steve Wasserman  
Executive Managing Director

Erin Byers  
Director

Brooke Berkowitz  
Senior Associate

**STATISTICS**  
25 Acre Development Site  
\$62.4 Million Total Lease Value

**SERVICES PROVIDED**  
Marketing package  
Managing the Bid Process  
Qualifying buyer  
Input on current market conditions  
Strategic Portfolio Planning

[www.colliers.com](http://www.colliers.com)

Accelerating success

# SUCCESS STORY

LONGTERM GROUND LEASE OF LAND AT FORT LAUDERDALE EXECUTIVE AIRPORT (FXE)

## MANDATE

The City of Fort Lauderdale had several vacant non-aeronautical parcels available for development. For years they had tried to market these properties on their own without any luck. In accordance with the City Charter, public bid is not required of Airport properties. In an effort to maximize the number of proposals submitted and make sure the process was fair, City staff coordinated with the Colliers team to prepare a solicitation for competitive bid on Parcels B, C, D.

## CHALLENGE & SERVICES

The City had previously put these parcels out for bid on their own but did not receive bids on all parcels. Because the property is part of the airport, we had to adhere to both FAA guidelines, in addition to the City's charter.

In order to be in compliance with FAA, offers could be at no less than appraised value, the maximum term the City would entertain was a 50-year lease, the City would not provide any rent concessions and the tenant was responsible for all development on the site. All of these restrictions made for a difficult mandate.

Colliers took the parcels to market adhering to all the guidelines outlined by FAA and the City.

In advance of the bid deadline, the Colliers team leveraged our global platform and the site's key geographic location - minutes from Interstate 95 and Florida's Turnpike - to coordinate a blend of traditional, relationship-based outreach to targeted industrial users and developers.

## RESULTS

Following a rigorous marketing process by the Colliers team, the City received three bids by the deadline - all of which exceeded the appraised value. Using Colliers global network of resources we were able to bring the winning bidder from a Chicago based company, looking to grow in South Florida. Successful bidder, First Industrial Realty Trust, plans to build three buildings totaling 377,060 square feet of class A industrial/distribution facility on the site, adding an in-demand property type to the tight South Florida market.



# Case Study

## PORTFOLIO AND LEASE MANAGEMENT FOR THE CITY OF FORT LAUDERDALE

**55**  
LEASES  
MANAGED

**\$8M**  
IN RENT  
COLLECTED  
ANNUALLY

Colliers' mission with the City of Fort Lauderdale was to successfully deliver industry-leading lease management services, allowing the City to optimize its real estate portfolio and City license agreements, while providing an outstanding client experience. For the initial 120 days, we lead an evaluation process to determine the optimal system to meet the City's individual needs. The process of maintaining and tracking lease-related documents is vital to our initial and on-going assessment of the status of every client location. Though the Lease Administration function is typically viewed defensively as risk mitigation, based on Colliers culture makeup and highly experienced staff, we approach lease administration offensively, as a strategic tool in the real estate decision making process. Colliers utilized Yardi Voyager Accounting software to streamline the property and financial management and reporting aspects of the commercial real estate cycle.

### PHASE 1 DISCOVERY

The Colliers team was tasked with managing leases for the City and for Fort Lauderdale Executive Airport (FXE). To begin this process, the team met with FXE and the City's Finance Department to review the reports previously received, set new target goals, and present sample Colliers reports for feedback and discussion. One of the existing concerns from previous reports was lack of clarity, which was a facet the Colliers team listened to improve upon.

During this phase, the City's leases were collected to be abstracted by Colliers Lease Administration team using Yardi. This system allows both teams to track, real-time, all lease terms, including: expirations, renewal rights, expansion rights, early termination clauses and other rights and data.

### PHASE 2 ASSESSMENT

During this time, all existing City lease documents were abstracted. The Colliers team compared the lease abstracts with the amounts that were previously being collected to ensure the City was receiving the correct rental payments and adjust, if necessary.

Moving forward, any new lease and lease-related documents will be abstracted into the database by our Lease Abstractors for consistency.

### PHASE 3 IMPLEMENTATION

Once Colliers began to collect rent on behalf of the City, Colliers coordinated training for City staff to properly understand and leverage the information on the Yardi reports they receive monthly, including:

- Income Register
- Receivable Detail by Charge Code
- Aged Receivables Report
- Management Fee Calculation
- Bank Reconciliations
- Rent Roll

For ongoing maintenance, Colliers assigned a dedicated analyst to ensure all information is kept up to date and critical dates are evaluated.

# Case Study



## SUCCESS STORY

CITY OF FORT LAUDERDALE | DISPOSITION OF FORMER COMPOST SITE IN DANIA BEACH

### SELLER/CLIENT

City of Fort Lauderdale

### PROPERTY

4030 S State Road 7  
Dania Beach, FL

### TEAM

Steve Wasserman  
Executive Vice President

Brooke Berkowitz  
Senior Associate

### STATISTICS

28 Acre Development Site  
\$13,226,000 Appraised Value  
\$14,250,000 Sale Price

### SERVICES PROVIDED

Investment Sales  
Strategic Portfolio Planning

[www.colliers.com](http://www.colliers.com)

COLLIERSINTERNATIONAL

Accelerating success.

### MANDATE

The City of Fort Lauderdale recognized the ongoing opportunity to optimize its real estate portfolio and in 2017, selected Colliers International South Florida as its preferred real estate partner to efficiently manage the city assets. As part of Colliers' mandate to dispose of surplus properties and align the City's real estate footprint with current and future business objectives, the team identified a site in Dania Beach that was suited for disposition. The 28-acre site once served as a composting site and was located outside of City limits. While it was currently being used by the City's Public Works Department, the site was underutilized and funds from the site could be directed toward more relevant expenditures.

### CHALLENGE & SERVICES

Once a third-party appraisal valued the property at \$13.2 million, the Colliers team was set to launch the marketing phase for the competitive bid process. There were some existing encumbrances on the site that made the marketing to prospective bidders a bit more challenging - the lack of environmental reporting for the site of a former composting plant, a 230' easement that prohibited construction under FPL power lines and a four-acre portion of the site considered wetlands, and therefore protected. In addition, the sale had to follow

the municipal guidelines for a sealed bid process, which also mandated a certified or cashier check for 10% of the cost be presented with each bid, creating a hurdle for smaller bidders.

In advance of the bid deadline, the Colliers team leveraged the site's key geographic location - minutes from Interstate 595, Interstate 95 and Florida's Turnpike - to coordinate a blend of traditional, relationship-based outreach to targeted industrial users.

### RESULTS

Following a rigorous marketing process by the Colliers team, the City received five bids by the December 14 bid deadline - three of which exceeded the appraised value. Successful bidder Liberty Property Trust plans to build a 260,000 square foot industrial/distribution facility on the site, adding an in-demand property type to the tight South Florida market.

Proceeds from the \$14.25M sale will enable the City to redirect funds toward an emergency medical services station, seawall repairs and the Fort Lauderdale Aquatic Center, ultimately generating greater value for the citizens and stakeholders in the City of Fort Lauderdale.

# Case Study



## SUCCESS STORY

CITY OF FORT LAUDERDALE | DISPOSITION OF FORMER COMPOST SITE IN DANIA BEACH

### SELLER/CLIENT

City of Fort Lauderdale

### PROPERTY

4030 S State Road 7  
Dania Beach, FL

### TEAM

Steve Wasserman  
Executive Vice President

Brooke Berkowitz  
Senior Associate

### STATISTICS

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\$13,226,000 Appraised Value  
\$14,250,000 Sale Price

### SERVICES PROVIDED

Investment Sales  
Strategic Portfolio Planning

[www.colliers.com](http://www.colliers.com)

COLLIERSINTERNATIONAL

Accelerating success.

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### CHALLENGE & SERVICES

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In advance of the bid deadline, the Colliers team leveraged the site's key geographic location - minutes from Interstate 595, Interstate 95 and Florida's Turnpike - to coordinate a blend of traditional, relationship-based outreach to targeted industrial users.

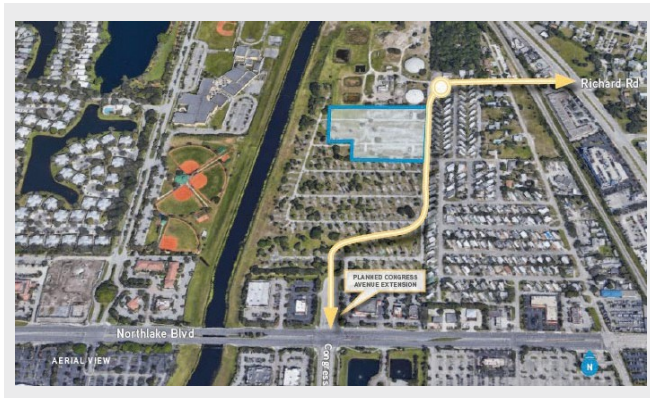
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# Case Study



## Success Story

CITY OF PALM BEACH GARDENS | DISPOSITION OF CITY OWNED PROPERTY

### SELLER/CLIENT

City of Palm Beach Gardens

### PROPERTY

9290 Park Lane  
Palm Beach Gardens, FL

### TEAM

Bastian Lagerbauer  
Senior Associate

Brooke Berkowitz  
Senior Associate

### STATISTICS

6.12 Acre Development Site  
\$865,000 Sale Price

### SERVICES PROVIDED

Investment Sales

[www.colliers.com](http://www.colliers.com)

### MANDATE

The City of Palm Beach Gardens recognized the ongoing opportunity to optimize its real estate portfolio and in April 2018, hired Colliers International South Florida as its real estate partner to market for sale a 6.12 acre property located at 9290 Park Lane. The property had sat vacant for many years. Throughout the years different developers have approached the City with interest in the property. The City was interested in a short closing time frame. They did not want to provide developers a long due diligence for entitlements.

### CHALLENGE & SERVICES

The Colliers team launched the marketing of the property through a competitive bid process. There were some existing well-fields on the site that made the marketing to prospective bidders a bit more challenging. Additionally, the alignment of the future Congress Avenue extension was dependent on a neighboring owners ability to dedicate right of way to the County and clear all encumbrances within a determined time frame could possibly greatly reduce the developable area of the City's property.

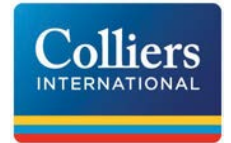
In advance of the call for offers, Colliers team leveraged the sites geographic location, the positive effects of the Congress Avenue extension, proximity to Florida's Turnpike, I-95, Northlake Boulevard and strong area's demographics to coordinate a blend of traditional, relationship-based outreach to targeted users.

### RESULTS

Following a rigorous marketing process by the Colliers team, the City received three bids. The Colliers team qualified the buyers and presented the findings to City staff. We then went back to the bidders for best and final offers based on the staff's feedback.

Ultimately, the City Commission decided to sell to the neighboring owner, Seacoast Utilities. The City was looking out for the long term water supply for its residents. By selling to Seacoast Utilities, they would be able to use the current wells on the property for an extended period of time.

Accelerating 13!!#11G



November 11, 2020

Re: Letter of Attestation – Broward County General Real Estate Services

Please accept this letter of attestation as “proof” and/or “evidence” that all of the information provided in response to the evaluation criteria document and specifically to sections itemized below for the Broward County BLD2121763Q1 – Request for Qualification – General Real Estate Services is true and accurate to the best of my knowledge.

**Sec. 1.1:** Colliers International is a full-service real estate firm that provides real estate brokerage and consulting services covering office, multifamily, hospitality, and retail/commercial sectors locally, nationally and internationally.

**Sec. 1.4:** Colliers International has acted as the Broker of Record for over \$250,000,000 in sales and purchase of raw land, commercial/office buildings and/or multifamily residential buildings, in total, throughout or organization, during the period from January 1, 2015 through December 31, 2019.

**Sec. 1.5:** Colliers International has acted as the Broker of Record for over 10,000,000 square feet of office leases, in total, throughout the firm’s whole organization, during the period from January 1, 2015 through December 31, 2019.

**Sec. 3.1:** All representative projects have been completed on time and within budget.

Sincerely,

Colliers International Florida, LLC

**Ryan Kratz**

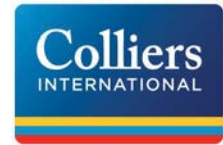
Digitally signed by Ryan  
Kratz  
Date: 2020.11.11  
17:08:26 -05'00'

Ryan Kratz

President, Southeast Region | US Brokerage

# SUCCESS STORY

LOCAL GOVERNMENT WORKPLACE STRATEGIES



Colliers provides a full range of portfolio strategy and workplace consulting services. We are business strategy consultants who specialize in corporate real estate. Our customized approach starts with a clear understanding of the business problem you are trying to solve, the most important ways your organization builds and maintains competitive advantage, and how those advantages are supported by your workforce, your real estate footprint and the workplace. Colliers recognizes that many real estate decisions require support that go far beyond real estate economics. While solutions must be cost effective, it is paramount that they support your people, your operations, and your constituents in the best way possible. We have applied this integrated, grounded approach to many complex public-sector portfolios, bringing both economic rigor as well as a deep understanding of the critical public functions these facilities support.



CITY OF FORT LAUDERDALE

## City of Fort Lauderdale, Florida

2019. Police Headquarters, Fleet Operations and Park Maintenance: Assessed the functional and site requirements of Fleet and Park operations (which date to the 1950s's) for a potential re-location and redevelopment of the current 12 -acre site to highest and best use, potentially commercial or public-private development.

2018. City Hall long term occupancy strategies: Developed a high-level program of requirements for a potential City Hall/operational headquarters to replace an aged 106,000 sf building on a valuable site. It will support site selection by estimating the size, floorplate options, and high-level workplace strategy for a new location.



DANIA BEACH  
SEA IT. LIVE IT. LOVE IT.

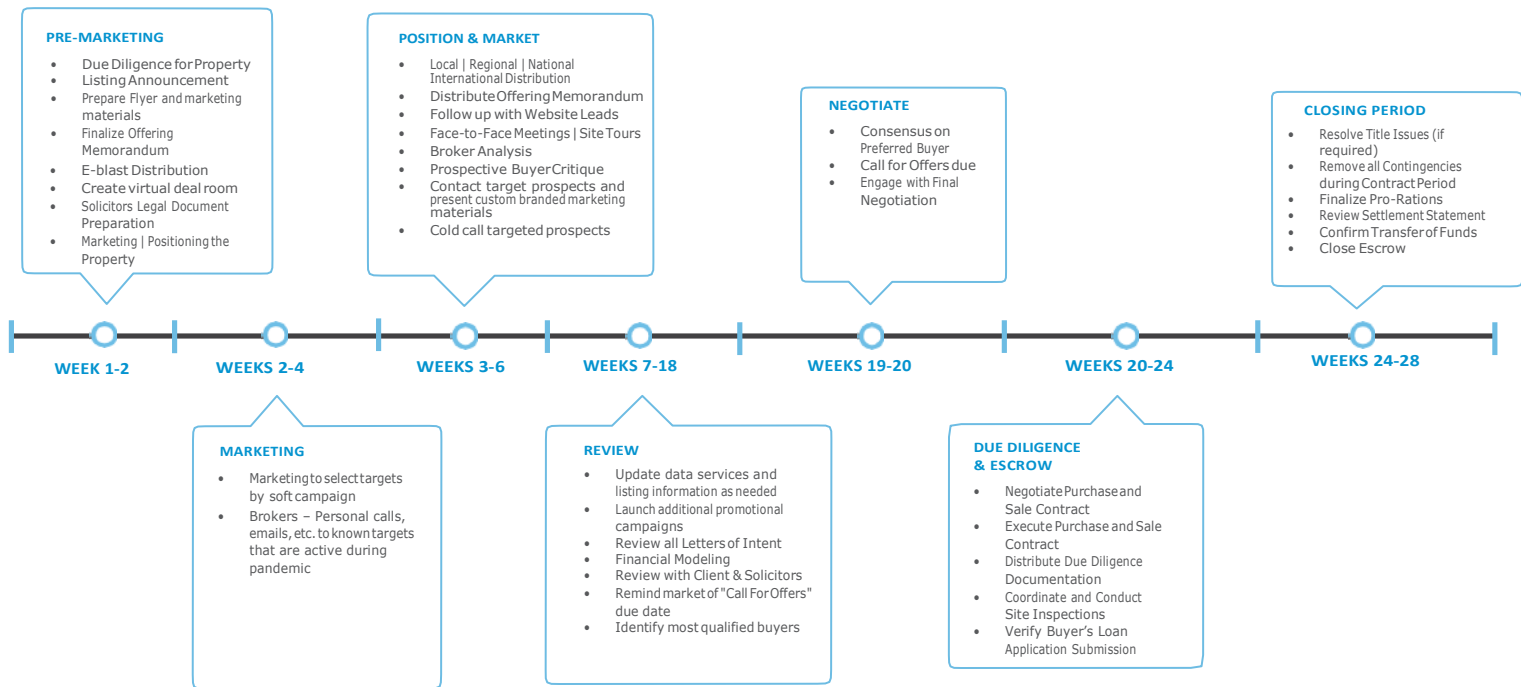
## City of Dania Beach, Florida

2019. City Hall workplace study: City Hall program and development potential assessment Develop a high-level program of requirements for a potential new replacement City Hall/operational headquarters. The project addresses the aged asset (ca: 1960s) and the public-private redevelopment possibilities of this and an adjoining site. This program will be used to estimate a range of square footage and facility requirements in support of a new facility.

Ken Krasnow  
Vice Chairman  
+1 786 517 4990  
[ken.krasnow@colliers.com](mailto:ken.krasnow@colliers.com)

Brooke Berkowitz  
Director  
+1 954 652 4633  
[brooke.berkowitz@colliers.com](mailto:brooke.berkowitz@colliers.com)







Ron DeSantis, Governor

Halsey Beshears, Secretary



**STATE OF FLORIDA**  
**DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

**DIVISION OF REAL ESTATE**

THE BRANCH OFFICE HEREIN HAS REGISTERED UNDER THE  
PROVISIONS OF CHAPTER 475, FLORIDA STATUTES

**COLLIERS INTERNATIONAL FLORIDA LLC**

COLLIERS INTERNATIONAL SOUTH FLORIDA  
200 E BROWARD BOULEVARD  
SUITE 120  
FORT LAUDERDALE FL 33301

**LICENSE NUMBER: BO2032756**

**EXPIRATION DATE: MARCH 31, 2022**

Always verify licenses online at [MyFloridaLicense.com](http://MyFloridaLicense.com)



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## CITY OF DANIA BEACH CITY ATTORNEY'S OFFICE

October 12, 2020

Mr. Kenneth M. Krasnow  
Vice Chairman  
Institutional Investor Services/Florida  
200 E. Broward Boulevard, #120  
Fort Lauderdale, Florida 33301

RE: Reference for Colliers International  
Broward County Request for Qualifications No. BLD2121763Q1

To Whom It May Concern:

I am the City Attorney for the City of Dania Beach. Colliers was selected in 2018 by the City Commission and the Dania Beach Community Redevelopment Agency (“CRA”) to help with a solicitation for a new “City Center” project, encompassing the Dania Beach City Hall campus and associated City-owned parcels in the adjacent areas. Mr. Ken Krasnow and his team worked closely with City and CRA officials to develop a solicitation plan and Colliers prepared a first class detailed brochure for issuance to the redevelopment community. This led to the selection of a development team from a pool of highly qualified candidates by the City/CRA and extensive negotiations began. Ultimately, with the onset of the COVID-19 virus, the negotiations were required to be mutually terminated.

Colliers was also selected by the City Commission in 2019 to assist the City with a major redevelopment of facilities located on the municipal beach, which includes a City owned marina, fishing pier and restaurant operated on the pier by a tenant. The company has been actively engaged in developing strategies, scheduling and coordinating meetings with other beach stakeholders (Florida Department of Transportation, which owns land in the area, Florida Atlantic University, a long term lease tenant of the City which operates “Sea Tech” (Institute for Ocean and Systems Engineering facility), and a U.S. Navy facility (Naval Sea Systems Command known as “NAVSEA”, a subtenant of FAU). Colliers has been instrumental in pursuing reviews and conceptual approvals from the stakeholders as the City seeks to prepare for issuance of a beach redevelopment master plan solicitation.

My personal experience with the Colliers team has been extremely positive. I find them to be knowledgeable, accessible, personable, responsive, creative, resourceful, prepared, thoroughly professional and well versed in marketing and recommending strategies and plans for our City's redevelopment projects.

Very truly yours,

Thomas J.  
Ansbro

Digitally signed by Thomas J. Ansbro  
DN: cn=Thomas J. Ansbro, o=City of Dania  
Beach, ou=Legal Department,  
email=tansbro@daniabeachfl.gov, c=US  
Date: 2020.10.12 15:24:45 -04'00'

Thomas J. Ansbro  
City Attorney

TJA:la

# MARKETING SERVICES

In Colliers International, **Broward County** will have a strong local partner that will never stop thinking of ways to optimize results for your facilities. With the intense competition in the market, we will continuously pursue creative ways to recapture and retain market share advantage.

The ideas that follow are exactly that: **Ideas.**

Some of which make perfect sense and can be quickly implemented, while others push the envelope and may never see the light of day. But fresh ideas, especially bold ones, are the seeds that ultimately lead to long-term progress.

## SOCIAL MEDIA CAMPAIGNS

Tailored campaigns to reach the right audience



- Audience profiling
- In-house experts
- Qualified leads

## EMAIL MARKETING CAMPAIGNS

Lead generation continues to grow from our unrivaled database



- Industry leading database
- Targeted email marketing campaigns
- Metrics tracking to ensure ROI

## ONLINE PORTALS

Leveraging industry platforms to reach further



- Premier CRE platforms
- Extended reach
- Active audience

## PHOTOGRAPHY & VIDEOGRAPHY

Positioning your property in the best light



- Professional photography
- Drone aerials available
- Property Video services

## PRINT/DIGITAL BROCHURES

Differentiating your property



- Elevate Design
- Print or digital deliverables

## WEBSITES & MICROSITES

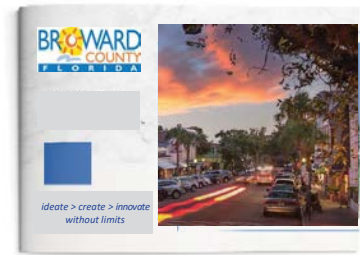
Driving engagement & expediting conversion with digital



- Bespoke design
- Mobile-first
- Interactive content

# MARKETING SERVICES

## MARKETING SAMPLES



### UNIQUE MAILERS

Complete **Broward County** brand identity with customized mailers that wow key prospects.

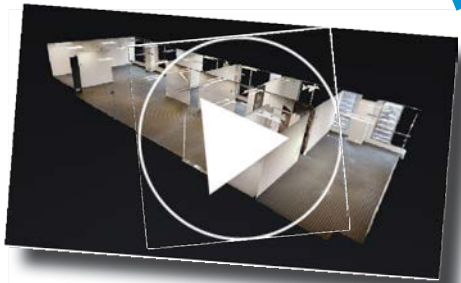


### CUSTOM BROCHURE

Tell future tenants a story about how **Broward County** will further their business goals.

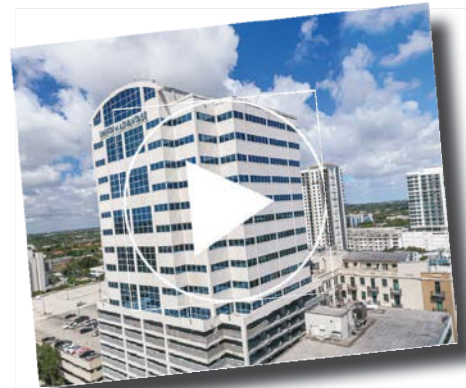
### VIRTUAL TOURS

Allow prospects around the world to explore a building or space from anywhere. Interactive virtual tours help people understand how exactly what it is like before visiting.



### PROPERTY VIDEO

Highlight key benefits to help future tenants understand how their business can thrive by highlighting key building & surrounding area amenities.



### CUSTOM WEB LISTING

A digital home for potential tenants or buyers to learn about space or sale offerings.



EXECUTIVE OVERSIGHT



**Ken Krasnow**  
Vice Chairman,  
Institutional Services



SINGLE POINT OF CONTACT



**Brooke Berkowitz**  
Director,  
Public Institutions Services

REAL ESTATE BROKERAGE  
OFFICE SPECIALISTS

CAPITAL MARKETS



**Warren Weiser**  
Vice Chairman  
Capital Markets



**Harry Blyden**  
Executive Director  
Capital Markets



**Bastian Lagerbauer**  
Director  
Capital Markets



**Jarred Goodstein**  
Senior Vice President  
Office Services



**Alfie Hamilton**  
Executive Director  
Office Services



**Alex Brown**  
Executive Vice President  
Occupier Services

INDUSTRIAL SPECIALIST



**Steven Wasserman**  
Executive Managing Director  
Industrial



**Erin Byers**  
Director  
Industrial



**Kevin Morris**  
Senior Director  
Affordable Housing



**Rich Lillis**  
Executive Managing Director  
Hotels USA



**Scott Goldstein**  
Executive Managing Director  
Tenant Advisory



**Keith Edelman**  
Executive Managing Director  
Tenant Advisory



**Alan Esqueanzi**  
Executive Managing Director  
Retail Services



**Dave Preston**  
Executive Managing Director  
Retail Services



**Jenny Gefen**  
Director  
Retail Services

RETAIL SPECIALIST

VALUE-ADD RESOURCES



**Verity Mosquera**  
Research and Consulting Manager,  
Florida



**Suzanne McDonough**  
Senior Associate,  
Research and Consulting



**Kris Mitchell**  
Marketing Manager,  
Florida



**Trinh Quain**  
GIS Analyst,  
South Florida





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
10/30/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> HUB International Ontario Limited 595 Bay Street, Suite 900 Toronto, ON M5G 2E3 1-416-619-8000	<b>CONTACT NAME:</b> Vanessa Chapin <b>PHONE (A/C, No, Ext):</b> 416-619-8000 <b>E-MAIL ADDRESS:</b> vanessa.chapin@hubinternational.com <b>FAX (A/C, No):</b> 416-619-8001
	<b>INSURER(S) AFFORDING COVERAGE</b> INSURER A: Liberty Mutual Insurance Company INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:
<b>INSURED</b> Colliers International Florida, LLC 2121 Ponce de Leon Boulevard Coral Gables, FL 33134	<b>NAIC #</b>

**COVERAGES** **CERTIFICATE NUMBER:** 60632522 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	<b>GENERAL LIABILITY</b>						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC
	<b>AUTOMOBILE LIABILITY</b>						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS
	<b>UMBRELLA LIAB</b>						EACH OCCURRENCE \$
	<b>EXCESS LIAB</b>						AGGREGATE \$
	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b>						WC STATU-TORY LIMITS OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$ ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y/N <input checked="" type="checkbox"/> N/A If yes, describe under DESCRIPTION OF OPERATIONS below
A	<b>Professional Liability</b>			PLVAABP3RJ002	12/01/19	12/01/20	Primary Layer USD 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

<b>CERTIFICATE HOLDER</b>  To Whom it May Concern  *****  ***, FL *****  USA	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE  
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achowjlt  
60632522



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
03/12/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> HUB International Ontario Limited  595 Bay Street, Suite 900  Toronto, ON M5G 2E3	<b>CONTACT</b> NAME: Vanessa Chapin PHONE (A/C, No, Ext): E-MAIL: vanessa.chapin@hubinternational.com ADDRESS:  <b>INSURER(S) AFFORDING COVERAGE</b> INSURER A: Liberty Mutual Insurance Company  INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:
<b>INSURED</b> Colliers International Florida, LLC  200 East Broward Boulevard, Suite 120  Fort Lauderdale, FL 33301	<b>NAIC #</b>

**COVERAGES**                                  **CERTIFICATE NUMBER: 58723076**                                  **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b>  <input type="checkbox"/> CLAIMS-MADE   <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY   <input type="checkbox"/> PRO-JECT   <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:			GLTOABEC5R019	12/01/19	12/01/20	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 1,000,000 \$
	<b>AUTOMOBILE LIABILITY</b>  <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	<b>UMBRELLA LIAB</b>  <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> DED   <input type="checkbox"/> RETENTION \$ <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE						EACH OCCURRENCE \$ AGGREGATE \$ \$
	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		<input type="checkbox"/> Y / <input checked="" type="checkbox"/> N / A				<input type="checkbox"/> PER STATUTE   <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Evidence of Insurance Coverage

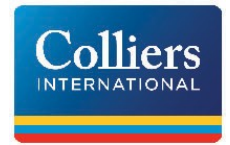
<b>CERTIFICATE HOLDER</b>  To Whom it May Concern  *****  ***, FL *****  <div style="text-align: right;">USA</div>	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE  
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# Ken Krasnow

VICE CHAIRMAN, INSTITUTIONAL INVESTOR SERVICES  
Colliers International | Florida



[ken.krasnow@colliers.com](mailto:ken.krasnow@colliers.com)

## QUALIFICATIONS

Licensed Real Estate Broker  
State of Florida and New York

## AFFILIATIONS OR MEMBERSHIPS

Downtown Development  
Authority - Greater Fort  
Lauderdale

International Council of Shopping  
Centers (ICSC)

Urban Land Institute (ULI)

Business Development Board of  
Palm Beach County

Friends of the Underline

Commercial Industrial Brokers of  
South Florida (CIASF)

Corporate Advisory Board -  
Debbie's Dream Foundation

Council for Educational Exchange  
- Executive PASS Program

Chair, Real Estate Council  
Greater Fort Lauderdale Chamber  
of Commerce

Board of Directors NAIOP  
| Commercial Real Estate  
Development Association

Board of Directors, Broward  
Business Council for  
Homelessness

## CONTACT DETAILS

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MOB +1 914 589 5321

Colliers International Florida, LLC  
200 East Broward Boulevard  
Suite 120  
Fort Lauderdale, FL 33301

## AREA OF EXPERTISE

Ken Krasnow serves as Vice Chairman of Institutional Investor Services for the Florida region. In this role, he is responsible for broadening the company's platform by developing key client relationships, leading major projects and transactions, maintaining senior real estate industry and political relationships and recruiting new talent. Ken brings more than 30 years of acclaimed expertise in the commercial real estate industry, offering an exceptional level of on-the-ground market knowledge.

Ken began his career as a commercial leasing broker and was responsible for more than three million square feet of Class A office building agencies in New York City. His knowledge of brokerage and hands-on approach to management makes him an invaluable member of the Colliers leadership team. In today's Florida market, he will continue to leverage his level of expertise to accelerate our success in the region.

## BUSINESS AND EDUCATIONAL BACKGROUND

Since joining Colliers as South Florida Market Leader in 2015, Ken has overseen the tremendous growth of the business from less than two dozen professionals to more than 150 as of year end 2018, during which time the firm acquired high profile companies such as CREC, Pointe Group and MF&Co. During that same period, revenues more than quadrupled while maintaining solid profitability margins.

Prior to joining Colliers, Ken served as Managing Director overseeing all operations

for CBRE in South Florida. While at CBRE, he recruited almost 40 sales professionals and during his tenure, revenues and profits for his region more than doubled. Prior to joining CBRE in Florida, Ken held executive positions for Cushman & Wakefeld in the New York City area and Trammell Crow Corporation. Ken served at Cushman & Wakefeld for 18 years during which time he oversaw the New York area profit center where he brought his region back to record revenues after the tragic events of September 11, 2001.

Ken attended Emory University where he earned his Bachelor of Administration in Finance. He also attended New York University for Graduate Real Estate studies.

## PROFESSIONAL ACCOMPLISHMENTS

- Named one of the inaugural "Florida 500" influential business leaders by Florida Trend
- Named "Power Leader" by South Florida Business Journal
- Listed as one of "Top 50 Leaders in Commercial Real Estate" by Real Estate Weekly
- Named one of Real Estate New York's "Top 40 Under 40"
- Recognized as one of the "Next Great Leaders" by Real Estate Forum
- Recipient of the Percy Douglass Award by Friends of Island Academy
- Winner of the Royal Poinciana Community Leadership award by Debbie's Dream Foundation

Accelerating success.





# Brooke Berkowitz

DIRECTOR | KEY ACCOUNT MANAGER  
Colliers International



[brooke.berkowitz@colliers.com](mailto:brooke.berkowitz@colliers.com)

## EDUCATION OR QUALIFICATIONS

Bachelor of Science  
in Marketing and Real Estate,  
Florida State University

Licensed Florida Real Estate  
Broker, No. SL3209543

## CONTACT DETAILS

DIR +1 561 512 3488

Colliers International  
South Florida, LLC  
200 E Broward Boulevard  
Suite 120  
Fort Lauderdale, FL 33301

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

As Director in the Fort Lauderdale office of Colliers International Florida LLC, Brooke spearheads our newly expanded practice focused on public institutions. In this role, she works closely with the full Colliers team to custom-tailor a set of integrated services selected from the firm's range of business lines. This approach allows Colliers to streamline communications and for the strategic accounts to benefit from the most responsive, customized and nimble real estate solutions.

Brooke currently manages Colliers' City of Fort Lauderdale account, handling lease administration, negotiations and dispositions for the City's leased and owned assets. In recent years Brooke has participated in disposing of surplus assets and leasing space for their various departments such as Fort Lauderdale Police Department, Public Information Office and Environmental Sustainability.

## BUSINESS AND EDUCATIONAL BACKGROUND

Brooke joined Colliers with nearly 10 years of right-of-way experience, providing acquisition, relocation, and property management for South Florida. Brooke served as an Acquisition & Relocation Agent for the Florida Department of Transportation in Districts 4 and 6. She worked on projects from in Monroe, Miami-Dade, Broward, Palm Beach and St. Lucie Counties. Brooke managed the acquisition of commercial and residential properties for public purposes and was responsible for direct advisory services and relocation assistance to displaced occupants.

## COMMUNITY INVOLVEMENT

Brooke holds a position on the Board of Young Professionals for Covenant House Fort Lauderdale. She is actively involved in the planning of various events in support of the Covenant House mission to support homeless youth.

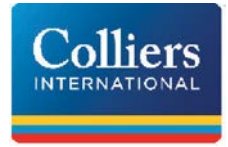
## PUBLIC SECTOR CLIENTS

- The City of Fort Lauderdale
- The City of Oakland Park
- Broward Sheriff's Office
- The City of Palm Beach Gardens
- Jacksonville Transportation Authority
- The City of Dania Beach
- The City of Tamarac I Real Estate Advisor
- Sarasota County
- City of Port St. Lucie
- The City of St. Cloud, Stevens Plantation Improvement Project Dependent Special District
- St. Lucie Public Schools
- Fort Lauderdale Downtown Development Authority
- The City of Wilton Manors



# Suzanne McDonough

SENIOR ASSOCIATE - RESEARCH AND CONSULTING  
Colliers International



[suzanne.mcdonough@colliers.com](mailto:suzanne.mcdonough@colliers.com)

## EDUCATION AND QUALIFICATIONS

MA, English, Technical Communications  
University of Central Florida

Graduate Certificate, Business Writing  
University of Central Florida

BA, English  
University of Miami

## AFFILIATIONS OR MEMBERSHIPS

ICSC, Member

The Commonwealth Institute  
Co-chair membership committee

Palm Beach 'Canes  
Community, Chapter  
Secretary

## CONTACT DETAILS

MOB +1 305 773 9854  
DIR +1 954 652 4627  
FAX +1 954 652 4637

Colliers International  
South Florida, LLC  
200 E Broward Blvd  
Suite 120  
Fort Lauderdale, FL 33301

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

As Senior Associate with Colliers International in the Fort Lauderdale office, she is focused on research, consulting and lease administration for the public institutions group. She brings a depth of market research, project management and business development experience that will be applied toward expanding and enhancing this specialty practice that serves the public sector across the state of Florida.

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers International, Suzanne worked for Stiles Corporation where she served as Business Advisory Manager overseeing business development and market intelligence for the Stiles Realty division. She aided in the tracking, development of new business and presentation materials. Additionally, she supervised the research team and ensured the production of quality market reports and statistics.

Suzanne joined Stiles Realty in 2012 as Research Manager where she was tasked with developing a research platform for the company. As part of her responsibilities she tracked commercial real estate and economic market conditions, assisting in the valuation of properties and site selection for commercial development. She additionally served as a project manager for the implementation of the Customer Relationship Management software Microsoft Dynamics 365 for the company.

Prior to joining Stiles, Suzanne worked for CBRE Research as a Senior Research Analyst, overseeing reporting and analysis processes of eight researchers in seven Florida markets. She started her commercial real estate career at CBRE in 2006 as a Miami Industrial Research intern and was promoted to Research Coordinator, where she focused on the office market in Miami. Suzanne started her career in the education sector working as a secondary language arts teacher in the Miami-Dade Public School System. She also taught two years as a preschool teacher at a private school in Coral Gables.

She earned a Master of Arts in English with a specialization in Technical Communication and a graduate certificate in Business Writing from the University of Central Florida.

## COMMUNITY INVOLVEMENT

Suzanne is involved in a range of passion projects in South Florida. She serves as the co-chair of membership for The Commonwealth Institute, an organization that focuses on advancing women in leadership through peer mentoring and content enriched events. She also serves as the secretary of the board for the University of Miami's 'Canes Community for Palm Beach County.



# Warren Weiser

VICE CHAIRMAN, CAPITAL MARKETS | SOUTH FLORIDA  
Colliers International



[warren.weiser@colliers.com](mailto:warren.weiser@colliers.com)

## EDUCATION OR QUALIFICATIONS

University of Florida,  
BA English

Licensed Florida Real Estate  
Broker

## AFFILIATIONS OR MEMBERSHIPS

International Council of  
Shopping Centers (ICSC)

University of Miami Real Estate  
Advisory Board

---

## CONTACT DETAILS

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Colliers International  
South Florida, LLC  
2121 Ponce de Leon  
Boulevard, Suite 1250  
Coral Gables, FL, 33134

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

Now Vice Chairman, Capital Markets/Florida, Warren oversees a full spectrum of Colliers services including real estate investment sales, capital market transactions and development activities.

## BUSINESS AND BACKGROUND

As the former Co-Founder and Chairman of CREC, Warren brings more than 30 years of real estate industry experience and leadership to Colliers. Under his direction, CREC closed more than \$3 billion in sales transactions and executed more than half a billion in workout assignments. Colliers acquired the leading, independent CRE firm in November of 2018.

While at CREC, Mr. Weiser also served as Chairman of The Continental Group ("TCG"), a residential management company with a total portfolio of 50,000 units. Prior to co-founding CREC and TCG, Mr. Weiser was the Vice President of Development for The Continental Companies for eight years.

Warren has deep roots in the community and is involved in numerous civic and professional organizations. He has served on the University of Miami Real Estate Advisory Board, Downtown Development Authority Board; Switchboard of Miami Board of Trustees; University of Miami Citizen's Board; and Greater Miami Chamber of Commerce.



# Harry Blyden

EXECUTIVE DIRECTOR | CAPITAL MARKETS  
Colliers International



[harry.blyden@colliers.com](mailto:harry.blyden@colliers.com)

## EDUCATION OR QUALIFICATIONS

Master of Business Administration in Finance, Boston University

Bachelor of Business Administration, University of Massachusetts

Licensed Florida Mortgage Broker

Licensed Florida Real Estate Broker

## CONTACT DETAILS

DIR +1 305 779 3176

Colliers International  
South Florida, LLC  
2121 Ponce de Leon Boulevard  
Suite 1250  
Miami, FL 33134

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

Harry A. Blyden joins Colliers with more than 25 years of experience in real estate investment and sales, capital market transactions and asset and portfolio management. As Executive Vice President, Capital Markets, Mr. Blyden provides expert services in sales and financing of commercial real estate, as well as equity placement and structuring of real estate investments for individual and institutional investors, and also leads the receivership team on a variety of workout and receivership assignments.

## BUSINESS AND BACKGROUND

Prior to joining Colliers, Mr. Blyden previously worked at CREC where he completed in excess of \$1 billion of sales and capital market transactions of numerous premier office buildings and shopping centers including but not limited to the \$10 million sale of Heathrow International, a 71,160 SF office building in Orlando, FL; the \$27.35 million sale of Turtle Crossing, a 99,174 SF SuperTarget anchored retail center in Coral Springs, FL; the \$23.1 million sale of El Mercado, a 96,000 sf Publix-anchored shopping center in Miami, FL; and the \$57.5 million sale of 2121 Ponce, a 165,000 SF office building in Coral Gables, FL.

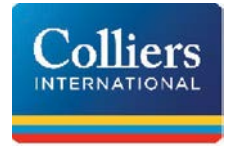
Previously, Mr. Blyden served as Senior Vice President and Director of Asset Management for Terranova Corporation. He also worked with KPMG Consulting in Miami as Senior Manager of the Real Estate and Capital Markets Group, with Stiles Corporation in Ft. Lauderdale as Vice President/Director of Investment Services, and Copley Real Estate Advisors (d/b/a AEW Capital Management) in Boston as a Principal/Senior Portfolio Manager.

Mr. Blyden received his Master of Business Administration in Finance from Boston University and his Bachelor of Business Administration from the University of Massachusetts Amherst. He is a licensed Florida Real Estate Salesperson, Licensed Florida Mortgage Broker and former Certified Public Accountant.



# Bastian Lagerbauer

DIRECTOR  
Colliers International | South Florida



[bastian.lagerbauer@colliers.com](mailto:bastian.lagerbauer@colliers.com)

## QUALIFICATIONS

Florida Real Estate License

## AFFILIATIONS & MEMBERSHIPS

Palm Beach County North Chamber of Commerce

## CONTACT DETAILS

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DIR +1 561 721 1634

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South Florida, LLC  
2385 NW Executive Center Drive  
Suite 350  
Boca Raton, FL 33431

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## AREA OF EXPERTISE

Bastian Lagerbauer is a dedicated Director with a focus primarily on investment sales and landlord representation, providing the highest level of service to his clients throughout the South Florida region. Lagerbauer is proficient in valuating assets of all property types, implementing financial analysis through Argus Enterprise and Excel.

He has been instrumental in the completion of transactions exceeding a combined value of \$150 Million.

Upon completion of a year-long internship at our Colliers Palm Beach Gardens office in 2015, Bastian has become a respected and valued asset to the Capital Markets team in South Florida with exceptional skills and knowledge of the industry.

## PROFESSIONAL ACCOMPLISHMENTS

- Recipient of the 2017 Rising Star Award for Colliers International South Florida
- Earned Argus Enterprise Certification in 2016
- Recognized as an established and knowledgeable researcher and analyst as the author of Colliers International South Florida's market reports for all three retail, industrial and office sectors in Palm Beach, Broward and Miami-Dade counties from 2015-2016

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Bastian made the decision to pursue his Bachelor's Degree in South Florida after graduating from high school in Munich, Germany, his original home. Being the founders of the Colliers International office in Munich, Bastian's family has been connected to the commercial real estate industry for many years. After successfully completing an internship at the Colliers office in Munich, Bastian made the decision to move to the United States and pursue his degrees while also completing a year-long internship from the Colliers Palm Beach Gardens, South Florida office.

Bastian earned his Bachelor's Degree in International Business from Northwood University of Florida in 2015. He also earned his Master of Science in International Real Estate from FIU in 2016. He is now looking to earn his CCIM designation.





# Rich Lillis

EXECUTIVE MANAGING DIRECTOR | HOTELS USA  
Colliers International



[rich.lillis@colliers.com](mailto:rich.lillis@colliers.com)

## EDUCATION OR QUALIFICATIONS

State University of New York  
BS Economics

Licensed Florida Real Estate  
Broker

## AFFILIATIONS OR MEMBERSHIPS

ULI Hospitality & Recreational  
Development Council (HRDC)

## CONTACT DETAILS

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CELL +1 561 716 2228  
FAX +1 561 353 3651

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[www.colliers.com/USHotels](http://www.colliers.com/USHotels)

## AREA OF EXPERTISE

Rich Lillis provides strategic advisory and transaction services to owners, operators and developers of hotel and resort investment properties across the Eastern United States, with special expertise in Florida and the Caribbean.

As National Director of Colliers' Hotel group, Rich leads a nationwide team of lodging transaction experts, sharing best practices and leveraging unique industry insights to deliver great results for their clients. In the dynamic hotel investment market, Rich provides valuable solutions to hotel owners and investors, special servicers, regional lenders, land owners and developers.

## BUSINESS AND BACKGROUND

Rich's diverse background includes a wide range of experience in lodging and finance, paving the way for a unique perspective for the hotel investment advisory. Today, he successfully manages numerous hotel, resort and land transactions for private and institutional owners. Rich is a national lodging investment expert and frequently speaks at industry conferences including ALIS, NYU and NABHOOD. As an integral member of Colliers Asset Resolution Team CART, Rich serves as "Lodging/Hotels Regional Team Leader" for a few key Special Servicer client relationships.

Previously, Rich served as Miami hospitality practice leader for Horwath HTL, an international hotel consultancy firm where he managed hotel and resort transactions and

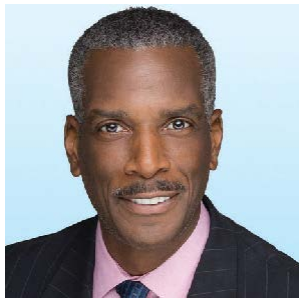
financings throughout Florida and the Caribbean. Prior, at Ocwen Financial Corporation (OCN) of West Palm Beach, Rich asset-managed the bank's large commercial REO portfolio and managed the company's corporate real estate.

Before that, Rich enjoyed an illustrious career in hotel operations, starting as Night Clerk at The Plaza Hotel NYC, followed by management at six Marriott Hotels, Sheraton Plaza Chicago and Doral Arrowwood NY, and as General Manager of Doral Court & Tuscany NYC (now "St. Giles"), Knickerbocker Chicago and Mutiny Miami. Rich and his wife Maureen also owned and operated an acclaimed restaurant in Westport, Connecticut.

Rich graduated with a BS in Economics with honors from State University in New York. Rich is a licensed Florida real estate broker. He resides in Boca Raton, Florida.

## REPRESENTATIVE CLIENTS

- LNR Partners
- Hudson Advisors - Lone Star Funds
- Delaware North Corporation
- The Carlyle Group
- Eightfold Capital
- Ocean Partners
- Rio Partners
- Valley View Bank
- Pacifica Companies
- Marx Realty
- Benenson Capital Partners
- Taurus Investments



# Kevin I. Morris

SENIOR DIRECTOR p A\$\$-0"a \*# H-31',% S#04'!#1  
Colliers International



[kevin.morris@colliers.com](mailto:kevin.morris@colliers.com)

## QUALIFICATIONS

Florida Real Estate  
Broker's License

## CONTACT DETAILS

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FAX +1 954 652 4637

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Fort Lauderdale, FL, 33301

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## AREA OF EXPERTISE

Spearheading the firm's Affordable Housing division, Kevin I. Morris brings more than 20 years of commercial real estate experience to his role for Colliers South Florida.

In the past ten years, he has narrowed his specialty, focusing on affordable housing property transactions. He has experience closing a broad range of project-based deals, including the Homeownership Assistance Program (HAP), Rural Development (RD 515), and Low-Income Housing Tax Credit (LIHTC) which included both General Partner interest transfers and fee simple sales.

Building upon Kevin's foundation of knowledge and experience, the Affordable Housing division is positioned to help clients navigate the complexities of this niche property landscape - including strategic planning issues, development and tax matters, and intricacies of federal, state and local housing programs.

## NOTEWORTHY RECENTLY-CLOSED DEALS

- Ramblewood Apartments / 14 Units HAP, Green Cove Springs, FL
- Landau Apartments / 80 Units HAP, Clinton, SC
- Center Court Apartments / 180 Units LIHTC, Bradenton, FL
- Pembroke Towers Apartments / 100 Units HAP + land, Pembroke Pines, FL

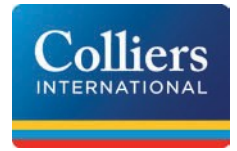
## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers International South Florida, Kevin was Vice President of the Capital Markets Team for CBRE, also specializing in Affordable Housing transactions. Prior to CBRE, he worked for Marcus & Millichap, from 1996 to 2014.



# Jarred Goodstein

Senior Director | Office Services



[jarred.goodstein@colliers.com](mailto:jarred.goodstein@colliers.com)

## QUALIFICATIONS

Florida Real Estate License

## AFFILIATIONS OR MEMBERSHIPS

South Florida Office Brokers Association (SFOBA)

## CONTACT DETAILS

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[www.teamkingsleyrutchik.com](http://www.teamkingsleyrutchik.com)

## AREA OF EXPERTISE

Jarred Goodstein has an extensive background in office lease negotiations, market knowledge, and financial analysis of commercial real estate in South Florida. He specializes in landlord representation and commercial sales of prominent office buildings throughout South Florida as well as leasing advisory services to select occupiers.

## BUSINESS AND EDUCATIONAL BACKGROUND

Jarred joined the Kingsley-Rutchik team at Colliers International after thirteen years as a Senior Associate in the Brokerage Services Division of CBRE, and is now part of a team of ten passionate, driven commercial real estate professionals, offering their expertise to office and industrial occupiers and investors across South Florida. Currently, the team delivers institutional agency leasing services to sixteen clients, as well as occupier advisory services to tenants in South Florida and across the United States

Jarred received his Bachelor of Arts degree in Real Estate from Florida Atlantic University.

## REPRESENTATIVE LANDLORD CLIENTS

- Banyan Street Capital
- C-III Capital
- Cardinal Point Management
- GEM Realty Partners
- Hotwire Communications
- IP Capital
- Ivy Realty
- Naya USA
- Oaktree Capital

## REPRESENTATIVE TENANT/ OCCUPIER RELATIONSHIPS

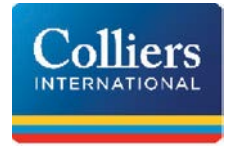
- Aetna Insurance
- Brown & Brown
- Brown Mackie College
- Chewy.com
- CHG
- Christopher & Weisberg
- Comcast
- ECI Telecom
- Fifth Third Bank
- Global Quality
- H & Co. Accounting Services
- Hazen & Sawyer
- iQOR
- Kaplan University
- Microsoft
- Prolexic Technologies
- Rolfes Henry
- US Gas & Electric





# Alfe Hamilton

EXECUTIVE DIRECTOR | OFFICE SERVICES  
Colliers International South Florida



[alfe.hamilton@colliers.com](mailto:alfe.hamilton@colliers.com)

## QUALIFICATIONS

Florida Real Estate License

## AFFILIATIONS OR MEMBERSHIPS

NAIOP South Florida Chapter,  
Board of Directors,  
2016 - 2018

South Florida Office Brokers  
Association (SFOBA)

Leadership Broward  
Class XXXVI

## CONTACT DETAILS

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200 E Broward Blvd.,  
Suite 120  
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## AREA OF EXPERTISE

Alfe Hamilton is a veteran of the commercial real estate industry. He is an office leasing specialist who focuses primarily on landlord/agency assignments for institutional clients.

Alfe is known for providing intellectual and strategic advisory services to his clients and for successfully structuring complex transactions. His leasing portfolio expanded steadily since 2007 and totalled approximately 1.0 million square feet prior to recent dispositions of a clients closed-ended real estate fund.

## BUSINESS AND EDUCATIONAL BACKGROUND

A previous member of the board of directors of NAIOP's South Florida chapter, he is active with the Plantation Chamber of Commerce and the South Florida Office Brokers Association. Before joining Colliers, he was an Executive Vice President for Pointe Group Advisors for 8.5 years and played an instrumental role in transforming the firm from a property management company into a full service commercial real estate firm.

Previously he was COO and managing general partner of an international consumer products company for 12 years, and carried out marketing, sales and customer service for the Orange Bowl Committee and the Doral-Ryder Open. The Arizona State University graduate's commercial real estate career began in college, with marketing jobs at Arizona Building & Development and CB Commercial.

- 2017 NAIOP South Florida Office Lease Transaction of the Year - Finalist
- 2015 Colliers Everest Club inductee. The Everest Club recognizes the performers in the top 10th percentile in Brokerage, Valuation and Corporate Solutions across the Americas.
- 2015 & 2014 NAIOP South Florida Office Broker of the Year Finalist

- In 2015, represented the owner in the sale of a four-building, 247,000 SF suburban office portfolio in Sarasota, FL. In 2017, was part of a team that sold 110,204 SF office tower in downtown Sarasota, FL. In both cases he led the team which retained the leasing and management assignments for these assets.
- Completed leases representing more than 2.0 million square feet with a transaction value in excess of \$200 million.

## LANDLORD REPRESENTATIVE EXPERIENCE

- 6 Building Broward Suburban Office Portfolio - 409,736 RSF
- Gateway Professional Center, Sarasota - 247,530 RSF
- 3 Building St. Petersburg Suburban Office Portfolio - 239,170 RSF
- Tower and Centre 101, Fort Lauderdale - 227,764 RSF
- 200 East Broward, Fort Lauderdale - 225,650 RSF
- Northern Trust Plaza, Sarasota - 110,204 RSF

## TOP TRANSACTIONS

- TA Realty - Gateway Professional Center - SALE - 247,530
- Continental Citrus Corp. - Pointe West Plaza - SALE - 110,204
- Envision Physician Services - 89,143
- General Dynamics - 80,057
- General Dynamics - 73,059
- General Dynamics - 67,259
- Triad Digital Media - 64,634
- eMason - 40,647
- Balfour Beatty Construction - 39,864
- Bar Education (Southeastern College / Kaiser) - 35,863
- Jackson Hewitt - 33,645
- Northern Trust Company



# Alex Brown

EXECUTIVE VICE PRESIDENT | OCCUPIER SERVICES  
Colliers International



[alexander.brown@colliers.com](mailto:alexander.brown@colliers.com)

## EDUCATION OR QUALIFICATIONS

Widener University  
BS Finance & Marketing

Colorado State University  
Skiing

Licensed Florida  
Real Estate Broker

## CONTACT DETAILS

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CELL +1 954 647 3013

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South Florida, LLC  
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Suite 120  
Fort Lauderdale, FL 33301

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## AREA OF EXPERTISE

Alex Brown, Executive Vice President, specializes in corporate tenant representation. Alex partners with both local and national corporations to evaluate and implement their strategic occupancy strategies.

Alex supports clients' real estate portfolios, typically working with the C-suite to optimize the portfolio and to develop future growth strategies.

Alex's focus is corporate, healthcare & medical, technology, and educational clients.

## BUSINESS AND BACKGROUND

As a dedicated tenant representation specialist, Alex has successfully represented the end-users of commercial real estate space in Florida for approximately 20 years, supporting clients' business plans and typically reducing their spend by 15-20%.

Most recently as a Managing Principal with Cresa South Florida, he was instrumental in growing and expanding the South Florida team with the support of Cresa's national tenant representation platform. Throughout his more than 15-year tenure with the firm, Alex transacted in excess of two million square feet of office, education and medical properties on behalf of corporate occupiers.

Alex has conducted state-wide portfolio transaction services on behalf of clients such as Barry University, the University of Phoenix, and Envision Healthcare Corp., among others.

## MEDICAL AND HEALTHCARE CLIENT LIST

Amsurg  
ASCOA - Ambulatory Surgery Centers of America  
Barry University School of Nursing (portfolio)  
Cranial Technologies  
DaVita  
Envision  
Medtronic (Latin AM HQ)  
Millenium Laser  
Patterson Dental Supply  
Radiology Associates  
Sheridan Health  
Sight Trust Eye Institute  
South Florida Hospital and Healthcare Association SFHHA

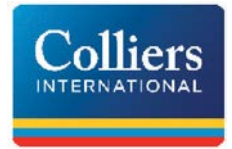
## RECENT TRANSACTIONS

- 89,000 SF office lease for Envision Physician Services in Plantation.
- Approximately 40,000 SF renewal for Global Eagle Entertainment in Miramar.
- New 14,000 SF lease for Union Institute in Hollywood.
- 10,000 SF acquisition for Broward Health.



# Keith Edelman

EXECUTIVE MANAGING DIRECTOR – TENANT ADVISORY  
Colliers International | South Florida



[keith.edelman@colliers.com](mailto:keith.edelman@colliers.com)

## QUALIFICATIONS

Florida Real Estate License

## MEMBERSHIPS & AFFILIATIONS

Greater Miami Chamber of Commerce

Make-A-Wish

Broward County Humane Society Foundation

Indiana University Alumni Association

## SELECT NOTABLE CLIENTS

Apple  
Bentley  
Gresham Smith  
Harley Davidson  
J.P. Morgan  
Kasowitz Benson Torres  
Millicom  
Regus  
Silversea  
XO - A Verizon Company  
Yahoo!

## CONTACT DETAILS

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Colliers International  
Florida, LLC  
2121 Ponce de Leon Boulevard  
Suite 1250  
Coral Gables, FL 33134

## AREA OF EXPERTISE

As Executive Managing Director, Keith Edelman brings 25+ years of industry experience in tenant representation in South Florida. While focusing on his specialty, Keith has developed considerable experience and expertise in marketing, financial analysis, strategy implementation and lease negotiations on behalf of his clients. He has successfully completed sizable transactions with notable clients in the market and continues to be an industry leader in the region.

## NOTABLE ASSIGNMENTS

- Spherion\*: 1,000,000 SF
- AT&T\*: 520,000 SF
- HeartWare\*: 191,000 SF
- AutoNation HQ: 105,000 SF
- Caterpillar\*: 91,000 SF
- Gemaire: 75,000 SF
- Pfizer: 65,000 SF
- Cisco Systems \*: 40,000 SF
- GIA: 43,895 SF
- Brickell Bank: 38,000 SF
- Hollywood Exec Suites: 30,000 SF
- Maersk: 30,000 SF
- LandAmerica: 30,000 SF
- Baxter Healthcare: 25,000 SF
- Automated Healthcare: 24,000 SF
- Sprint-Nextel: 22,000 SF
- TY Lin: 20,500 SF
- Deloitte: 20,000 SF
- Mercantil Commercebank: 19,000 SF
- Accentmarketing: 15,000 SF

(\*multiple transactions)

## PROFESSIONAL ACCOMPLISHMENTS

- Heavy Hitter by the South Florida Business Journal (2011, 2007),
- Costar Power Broker from 2008, 2010
- Top Producer by JLL from 2007-2013

## BUSINESS AND EDUCATIONAL BACKGROUND

Before joining Colliers, Keith served as Principal at Avison Young and as Associate Director with Jones Lang LaSalle's South Florida division with a focus on tenant advisory services. Prior to moving to JLL, he served as a Principal with the Staubach Company in the corporate services division. Throughout his career, Edelman has consistently been recognized as an industry leader.

Keith earned his Bachelor of Arts from the Indiana University.

## COMMUNITY INVOLVEMENT

Keith remains active in the community and is a member of the Greater Miami Chamber of Commerce. He also participates in the Make-A-Wish and Broward County Humane Society Foundations in addition to the Indiana University Alumni Association.



# Scott F. Goldstein

EXECUTIVE MANAGING DIRECTOR – TENANT ADVISORY  
Colliers International | South Florida



[scott.goldstein@colliers.com](mailto:scott.goldstein@colliers.com)

## QUALIFICATIONS

Florida Real Estate License

## MEMBERSHIPS & AFFILIATIONS

Greater Miami Chamber of Commerce

South Florida Office Brokers Association (SFOBA)

## SELECT NOTABLE CLIENTS

Apple  
Gresham Smith  
Harley Davidson  
J.P. Morgan  
Kasowitz Benson Torres  
Millicom  
Regus  
Silversea  
XO - A Verizon Company  
Yahoo!

## CONTACT DETAILS

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2121 Ponce de Leon Boulevard  
Suite 1250  
Coral Gables, FL 33134

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

Joining Colliers International as Executive Managing Director, Scott Goldstein brings 20+ years of commercial real estate experience specializing in tenant representation. Over his storied career, he has honed his skills and developed an exceptional level of expertise in office site selection, evaluation and lease negotiations on behalf of clients in the professional services, technology and governmental sectors.

## NOTABLE ASSIGNMENTS

- Spherion\*: 1,000,000 SF
- AT&T\*: 520,000 SF
- HeartWare\*: 191,000 SF
- AutoNation HQ: 105,000 SF
- Caterpillar\*: 91,000 SF
- Gemaire: 75,000 SF
- Pfizer: 65,000 SF
- Cisco Systems \*: 40,000 SF
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- Brickell Bank: 38,000 SF
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- LandAmerica: 30,000 SF
- Baxter Healthcare: 25,000 SF
- Automated Healthcare: 24,000 SF
- Sprint-Nextel: 22,000 SF
- TY Lin: 20,500 SF
- Deloitte: 20,000 SF
- Mercantile Commercebank: 19,000 SF
- Accentmarketing: 15,000 SF

(\*multiple transactions)

## PROFESSIONAL ACCOMPLISHMENTS

- Recognized as an Up & Comer by The Real Deal magazine
- Costar Power Broker from 2008-2018
- Top Producer by JLL from 2008-2015

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Scott served as Principal at Avison Young with a focus on tenant advisory services while also sharing his expertise as Co-Chairman of the Avison Young Tenant Representation Florida Affinity Group.

Additionally, he served at JLL as Senior Vice President in the South Florida region. Scott had previously been named Transaction Account Manager with CBRE, where he was recognized as the youngest employee in the history of the firm to achieve this position.

Goldstein earned his Bachelor of Arts and Sciences from the University of Central Florida.

## COMMUNITY INVOLVEMENT

Scott is committed to the real estate industry as well as his community and is an active member of the South Florida Office Brokers Association and the Greater Miami Chamber of Commerce.



# Steven Wasserman SIOR

EXECUTIVE MANAGING DIRECTOR  
Colliers International



[steven.wasserman@colliers.com](mailto:steven.wasserman@colliers.com)

## QUALIFICATIONS

Florida Real Estate License

Society of Industrial and  
Office Realtors (SIOR)

Colliers Logistics and  
Transportation Team

## CONTACT DETAILS

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Florida, LLC  
200 East Broward Boulevard  
Suite 120  
Fort Lauderdale, FL 33301

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## AREA OF EXPERTISE

Steven Wasserman serves as Executive Managing Director at Colliers International and is one of the team leaders in the Florida Industrial Services Group. Mr Wasserman has a diversified industrial practice where he represents institutional property owners in leasing and strategic advice. Additionally, he works with local owner users in advising them on their strategic expansion and disposition.

## EDUCATION AND AFFILIATIONS

Mr. Wasserman earned a Bachelor of Business Administration from the University of Miami. He attended Florida Atlantic University for a Master's in Business Administration.

He is an active member of the Junior Achievement Fellows Program, Society of Industrial and Office Realtors (SIOR) and is the Chairman of the Council for Educational Change. Mr. Wasserman won the 2018 Business Partner of the year for Broward Schools for his work at Dillard High School.

## EXPERIENCE

With over 39 years of experience in the South Florida market, Mr. Wasserman has dealt with a broad number of complex transactions; from build to suit, land development, environmental, and acquisition and disposition of specialized properties. He has marketed a 200-acre business park, two million square feet of institutional leasing and sold hundreds of thousands of square feet of owner/user properties.

## FEATURED CLIENT LIST

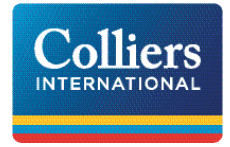
- Prologis
- Link Industrial/ Blackstone
- Bridge Development Partners
- Cabot Property Group
- Elion Partners
- First Industrial
- Duke Realty
- Hoerbiger Corporation of America
- CTS Engines
- Sintavia
- Brookfield Asset Management
- Bank United
- Universal Forest Products
- AT Kearney
- Alix partners





# Erin Byers

DIRECTOR  
Colliers International Florida



[erin.byers@colliers.com](mailto:erin.byers@colliers.com)

## QUALIFICATIONS

Florida Real Estate License

## CONTACT DETAILS

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B\*4"G Suite 9:50  
C-0a\* Ga \*#1, FL  
331;<

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

Erin Byers serves D'0#!2-0 at Colliers International and is part of the South Florida Industrial Services Group. Mrs. Byers is responsible for servicing institutional property owners in leasing and strategic consulting.

## EDUCATION AND AFFILIATIONS

Prior to transitioning to a brokerage role, Mrs. Byers served as the Director of Leasing and Administration. In this role she was responsible for listing management, business development and management within the marketing department.

She attended Florida International University in pursuit of her Bachelors in Business degree and is a member of the Alpha Omicron Pi Fraternity. Additionally, she currently serves as a Board Member of CIASF and is an active participant of United Way Young Leaders.

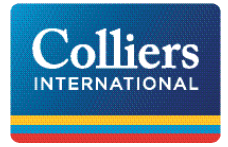
## EXPERIENCE

For the past 11 years, Mrs. Byers has specialized in Leasing and Sales in the South Florida market. She focuses on providing her clients with an unprecedented level of service by focusing on their real estate needs and best interests'. Her experience includes build to suits, site selection and complex tenant improvement projects.

Her experience has resulted in multiple significant transactions and savings for her clients. Her experience includes lease administration, lease abstracts, prospect tracking and identification, marketing plan implementation, asset disposition, headquarters relocation and transaction analysis.

## FEATURED CLIENTS

- Bridge Development
- Blackstone
- Cabot Property Group
- Duke Realty
- Elion Partners
- Guardian Life
- LNR Partners
- Prologis
- Marine Harvest
- Florida East Coast Realty
- JM Smucker
- Agility Logistics
- Ingram Micro
- Outfront Media



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## REPRESENTATIVE CLIENTS AND PROJECTS

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Represented JM Smuckers on the disposition and relocation of their 130,000-SF facility in Doral, FL

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Represented Ingram Micro in the relocation of their 200,000-SF office

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Retained by Samsung to handle the relocation of their Latin American headquarters, to a new 10,000-SF class A office facility

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Sold a 170,000-SF industrial building to Megacenter and was then retained by the new owner to lease the building

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Represented AvNet in a 103,000-SF lease with KTR

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Represented Agility Logistics in a 95,000-SF lease with Prologis

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Represented Synnex in a 60,000-SF lease with Prologis

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Selected by the Federal Reserve Bank to lease and manage their highly sensitive and unique real estate holdings in South Florida

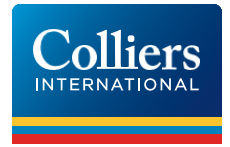
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# Alan Esquenazi

EXECUTIVE DIRECTOR | RETAIL SERVICES  
Colliers International



[alan.esquenazi@colliers.com](mailto:alan.esquenazi@colliers.com)

## EDUCATION OR QUALIFICATIONS

University of Florida  
BS

Licensed Florida Real Estate  
Broker

## AFFILIATIONS OR MEMBERSHIPS

International Council of  
Shopping Centers (ICSC)

Certified Commercial  
Investment Member CCCIM)

## CONTACT DETAILS

DIR +1 305 779 3164

Colliers International  
South Florida, LLC  
2121 Ponce de Leon  
Boulevard, Suite 1250  
Coral Gables, FL, 33134

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

As the Executive Director | Retail Services at Colliers South Florida, Alan specializes in working with anchor and junior anchor retailers, food and drug retailers, restaurateurs, and entertainment venues. Having worked in the commercial real estate business for over three decades, Alan is actively involved in all facets of the business including tenant representation, investment sales, development, landlord representation and land sales. He has successfully developed and leased countless square feet of new shopping centers throughout his career and has leased or sold over 10 million square feet over the past decade.

## BUSINESS AND BACKGROUND

Prior to joining Colliers, Alan was a Partner at CREC - a leading, independent, commercial real estate company operating throughout Florida. Previously, he was Senior Vice President at Terranova Corporation.

Mr. Esquenazi received his Bachelor of Science degree in Marketing from the University of Florida and is a Licensed Florida Real Estate Broker.





# Dave Preston

EXECUTIVE MANAGING DIRECTOR | RETAIL SERVICES  
Colliers International



[dave.preston@colliers.com](mailto:dave.preston@colliers.com)

## EDUCATION OR QUALIFICATIONS

Bachelor's Degree, University of Florida

Licensed Florida Real Estate Broker

## AFFILIATIONS OR MEMBERSHIPS

International Council of Shopping Centers (ICSC)

## CONTACT DETAILS

DIR +1 786 517 4972  
MOB +1 786 384 1320

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South Florida, LLC  
801 Brickell Avenue,  
Suite 850  
Miami, FL 33131

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## AREA OF EXPERTISE

As Executive Managing Director | Retail Services, Dave Preston brings more than sixteen years of experience working in retail commercial real estate in South Florida, primarily representing major retailers, restaurants, and financial institutions on multi-unit rollouts, in addition to urban and suburban landlord representation, acquisition, disposition, investment sales, and development.

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers International, Mr. Preston worked for eight years at Newmark Knight Frank, where he spearheaded South Florida's retail leasing team. Previous to Newmark, he worked for six years in the leasing department of a leading regional commercial real estate firm, where he gained valuable experience in both landlord and tenant representation, responsible for leasing and overseeing over one million square feet of shopping center space early in his career.

Over the course of his career, Mr. Preston has been responsible for retail lease and sale transactions totaling more than 425,000 square feet and valued in excess of \$365.0 million. He has completed transactions for such current and past clients including Automotion, BankUnited (BKU), Benihana, Inc. (BNHN), City National Bank, EQ3, Franklin Templeton (BEN), Yolk, Anna's Linens, SportClips, Havertys (HVT), Orvis, Pieology, Banco Popular, BB&T (BBT), TA Realty and BVT.

Mr. Preston is an active member of the International Council of Shopping Centers (ICSC) and is a past chairman of ICSC's Miami-Dade event planning committee.

A Miami native, Mr. Preston received his bachelor's degree from the University of Florida.



# Jenny Gefen

DIRECTOR | RETAIL SERVICES  
Colliers International



[jenny.gefen@colliers.com](mailto:jenny.gefen@colliers.com)

## EDUCATION OR QUALIFICATIONS

Bachelor of Business Administration, Florida International University

Licensed Florida Real Estate Broker

## AFFILIATIONS OR MEMBERSHIPS

International Council of Shopping Centers (ICSC)

## CONTACT DETAILS

DIR +1 786 517 4974  
MOB +1 305 335 8377

Colliers International  
South Florida, LLC  
801 Brickell Avenue,  
Suite 850  
Miami, FL 33131

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

Jenny Gefen joined Colliers International in 2019 as Director | Retail Services in the firm's Miami-Brickell office, where she focuses on advisory services support for local and national tenants. Ms. Gefen specializes in new business development, site selection management and strategic real estate planning, and she has deployed this expertise across multiple disciplines and geographic regions.

Ms. Gefen has worked with a roster of marquis clients including Bolay, Checkers, Del Taco, Golftec, Jersey Mike's, Pieology, Salata, Tapout and Yolk, to name a few. Besides assisting corporate clients, she has experience advising both private equity and high-growth companies in their expansions.

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Ms. Gefen worked at Newmark Knight Frank and one of the top-producing teams at Cushman & Wakefeld, representing Fortune 500 companies and other major users throughout the state of Florida.

Ms. Gefen is a licensed real estate salesperson and an active member of the International Council of Shopping Centers (ICSC). Ms. Gefen has a Bachelor of Business Administration degree from Florida International University.



# Verity Mosquera MBA

RESEARCH & CONSULTING MANAGER  
Colliers International



[verity.mosquera@colliers.com](mailto:verity.mosquera@colliers.com)

## EDUCATION AND QUALIFICATIONS

MBA, International Business  
St. Thomas University

LLB Law  
Anglia Ruskin University

## AFFILIATIONS OR MEMBERSHIPS

Urban Land Institute (ULI)

## CONTACT DETAILS

MOB +1 954 249 3974  
DIR +1 954 652 4611  
FAX +1 954 652 4637

Colliers International  
South Florida, LLC  
100 NE 3rd Ave  
Suite 780  
Fort Lauderdale, FL 33301

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

Accomplished business analyst and project manager, Verity Mosquera, uses her experience in analytics, leadership and international business to monitor the global economy and its impact on the commercial real estate market.

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers International, Verity worked for The Washington Economics Group, Inc., where she led a team of eight economists as Manager of Client Services to prepare detailed economic impact analyses of a number of high-profile transportation and real estate projects in South Florida including SkyRise Miami and All Aboard Florida. Other notable South Florida clients she has worked with include Tate Capital, Odebrecht, Miami-Dade Expressway Authority and the International Speedway Corporation.

Previously, Verity was a data analyst for Equity Insurance in Brentwood, UK, and served in the office of the Dean at St. Thomas University's School of Business in Miami Gardens, Florida.

Verity earned a Masters of Business Administration with a focus on International Business from St. Thomas University, and a Bachelor of Laws from Anglia Ruskin University's School of Law in London. Verity is currently earning her Commercial Property Research Certification (CPRC) through Colliers University.

## PROFESSIONAL ACCOMPLISHMENTS

Verity played an instrumental role in the research, analysis and management of the following sample economic impact studies:

- Economic Impacts of the All Aboard Florida Intercity Passenger Rail Project
- The Economic Impacts of the MDX FY 2015-2019 Five Year Work Program: Providing Mobility Solutions to the Miami Dade County Community

## COMMUNITY INVOLVEMENT

Verity has a passion for teaching and mentoring. While earning her MBA at St. Thomas University, Verity served as president of Future Business Leaders of America - Phi Beta Lambda and spoke numerous times on business and women career issues. She is the recipient of the Outstanding Graduate Award and the Women in Leadership Award in recognition to her commitment to St. Thomas University.

Most recently, Verity served as an adjunct professor for Miami Dade College School of Business teaching Principles of Management to undergraduate students pursuing their Bachelor's degree in Business Administration.



# Kris Mitchell CPMC

MARKETING MANAGER | SOUTH FLORIDA  
Colliers International



[kris.mitchell@colliers.com](mailto:kris.mitchell@colliers.com)

## EDUCATION OR QUALIFICATIONS

Commercial Property Marketing Certification (CPMC)

## CONTACT DETAILS

DIR +1 954 652 4601  
MOB +1 954 857 8240  
FAX +1 954 652 4637

Colliers International  
South Florida, LLC  
100 NE 3rd Avenue, Suite 780  
Fort Lauderdale, FL, 33301

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

Kris has over seven years of experience in client service and marketing. As Marketing Manager, he is responsible for leading marketing for the South Florida region and supporting brokers and clients in four key marketing areas that include pitches & presentations, property marketing, positioning, and internal & external communications. He is also the content manager for the firm's South Florida website. Kris is responsible for site updates, maintenance and improvements, as well as, online lead generations and search engine optimization.

Kris has been instrumental in the creation and implementation of new marketing templates for the South Florida team. He also works alongside market leaders in creating digital and print advertising, including property, lead generation, recruitment and website campaign ads.

## PROFESSIONAL ACCOMPLISHMENTS

- Introduced a cloud-based electronic signatures platform to improve efficiency and in turn, extend that great experience to our clients
- Created and implemented new marketing templates
- Improved overall SEO performance for the firm's website within three months of implementation including a 200% increase in organic page views
- Received his Commercial Property Marketing Certification (CPMC) through Colliers University

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Kris was the Store Manager for FedEx Office in Hollywood FL, where he oversaw the center's daily operations. His main goal as a store manager was to grow and develop his team as future leaders of the company. He also worked at Bank of America as a Customer Relationship Manager where he was responsible for allocating modifications for homeowners who are behind on their mortgage. Kris is currently pursuing his Bachelor's Degree in Advertising/Marketing. He also earned his Commercial Property Marketing Certification (CPMC) through Colliers University.

## COMMUNITY INVOLVEMENT

Kris is actively involved in his Church Community. He served as a team leader for the Youth at his Church planning activities and events to help encourage young teens to be involved in music arts.

Kris also works with the church by participating in their community events such as the "Feed the City" and "Serve the City," to give back to less fortunate families and organizations.

# VENDOR QUESTIONNAIRE

*21. Has your firm ever been terminated from a contract within the last three years? If yes, specify details in attached written statement.*

Colliers has had no terminations due to dispute or for cause. All terminations have been due to change of ownership entities and/or leasing agents.



## VENDOR REFERENCE VERIFICATION FORM

REQUEST FOR QUALIFICATION-RFQ No. BLD2121763Q1 GENERAL REAL ESTATE SERVICES				
Reference For (hereinafter, "Vendor"):	Colliers International Florida LLC			
Reference Date:	10/1/2020			
Organization/Firm Providing Reference:	City of Dania Beach			
Contact Name:	Thomas J. Ansbro			
Contract Title:	City Attorney, City of Dania Beach			
Contact Email:	tansbro@daniabeachfl.gov			
Contact Phone:	954-924-6800 ext. 3635			
Name of Referenced Project:	Beach revitalization and City Center redevelopment			
Contract Number:				
Date Range of Services Provide:	Start Date: December 2018	End Date: On-going		
Project Amount:	\$0			
Vendor's Role in Project:	<input checked="" type="checkbox"/> Prime	<input type="checkbox"/> Subconsultant/Subcontractor		
Would you use this Vendor again?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No		
If you answered no to the question above, please specify below: (attach additional sheet if needed)				
Description of services provided by Vendor, please specify below: (attach additional sheet if needed)				
See attached project description.				
Please rate your experience with the referenced Vendor via checkbox:	Needs Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service:				
Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Vendor's Organization:				
Staff Expertise:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Professionalism:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Turnover:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Timeliness of:				
Project:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Project completed within budget:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Cooperation with:				
Your Firm:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Subcontractor(s)/Subconsultant(s):	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Regulatory Agency(ies):	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<small>All information provided to Broward County is subject to verification. Vendor acknowledges that inaccurate, untruthful, or incorrect statements made in support of this response may be used by the County as a basis for rejection, rescission of the award, or termination of the contract and may also serve as the basis for debarment of Vendor pursuant to Section 21.119 of the Broward County Procurement Code.</small>				
<b>***THE SECTION BELOW IS FOR COUNTY USE ONLY***</b>				
Verified via: <input type="checkbox"/> Email <input checked="" type="checkbox"/> Verbal	Verified by:		Division:	
			Date:	



**VENDOR REFERENCE VERIFICATION FORM**

REQUEST FOR QUALIFICATION-RFQ No. BLD2121763Q1 GENERAL REAL ESTATE SERVICES				
Reference For (hereinafter, "Vendor"):	Colliers International Florida LLC			
Reference Date:	10/1/2020			
Organization/Firm Providing Reference:	City of Fort Lauderdale			
Contact Name:	Luisa Agathon			
Contract Title:	Assistant to the City Manager			
Contact Email:	lagathon@fortlauderdale.gov			
Contact Phone:	954-828-5271			
Name of Referenced Project:	Comprehensive Real Estate Services			
Contract Number:	RFP 975-11940			
Date Range of Services Provide:	Start Date: October 2017	End Date: Present		
Project Amount:	\$0			
Vendor's Role in Project:	<input checked="" type="checkbox"/> Prime	<input type="checkbox"/> Subconsultant/Subcontractor		
Would you use this Vendor again?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No		
If you answered no to the question above, please specify below: (attach additional sheet if needed)				
Description of services provided by Vendor, please specify below: (attach additional sheet if needed)				
Real Estates services inclusive of lease administration, land acquisition, and surplus of city-owned properties.				
Please rate your experience with the referenced Vendor via checkbox:	Needs Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service:				
Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Vendor's Organization:				
Staff Expertise:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Professionalism:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Turnover:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Timeliness of:				
Project:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Project completed within budget:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Cooperation with:				
Your Firm:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Subcontractor(s)/Subconsultant(s):	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Regulatory Agency(ies):	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<i>All information provided to Broward County is subject to verification. Vendor acknowledges that inaccurate, untruthful, or incorrect statements made in support of this response may be used by the County as a basis for rejection, rescission of the award, or termination of the contract and may also serve as the basis for debarment of Vendor pursuant to Section 21.119 of the Broward County Procurement Code.</i>				
<b>***THE SECTION BELOW IS FOR COUNTY USE ONLY***</b>				
Verified via: <input type="checkbox"/> Email <input checked="" type="checkbox"/> Verbal	Verified by:		Division:	
			Date:	