

**MONTROSE URBAN RENEWAL AUTHORITY (MURA) BOARD of COMMISSIONERS
MEETING**

Wednesday, June 26, 2024 2:00 PM

City of Montrose City Council Chambers 107 S.

Cascade Avenue, Montrose, CO



AGENDA

- 1) **CALL TO ORDER**
 - Executive Director Bill Bell
- 2) **THE PLEDGE OF ALLEGIANCE**
- 3) **APPOINTMENT TO FILL VACANCY - Jim Haugsness, At-Large Representative**
- 4) **ROLL CALL**
 - Secretary/Deputy City Clerk Briceida Ortega
- 5) **MURA BOARD OFFICER APPOINTMENTS - President, Vice-President, Secretary**
- 6) **CALL FOR PUBLIC COMMENT**

The “Call for Public Comment” agenda item is a time when concerned members of the community may publicly voice their concerns and discuss items of interest. Please note that no formal action will be taken on the matters raised during this time. Comments made during this time should be addressed to the MURA Board of Commissioners and pertain to matters of at least general importance to the Montrose Urban Renewal Authority and its operations. Please be aware that neither the MURA Board nor staff are expected to respond or engage in discussion or debate. Personal attacks and disagreements, personnel and employment matters, the use of profanity or ethnic, racial or gender-oriented slurs are prohibited, as is any “disorderly conduct” that violates state or local law and shall not be permitted.
- 7) **CONSIDERATION OF MINUTES**
 - Deputy City Clerk Briceida Ortega

Action: Consider making a motion to approve the minutes of the April 10, 2024 regular MURA Board meeting as presented.
- 8) **TIF EXPENDITURE UPDATE AND FINANCIALS REVIEW**
 - City Engineer Scott Murphy
- 9) **INCENTIVES FUNDING FORMULA DISCUSSION**
 - Executive Director Bill Bell
- 10) **EXTENDED STAY HOTEL REVIEW AND APPROVAL OF INCENTIVES**
 - Jeff Lamont, Lamont Companies, Inc. and John Stueber, Summit Capital
- 11) **GREENLINE MIXED USE PROJECT REVIEW AND APPROVAL OF INCENTIVES**
 - Rob Mackenzie, Greenline Ventures
- 12) **PARKHOUSE PROJECT INTRODUCTION**
 - Sean Killeen and Jared McCullough
- 13) **SCHEDULE FUTURE MEETINGS**
- 14) **ADJOURNMENT**

Montrose Urban Renewal Authority
April 10, 2024

A regular meeting of the Montrose Urban Renewal Authority (MURA) Board of Commissioners was held on Wednesday, April 10, 2024, at 2:00 p.m. in the City Council Chambers, located in Elks Civic Building at 107 S. Cascade Avenue. Said meeting was posted in accordance with the Sunshine Law.

PRESENT: Barbara Bynum, J. David Reed, Dave Frank, Doug Glaspell, Ed Ulibarri, Brad Hughes, Stephen Bush, Executive Director William Bell

ABSENT: Tad Rowan, Allison Howe

GUESTS: Graham Anderson, David Dragoo, Doug Dragoo, Gail Marvel, Briceida Ortega, Rob MacKenzie, Tucker Johnson, Anthony Russo

CALL TO ORDER

The meeting was called to order at 2:00 p.m. by Chairperson Barbara Bynum.

PLEDGE OF ALLEGIANCE

The Pledge of Allegiance was recited.

ROLL CALL

Board members Barbara Bynum, J. David Reed, Dave Frank, Doug Glaspell, Ed Ulibarri, Brad Hughes, Stephen Bush, and Executive Director William Bell were present.

Tad Rowan and Allison Howe were absent.

CHANGES TO THE AGENDA, INCLUDING ADDITIONS AND DELETIONS

No changes were made to the agenda.

CALL FOR PUBLIC COMMENT

No comments.

CONSIDERATION OF MINUTES

The MURA Board considered the minutes of the February 14, 2024, regular MURA board meeting.

A motion was made by Dave Frank, seconded by Doug Glaspell, to approve the minutes of the February 14, 2024, regular MURA Board meeting as presented. All voted yes. Motion passed.

TIF EXPENDITURE UPDATE

City Engineer Scott Murphy provided an update on current TIF expenditures within the Colorado Outdoors development.

Scott Murphy shared that Shelter Distilling has finished their reimbursements. They are still working on their site, but our contributions have been maxed out. Basecamp might not be using the remaining \$2,000 that they have left.

Scott reviewed the annual revenue figures provided by Finance Director Shani. Stephen Bush expressed a desire to see an actual balance. Executive Director William Bell and Scott Murphy clarified that the \$324,000 shown on the previous page represents the total out-of-pocket expenditures minus promissory notes. The MURA board requested that the graphs be simplified to clearly display actual expenditures and revenues to date. Barbara Bynum requested that the same format of graphs be maintained, with the addition of a projections graph.

PROJECT RIVER'S EDGE

Executive Director William Bell provided a summary of the Project River's Edge. Rob Mackenzie of Greenline Ventures reported that Greenline owns a 3.5-acre parcel at Colorado Outdoors. They plan to develop a mixed-use project with 10,000 square feet of commercial/retail space and 76,706 square feet for multifamily dwellings. Mr. Mackenzie indicated they aim to break ground in 2025 and have received preliminary pricing from Shaw Construction.

Tucker Johnson discussed the project's design and presented a diagram of River's Edge. The original plan includes 10,000 square feet of retail space, 96 multifamily rental units, and on-street parking on Mayfly. Mr. Johnson reviewed the floor plans for the multifamily units, which are planned as three-story market-rate units. Rob Mackenzie outlined the milestone dates, with construction expected to start in February/March 2025 and project completion targeted for August 2026.

Dave Frank clarified that Project Greenline encompasses only one commercial space and the mixed-use residential units. Barbara Bynum noted that item 8 of the agenda had been addressed and they would now proceed to discuss a different project. David Dragoo from Colorado Outdoors reported that they own the land adjacent to Project Greenline and plan to build a retail center with two buildings, each 1,000 square feet.

Ed Ulibarri inquired about the impact of these projects on downtown businesses. David Dragoo responded that the main street spaces are larger, while the retail shops at Colorado Outdoors will be smaller. Dave Frank added that a recent conference highlighted how beneficial such developments can be for communities.

DEVELOPMENT UPDATE

David and Doug Dragoo reported that Shelter Distilling is targeting a May opening. Toasty, a breakfast venue adjacent to Trattoria, is aiming to open in late spring, and HotWorx plans to open in mid-May.

Doug Glaspell left the meeting at 3:03 PM.

David Dragoo noted that Fairfield Inn will open on April 18, with a grand opening slated for May or June. Ed Ulibarri inquired about the tax implications for the medical building at Colorado Outdoors. Stephen Bush explained that since the foundation was completed by January 1, the value of the land and the foundation—constituting 10-15% of the overall valuation—will be included in the 2024 tax assessment, payable in 2025.

Stephen Bush requested updates on the medical facility and Project Lollipop, questioning whether they will proceed. David Dragoo responded that he is not involved in those projects and has limited information. He mentioned that the Pediatrics facility has paused its development due to high costs, exceeding \$700 per square foot, which is substantial for a pediatric center. They are currently reassessing their costs to determine feasibility. Stephen inquired if they still plan to move into Colorado Outdoors. Anthony Russo shared that he spoke with Peter from the Pediatrics Facility, who affirmed their intent to come to Colorado. They are exploring Medicaid reimbursement options and still own the property.

Ed Ulibarri shared that he supports Project Greenline and the retail center.

The next MURA meeting is scheduled for May 22, 2024 from 2:00 to 4:00 PM.

ADJOURNMENT

A motion was made by Barbara Bynum, seconded by Dave Frank, to adjourn the meeting at 3:13 p.m. with no further action taken. All voted yes. Motion passed.

ATTEST:

Barbara Bynum, Chairperson

William E. Bell, Executive Director

TABLE 1
Montrose Urban Renewal Authority
Summary of MURA Expenditures to Date
Rev. 6/13/2024

Work Element	Promissory Note Date	Promissory Note Amount	Contract or Expense Authorization Date	Contract or Expense Authorization	Consultant/ Contractor	Expenses to Date	Anticipated Outstanding Expenses	Grant Revenues (Where Applicable)	Total Anticipated Out of Pocket Expense ^(a)	
Stantec/Black Mtn. Design Reimbursements	5/11/2017	\$353,759.55	5/11/2017	\$353,759.55	Black Mtn. Reimbursements	\$353,759.55	\$0.00		\$353,759.55	
Phase I Civil Design	6/5/2017	\$552,570.00	6/5/2017	\$462,370.00	Del-Mont Consultants	\$462,118.83	\$0.00		\$462,118.83	
Phase I Design Incidentals				\$90,200.00	P. Hayes et. al.	\$90,207.73	\$0.00		\$90,207.73	
Uncompahgre River Improvements Design	7/24/2017	\$121,951.00	7/24/2017	\$146,881.00	Ecological Resource Consultants	\$146,881.00	\$0.00	\$21,300.00	\$125,581.00	
Sewer Materials Direct Purchase	10/5/2017	\$6,750,000.00	11/16/2018	\$413,208.24	Winwater GJ Pipe	\$417,329.40	\$0.00		\$417,329.40	
Phase I Civil Design Change Order			1/2/2018	\$95,250.00	Del-Mont Consultants	\$80,292.90	\$0.00		\$80,292.90	
Phase I Design Incidentals Change Order				\$10,175.00	P. Hayes	\$10,175.00	\$0.00		\$10,175.00	
Power Utilities				\$1,080,000.00	DMEA	\$676,916.84	\$0.00		\$676,916.84	
Natural Gas Utilities				\$375,000.00	Black Hills Energy	\$371,016.09	\$0.00		\$371,016.09	
SCADA and Hot Tap				\$43,115.00	Multiple	\$42,860.00	\$0.00		\$42,860.00	
Survey and Const. Support				\$274,100.00	Del-Mont Consultants	\$172,327.95	\$0.00		\$172,327.95	
Entrance Drives/Access Road Along Mayfly				\$204,459.60	Rundle Const. Ridgway Valley Ent.	\$188,747.02	\$0.00		\$188,747.02	
Support/Planning Services				-	Multiple	\$148,704.73	\$0.00		\$148,704.73	
Phase I Construction - Base Bid				\$4,254,692.00	Ridgway Valley Ent.	\$3,346,750.69	\$0.00		\$3,346,750.69	
Phase I Construction - Bid Alternates						\$665,116.82	\$0.00		\$665,116.82	
Fairfield Hotel Horiz. Site Improvements			Savings		1/21/2020	\$600,000.00	LaMont Companies	\$600,000.00	\$0.00	
Mayfly Site Horiz. Site Improvements	10/15/2018	\$805,937.09	10/15/2018	\$805,937.09	Black Mtn. Capital	\$653,078.89	\$0.00		\$653,078.89	
Phase I River Construction	3/6/2019	\$1,100,000.00	2/3/2020	\$1,600,000.00	ERC/Naranjo	\$1,602,969.34	\$0.00	\$784,588.00	\$818,381.34	
Phase II Infrastructure Civil Design	Savings		1/14/2020	\$111,300.00	Del-Mont Consultants	\$88,716.68	\$0.00		\$88,716.68	
Colorado Yurt Horizontal Site Imp.	4/7/2021	\$853,935.00	4/7/2021	\$853,935.00	Alcorn Const.	\$853,935.00	\$0.00		\$853,935.00	
Basecamp Apt. Horiz. Site Imp.	6/16/2021	\$1,367,000.00	6/16/2021	\$1,367,000.00	Misc.	\$1,363,381.60	\$0.00		\$1,363,381.60	
Flex Buildings Horizontal Site Imp.	10/20/2021	\$1,100,000.00	10/20/2021	\$1,100,000.00	Black Mtn/Shaw	\$1,100,000.00	\$0.00		\$1,100,000.00	
Shelter Distilling Horiz. Site Improvements	(b)	-	6/2/2022	\$700,000.00	Shaw	\$700,000.00	\$0.00		\$700,000.00	
TOTAL (No Interest)		\$13,005,153					\$14,135,286	\$0	\$805,888	\$13,329,398
TOTAL INCL. INTEREST TO DATE (To 6/13/2024) ^(c)		\$16,216,112								

(a) Expenses to Date + Outstanding Expenses - Grant Revenues

(b) No promissory note utilized. Project to be paid using savings from previous promissory notes as available and MURA fund balance

(c) Interest calculated at 4% compounded annually from date of promissory note

(d) Total Anticipated Out of Pocket Expense - Total Promissory Notes

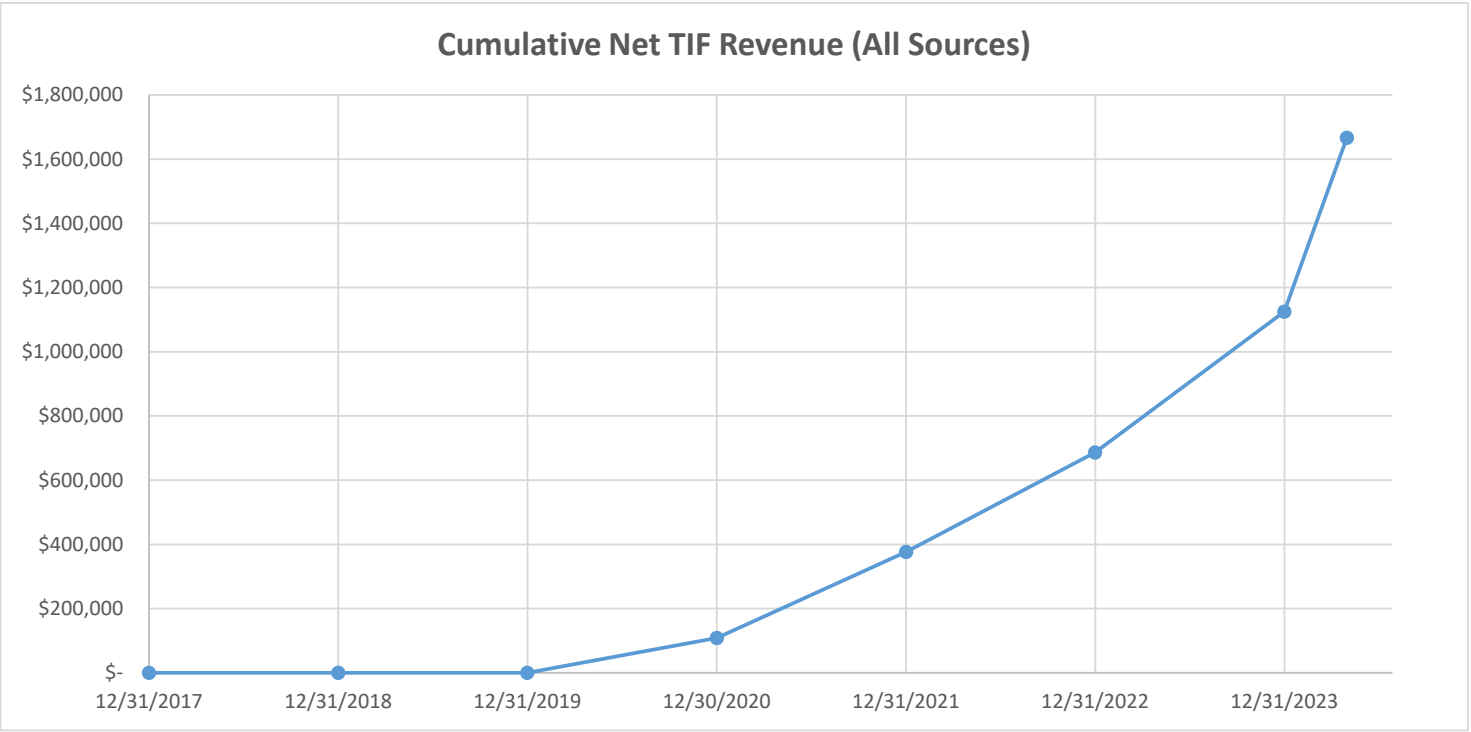
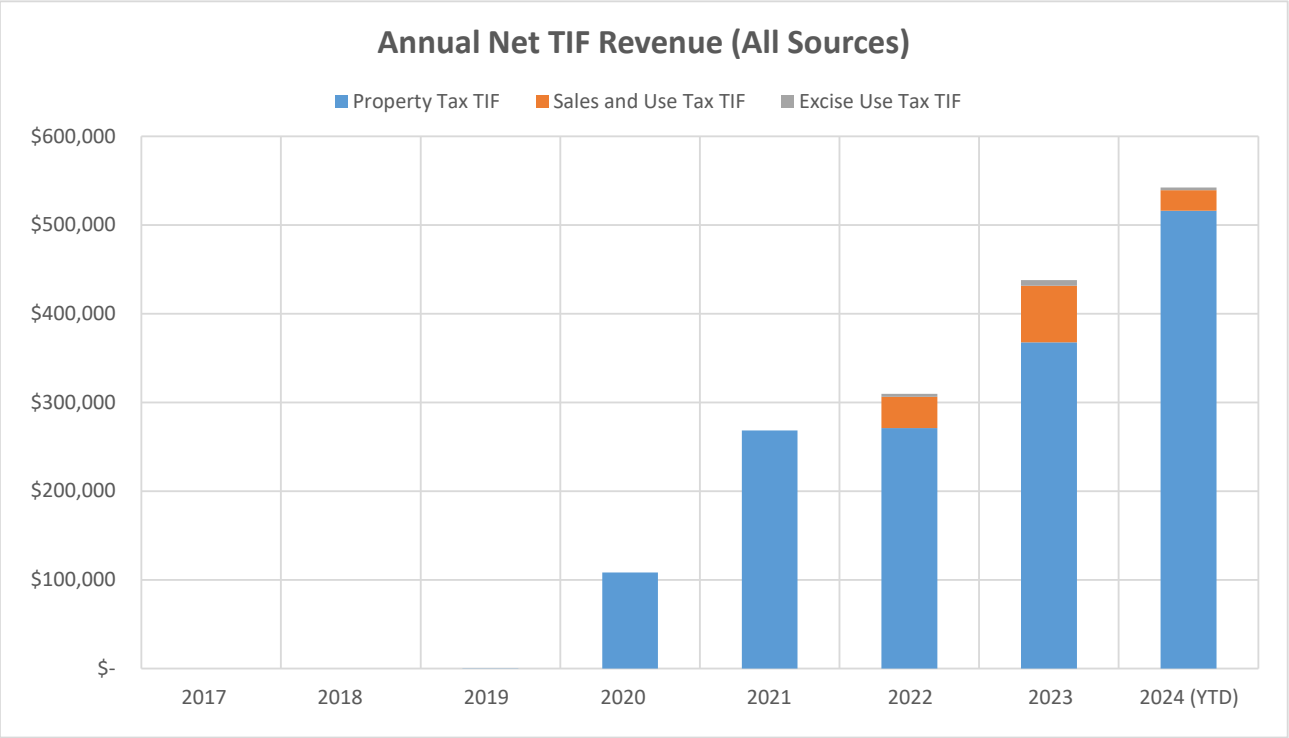
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EXPENDITURE BALANCE (TO BE FUNDED BY MURA REVENUE) ^(d) **\$324,245.42**

Source	TABLE 1 ANNUAL NET TIF REVENUE							
	2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	12/31/2023	4/30/2024
Property Tax TIF	\$ -	\$ -	\$ 387	\$ 108,262	\$ 268,256	\$ 271,142	\$ 367,920	\$ 516,122
Sales and Use Tax TIF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 35,226	\$ 63,659	\$ 23,338
Excise Use Tax TIF	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,443	\$ 6,231	\$ 2,811
TOTALS	\$ -	\$ -	\$ 387	\$ 108,262	\$ 268,256	\$ 309,811	\$ 437,809	\$ 542,271

TABLE 2 CUMULATIVE NET TIF REVENUE	
Year	Revenue
12/31/2017	\$ -
12/31/2018	\$ -
12/31/2019	\$ 387
12/31/2020	\$ 108,649
12/31/2021	\$ 376,905
12/31/2022	\$ 686,716
12/31/2023	\$ 1,124,525
4/30/2024	\$ 1,666,795

SUMMARY		
TIF Revenue to Date	\$	1,666,795
-Less Expenditure Balance	\$	324,245
	\$	1,342,550



A nighttime photograph of a city skyline, likely San Diego, with several prominent skyscrapers illuminated. The lights from the buildings are reflected in the water in the foreground. The sky is dark, and the overall scene is vibrant with city lights.

SUMMIT CAPITAL

Summit Capital is a real estate finance and investment firm with a primary emphasis on hospitality assets throughout the United States. As a leading provider of capital market services to the industry, our expertise with innovative structuring solutions along with our depth of lending relationships enable us to deliver custom tailored results inclusive of debt and joint venture equity across the asset spectrum from acquisition and recapitalizations to ground-up construction projects. Our history is one of placing our clients' interests first while holding ourselves accountable to the highest moral and ethical standards, giving maximum effort towards every action and responsibility with which we are entrusted.

Over the years, Summit Capital has forged solid, long-lasting relationships with many of the hospitality industry's most engaged, experienced and respected hotel developers and operators. Beyond the origination of financing options for our clients, we also have an extensive background in the sourcing and development of sites as well as working with municipalities on challenging and complex entitlements for the construction of hospitality assets. In addition, we are active investment and shareholder partners on hotels across the nation.

PROPOSED 2nd HOTEL AT COLORADO OUTDOORS
MURA DATA SHEET

Project Vision:	A key piece to the MURA plan of development includes the construction of a second high-end hotel. Studies show Montrose can sustain at least 90 new hotel rooms with current demand. Construction of this hotel will not only fill a highly sought after niche yet will also be a catalyst to other development within Colorado Outdoors. Lamont Companies has a shared vision with MURA for its Montrose property: • Providing new, exceptional lodging accommodations. • Expanding local employment base. • Extending the average night stay in Montrose. • Address the need for new product to capture leisure demand, as well as corporate demand.
Size & Location:	Assessor Parcels #3767-282-39-002 & #3767-282-39-003 (1.93 acres), @ Northern End of CO Outdoors Phase I.
Project Type:	90-room Home2 Suites by Hilton or similar brand.
Developers:	Jeff Lamont - Lamont Companies, Inc. John Stueber – Summit Capital
Financing:	Private Funds.
Current Land Status:	Existing lots developed in Phase I. Funds to purchase land shall be placed in escrow pending MURA commitments.
Estimated Cost of Construction:	~\$18.9MM.
Estimated Gross Revenue:	~\$4.3MM at stabilization.
Estimated TIF Revenues:	<u>Total by 2042:</u> ○ ~\$2.6MM Property Tax ○ ~\$3.0MM Meals, Sales & Lodging Tax.
Implementation Timeline:	Estimated break-ground summer 2025.
Job Creation:	10 full-time, 20 part-time.
Estimated MURA Investment:	Amount to be determined for horizontal site improvements to include curb, gutter, sidewalks, paving, concrete slab / foundation, lighting, drainage and landscaping of parking lot areas. This includes initial sitework done on the property. This amount is not definitive and will be subject to change as incentives are approved by the MURA Board.
Investment To Date:	MURA. Construction of Phase I public improvements (streets, utilities, platting, etc.) completed in 2018.

Proposed 2nd Hotel at Colorado Outdoors - Montrose, Colorado

Site Improvements

Curb Work, Sewer & Gutter	\$	400,000
Sidewalks & Paving	\$	400,000
Grading	\$	375,000
Concrete Slab / Foundation	\$	650,000
Lighting	\$	150,000
Landscaping	\$	200,000
Monument Signage Infrastructure	\$	75,000
	\$	2,250,000



**Home2 Suites by Hilton - Las Vegas North*



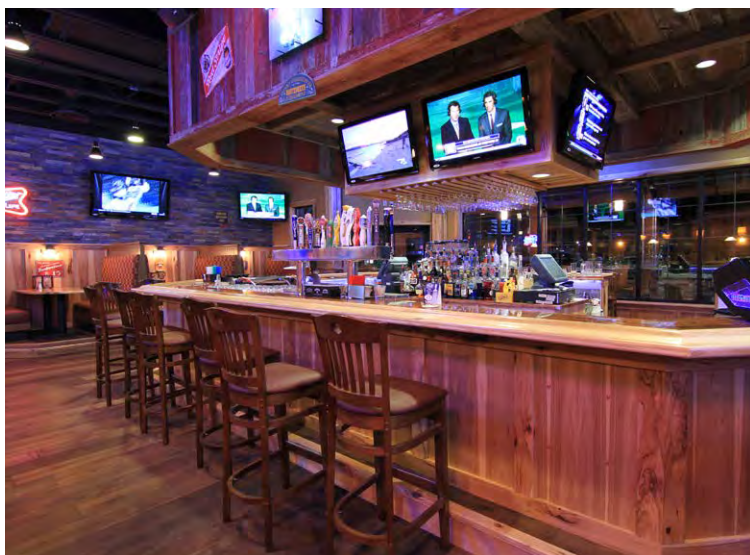
HOTEL #2



CONSTRUCTION | DEVELOPMENT | MANAGEMENT | INVESTMENTS | REAL ESTATE

www.lamontcompanies.com | 205 6th Ave SE, Suite 300 | Aberdeen, SD | Ph: 605-225-1712 | Fx: 605-225-0969

Here at Lamont Companies Inc, we are a full, turnkey real estate development, management, investment, construction, and procurement company catering to the hospitality and apartment industries.





THE BEGINNINGS

A HISTORY OF LAMONT COMPANIES, INC.

Founded by Jeffrey Lamont in 1998, Lamont Companies began with a hotel project, which we still own and operate today. From these unassuming beginnings, and with the help of a dedicated team, Mr. Lamont has aggressively developed hotels, convention centers, restaurants, retail malls, apartment developments, office buildings and casinos throughout the United States.

During this expansive growth, Mr. Lamont and our team mastered every facet of modern hospitality development, construction, and management, providing for the foundation and inception of what is now a first-rate, multi-unit hotel management, development, and construction company.

Currently, we continue to grow in the hospitality sector with a number of developments in various stages of construction. With a focus on new-build properties, LCI consistently develops quality products in every market it enters. Going beyond the requirements of each brand or tenant, we ensure our customers comfortable accommodations in inviting surroundings with gracious hospitality. We are a full, turnkey real estate development, management, investment, construction, and procurement company specializing in hotels.



Jeffrey Lamont, CEO



CONSTRUCTION

After many years of setting the standard for excellence in commercial construction, our team at LCI continues to bring the strength of our experience and vision to an award winning construction company. Having worked on numerous projects over the years, we have built a team with the creative and financial skills of a developer and the management and construction expertise of a general contractor.

With a strong sense of dedication and pride committed to every project, no matter how big or small, LCI manages every aspect of the process.

We assemble teams of reliable subcontractors, hold them to exceptionally high work and safety standard, and ensure a final project of extraordinary quality.

With LCI you are hiring a proud tradition of innovation and excellence.



Chris Lamont,
*Vice President
of Construction*

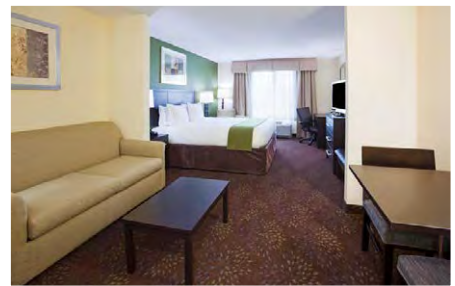


Todd Lamont,
*Vice President
of Design and
Procurement*

DEVELOPMENT

LCI Development & Construction has developed and built numerous hotels and other commercial construction projects ranging from retail malls to apartment developments all across the country. We are also poised to oversee any scale of remodel from exterior face lifts to complete new builds.

Because of our enviable track record and sterling reputation, LCI is sought after as a partner to undertake any type of development project. Potential partners are drawn to our established name, experienced management team and staff, and top-quality development products.

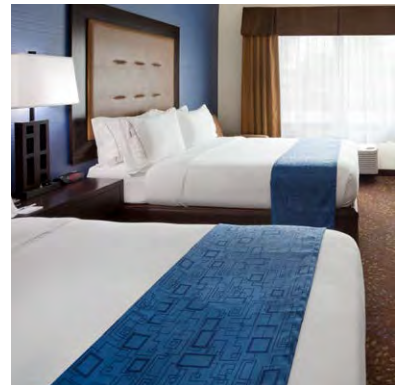


MANAGEMENT

Our executive staffs' thorough understanding of the interrelated processes that comprise hospitality, real estate, and retail operations to ensure that each type of property achieves the highest performance of top line sales, bottom line profit, and the proper balance between controlling expenses and delivering exceptional service.



Nate Kessler,
*Vice President
of Operations*



INVESTMENTS

We have a successful track record in optimizing investor returns offering opportunities for joint venture partners in development projects as well as offering long term hospitality and retail investment opportunity.

LCI's Management Department is the manager of choice...

for any type of hospitality entity, with a long history of optimizing investment returns under all market conditions and exceeding industry benchmarks.



Kathy Onkka,
Controller/CFO

CONVENTION
AND EVENT
MANAGEMENT



HISTORIC/
BOUTIQUE
PROJECT



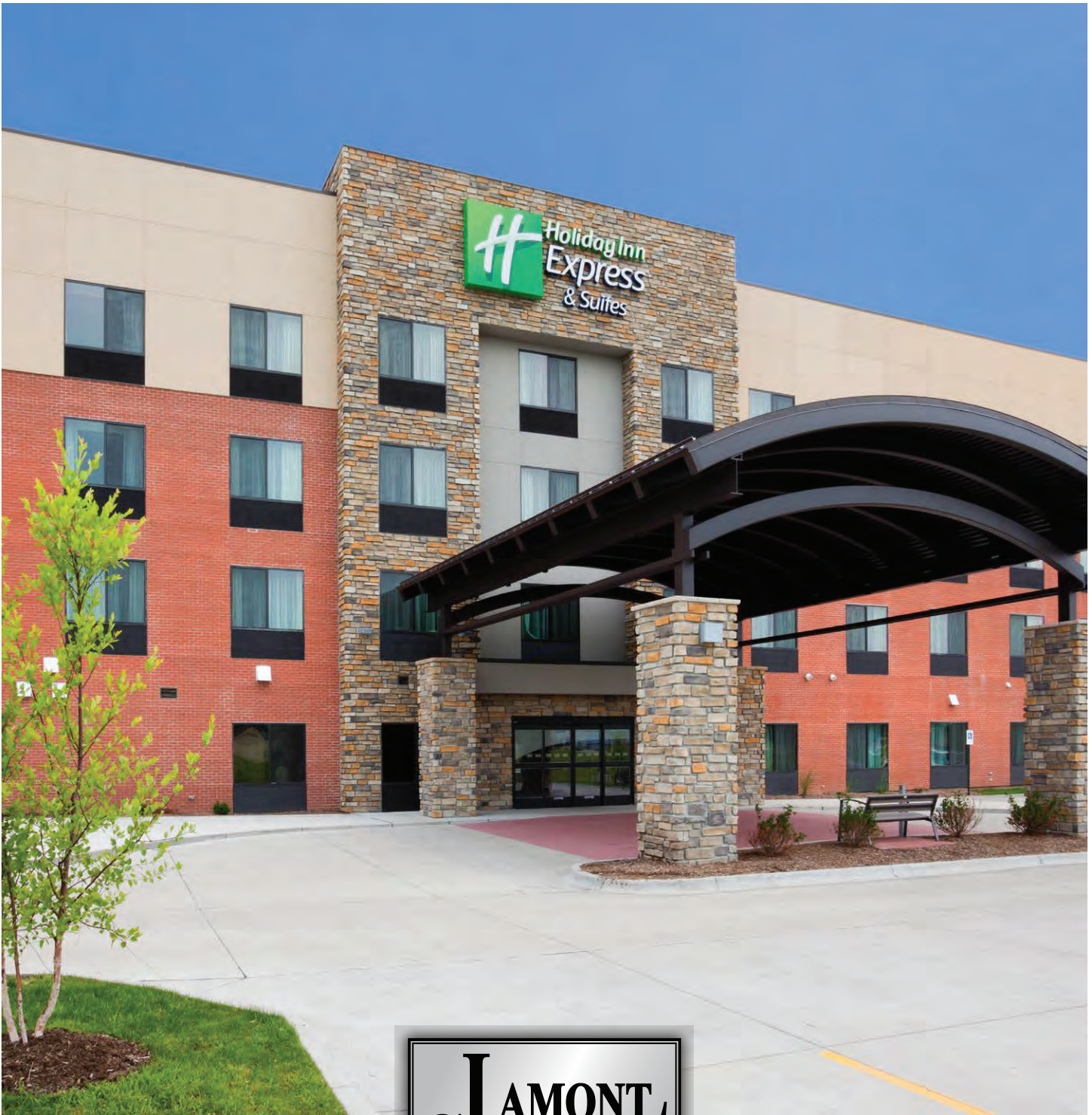
REAL ESTATE

As an independent strategic force in real estate, LCI's corporate structure is designed to ensure that we remain agile in navigating market forces and have a proven track record in our ability to successfully develop and market commercial real estate across the country.

**We currently own and manage
several million square feet of
commercial real estate throughout
the Midwest.**

Our applied vision, perspective and management is the key real estate solution for any opportunity private or public.





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COMPANIES**

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MURA PHASE I - PROJECT GREEN

PROJECT VISION:

Greenline Ventures (“Greenline or “Ownership”) currently owns a 3.5-acre land parcel (the “Site”) located in the Colorado Outdoors Planned Unit Development (PUD) in Montrose, Colorado. Greenline is planning to develop a mixed-use development containing 10,000 SF of commercial/retail space and 76,706 SF for multifamily dwellings.

- Commercial Space for Restaurants, Retail, Boutiques, etc;
- 96 Market Rate 1-2 Bedroom Units
- 10-20 Years of Planned Ownership – Vested in Community;
- Construction to Commence in Early 2025;
- Project Completion in Late Summer of 2026.



SIZE/LOCATION: MURA Phase I, Lots 12-15 (TBD Mayfly Drive) with a total lot size of 3.516 acres. The indoor/outdoor space includes 10,000 square feet of retail/commercial and 76,706 square feet of multifamily units.

PROJECT TYPE: Mixed-Use Commercial.

OWNER: Greenline Ventures, LLC/Greenline Community Ventures OZ I, LLC

FINANCING: Bank financing will be used for approximately 55% of costs. Equity will be privately funded utilizing equity targeting Qualified Opportunity Zone (QOZ) Investment.

CURRENT LAND STATUS: Closed in January 2023; Site Development Planning Underway

ESTIMATED COST OF CONSTRUCTION/VALUATION: \$35.5 Million, including land

IMPLEMENTATION TIMELINE: Design and Permitting in 2024; Construction to start Spring 2025; Building One Opening Spring 2026; Completion Date Late Summer 2026.

JOB CREATION: The multifamily units will employ two full time employees with an average total payroll cost (including salary, bonus and benefits) of approximately \$75,000/year. The retail component of 10,000 SF will create significant jobs. Assuming a restaurant makes up 50% or more of the space, the retail is expected to create approximately 40-50 jobs.

ANTICIPATED MURA REVENUES (THROUGH 2042): \$3,378,766

POTENTIAL MURA INVESTMENT: Estimated horizontal infrastructure/non-building site improvements approximately \$1,351,506.



Colorado Outdoors – Montrose, Colorado

10,000 SF Retail, 96 Multifamily Rental Units - Mixed Use Development

Mixed Use Development Summary



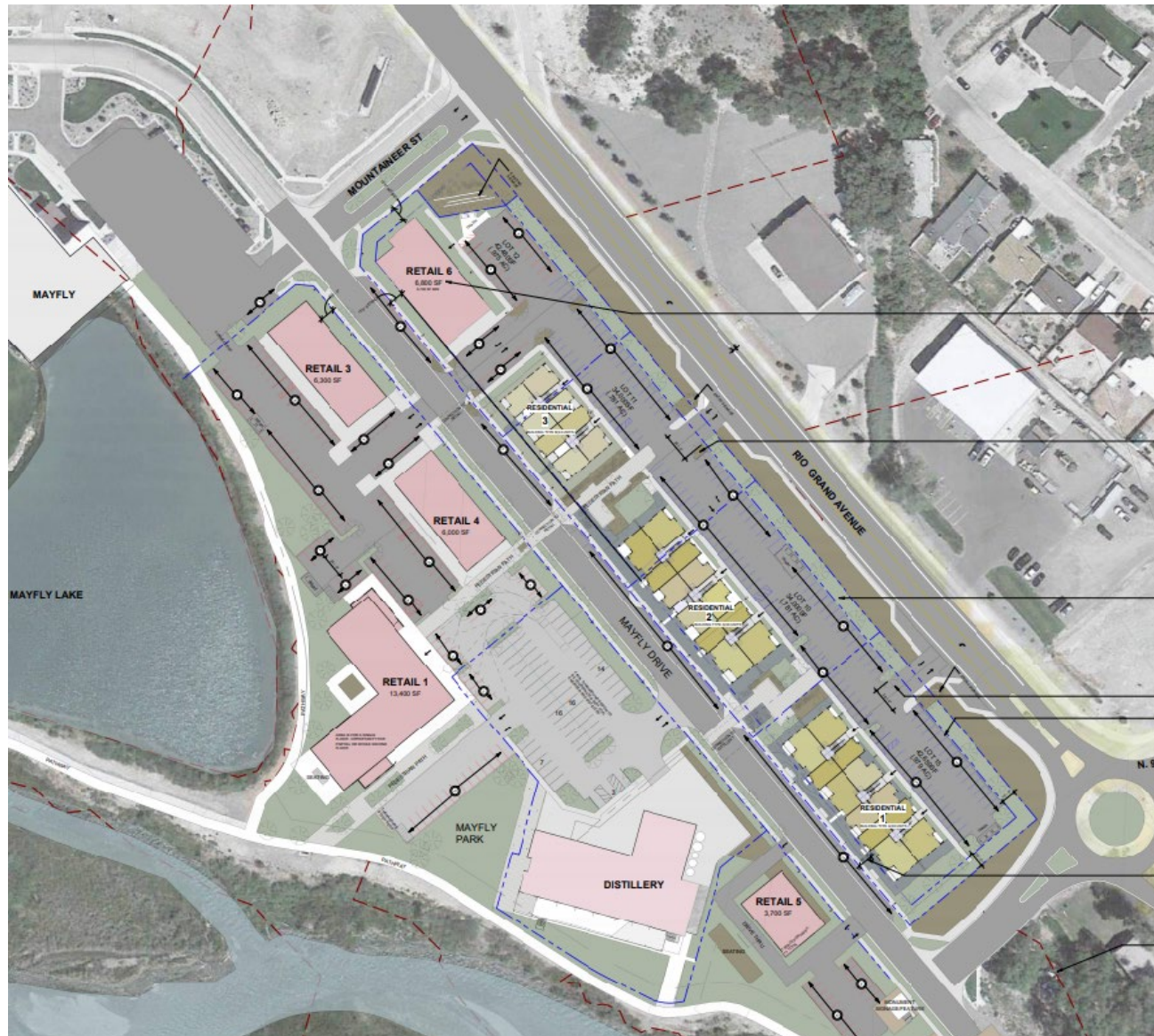
Mixed Use Development Summary



Mixed Use Development Summary

	SF (Gross)	Units	Parking Required	Parking Provided
Multifamily	76,706	96	144	149
Retail/Commercial	10,000	NA	40	40
Total	86,706		184	189

Mixed Use Development Summary



[illegible]

Development Summary

Colorado Outdoors Multifamily Project

Site Work Costs (Full Allocation Items)	Amount
Civil Engineer	\$ 60,000
Surveying	\$ 42,396
Site Demo, Clear & Grub	\$ 70,020
Grading	\$ 30,000
Excavation & Fill	\$ 346,308
Erosion Control	\$ 95,000
Water Distribution	\$ 120,300
Sanitary Sewer	\$ 63,375
Site Electrical	\$ 18,250
Site Lighting	\$ 150,000
Subsurface Drainage	\$ 49,950
Storm Drainage	\$ 313,500
Basecourse/Asphalt/Striping	\$ 285,374
Curb & Gutter	\$ 121,800
Sidewalk	\$ 136,604
Monument Signage	\$ 35,000
Landscaping	\$ 225,000
Site Concrete	\$ 104,800
Total	\$ 2,267,677

Site Work Costs (Partial Allocation Items)	
General Conditions (4 mos/25%)	\$ 300,000
Project Support (25%)	\$ 114,471
Temporary Utilities (25%)	\$ 18,625
Winter Conditions	\$ 100,000
Total Partial Allocations	\$ 433,096

Retail Building Site Work \$ **187,000**

GC Escalation, Contingency, Insurance, Other \$ **314,690**

Owner Contingency, Insurance, Other \$ **288,222**

Total Site Work Costs \$ **3,490,684**

		Site Work %
Total Hard Costs	\$ 29,553,042	11.8%
Total Project Costs	\$ 35,519,532	9.8%

Key Milestones for Development

'23:

'23 :

'23 – April '24:

'24– November '24:

'24:

'25:

'26:

'26:



Project Renderings





ParkHouse + Reserve

Park. Play. Stay.

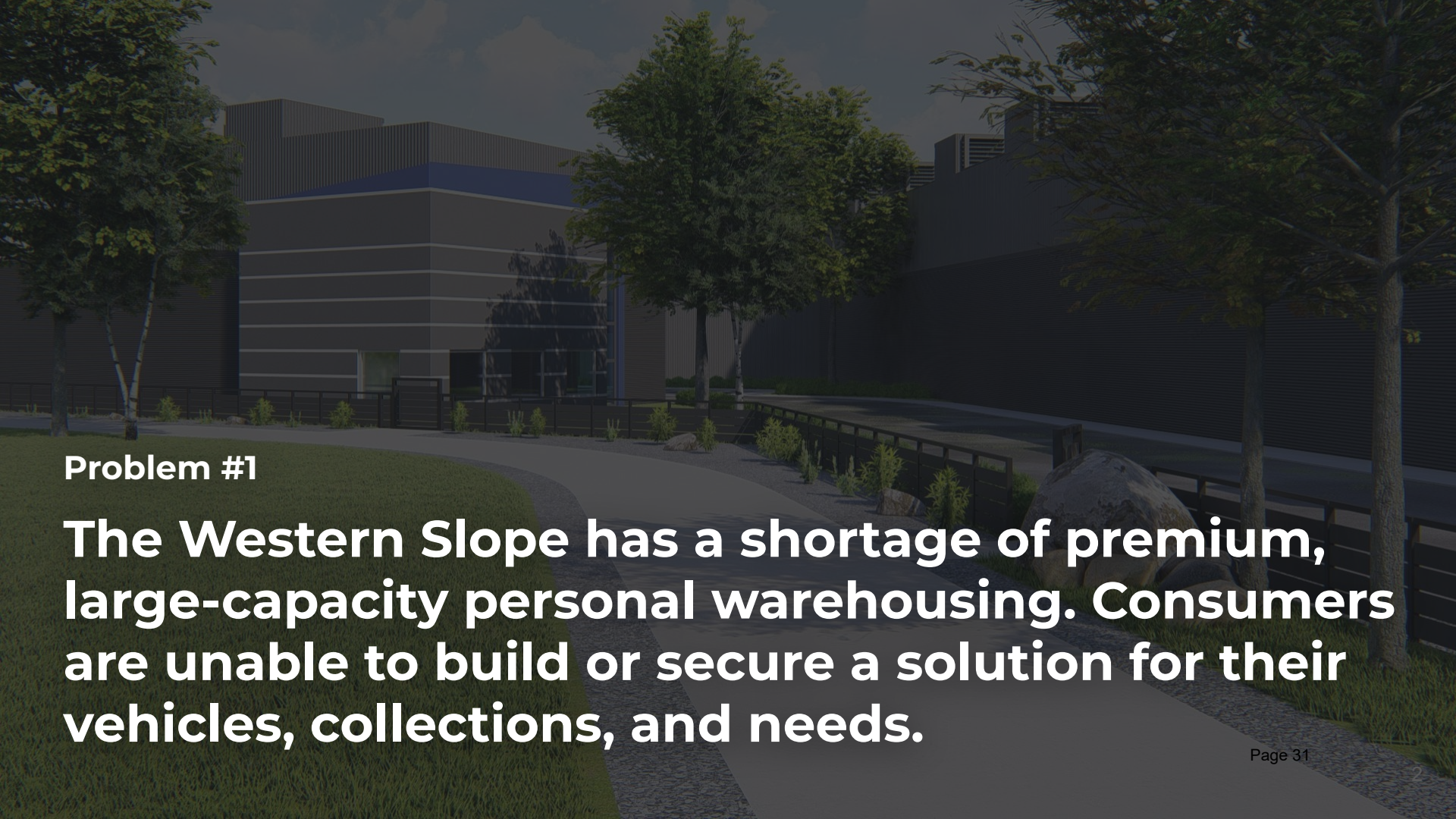
www.ParkHouseReserve.com

PH
PARKHOUSE

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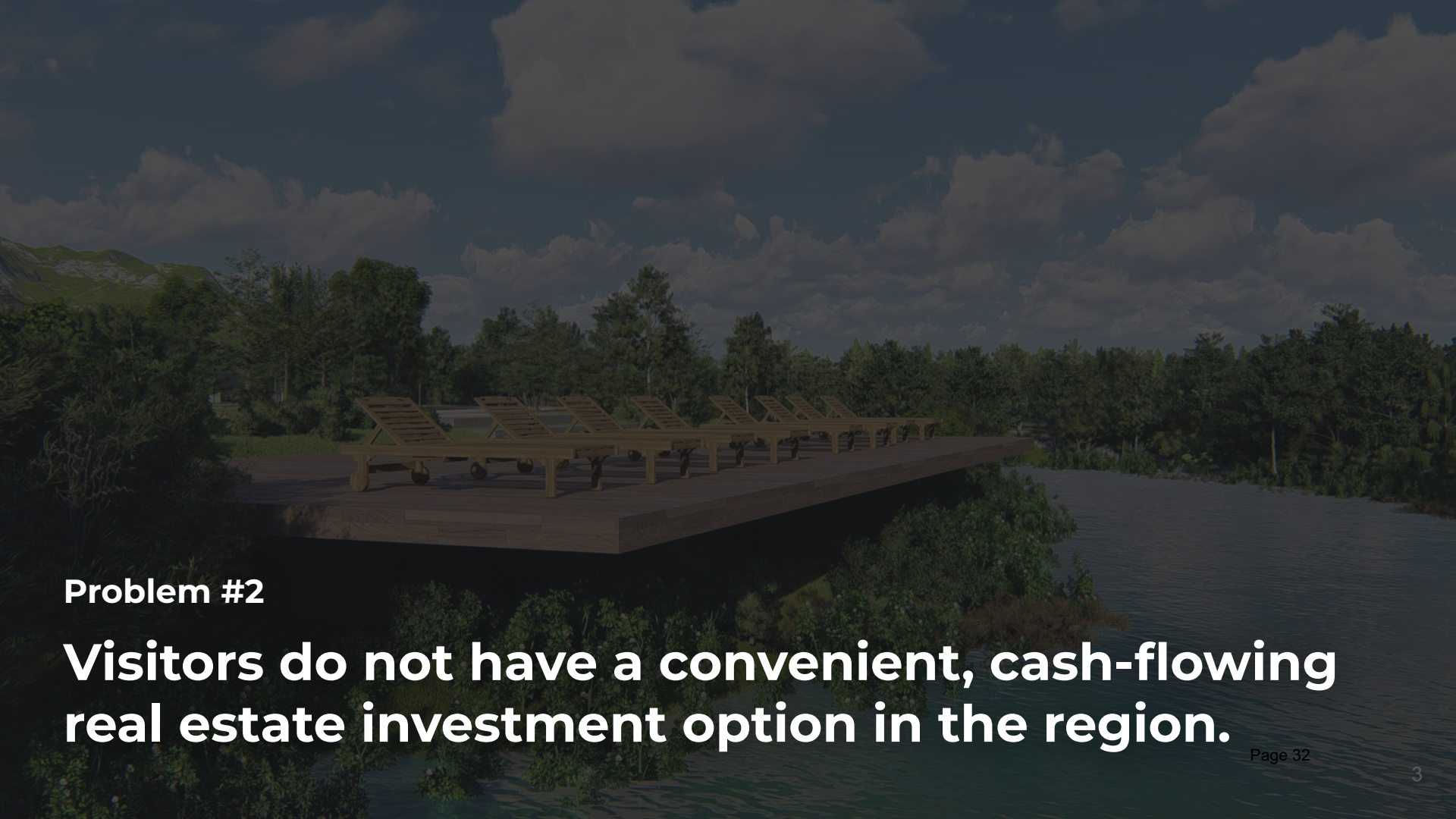
The Reserve

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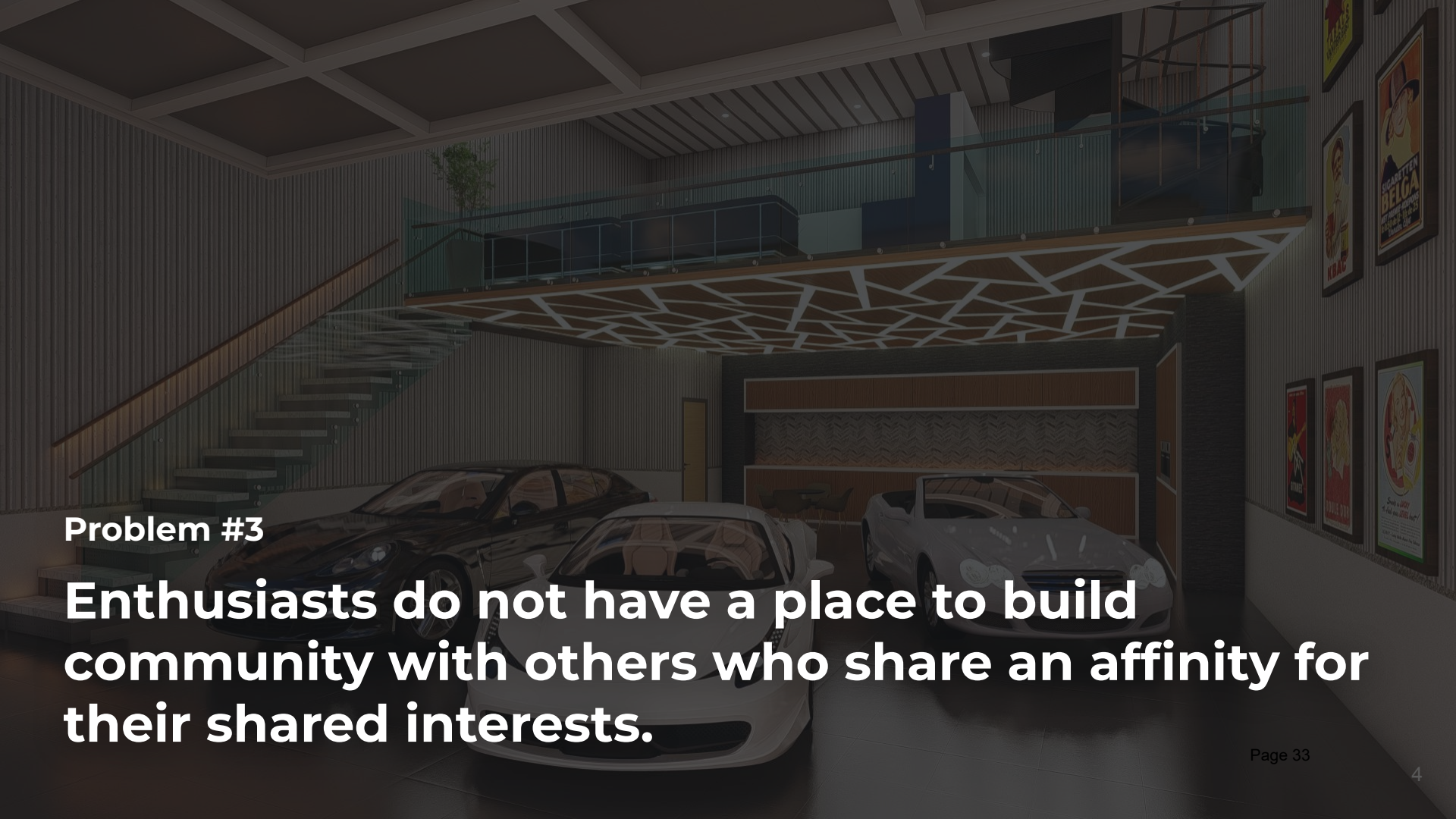
Problem #1

The Western Slope has a shortage of premium, large-capacity personal warehousing. Consumers are unable to build or secure a solution for their vehicles, collections, and needs.



Problem #2

Visitors do not have a convenient, cash-flowing real estate investment option in the region.

The background image is a 3D architectural rendering of a modern, multi-level interior space. The ground floor features a dark, polished floor where three cars are parked: a dark sedan, a white sports car, and a white convertible. In the background, there is a reception area with a counter and a wall of large windows. A staircase with a wooden handrail and glass balustrade leads to an upper level. The ceiling is a complex, geometric structure with a grid of white lines. The walls are made of vertical wooden slats. On the right wall, there are several framed posters or artworks. The overall atmosphere is modern and sophisticated.

Problem #3

Enthusiasts do not have a place to build community with others who share an affinity for their shared interests.



The Solution

To complement Montrose's "Stay here. Play everywhere." ethos, we are developing the top "Store & Stay" solution in Western Colorado.



Team Overview

PH
PARKHOUSE

+

The Reserve

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Passionate business builders with a proven track record of successful project delivery.



Sean Killeen

Co-Founder & Chief Executive Officer

MBA, Indiana University

BS, Business Administration, SUNY Buffalo

Project Management Professional (PMP)

Construction Risk & Insurance Specialist (CRIS)

CO Licensed Real Estate Broker

Director, Thinktiv, 2021 - 2023

Management Consultant, FMI, 2018-2020

Program Manager, McKissack/NYS Governor, 2009-2017



Jared McCullough

Co-Founder & Chief Client Officer

BS, Economics, Ohio State University

United States Marine

Securities Representative

Startup and Brand Specialist

BDO, New Terrain Capital, 2015-2023

Founder, Beer Plus, 2017-2020

BDO, Extra Step Assurance, 2012-2017



Project Phase Plan

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Phase 1 - 28,500 SF

Phase 2 - 48,000 SF



Phase 3 - 45,000 SF

Phase 4 - 10,000 SF





Community & City Benefits

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Community Benefits - The Riverwalk

We aspire to make The Reserve the “crown jewel” of Montrose’s growing riverwalk. The area will be designed to welcome foot & bike traffic during the day, and gatherings in the evening.

The Reserve’s outdoor area will have ample seating for visitors to enjoy food and drink, and natural gas fire pits to keep customers warm on spring and fall evenings.



Community Benefits - The Restaurant

We are going to bring a new restaurant concept to Montrose. At a minimum, this concept will offer premium restaurant quality with counter service convenience and price. The menu will be refreshed seasonally, and emphasize local proteins and produce.



Community Benefits - The Bar

The selections at our bar will also be seasonally refreshed. We will source our offerings from area craft breweries and distilleries, and offer tap beer, wine and cocktails catered to the seasonal climate.



Community Benefits - Events

In addition to offering The Reserve as a private event space, we will:

- **Contract local artists to perform music on summer weekends.**
- **Incorporate Montrose into The Telluride Classic and other car community events.**
- **Host complementary events for the City, Montrose PD / Sheriff's Dept., and Montrose FD.**
- **Offer a new, expansion area for the Montrose FUNC Festival.**



Community Benefits - Synergy

The ParkHouse + Reserve development project reflects the City of Montrose's "Stay here. Play everywhere." ethos perfectly. With Montrose as the hub, ParkHouses will act as people's basecamp to explore and enjoy Montrose and its surrounding areas.

Community Benefits - Job Creation

The ParkHouse + Reserve development is projected to create **twenty-two full-and part-time employment opportunities**, and will leverage the services of numerous, local vendors for as-needed and specialty services (custodial, maintenance, marketing, accounting, legal, events).

	Phase 1	Phase 2	Phase 3	Phase 4	Total
Property Mgmt. - Staff	2	2	2	1	7
Property Mgmt. - Manager	1	0	0	0	1
Property Mgmt. - Marketing & Comms	0	1	0	0	1
Restaurant - Prep/Cook/Clean	0	0	0	5	5
Restaurant - Customer Service	0	0	0	2	2
Restaurant - Manager	0	0	0	1	1
Restaurant - Bar Staff	0	0	0	3	3
Clubhouse	0	0	0	2	2
Total	3	3	2	14	22

Community Benefits - Salaries

The ParkHouse + Reserve development will have needs for both entry-level and experienced talent, and aspires to be an organization that provides best-in-class training, promotes workplace safety, and fosters upward employment mobility. Below are the projected starting salaries for each of our employment positions.

	Salary
Property Mgmt. - Staff (7)	\$45,000
Property Mgmt. - Manager (1)	\$75,000
Property Mgmt. - Marketing & Comms (1)	\$55,000
Restaurant - Prep/Cook/Clean (5)	\$45,000
Restaurant - Customer Service (2)	\$45,000
Restaurant - Manager (1)	\$75,000
Restaurant - Bar Staff (3)	\$50,000 + tips
Clubhouse (2)	\$45,000



Timeline & Contingency

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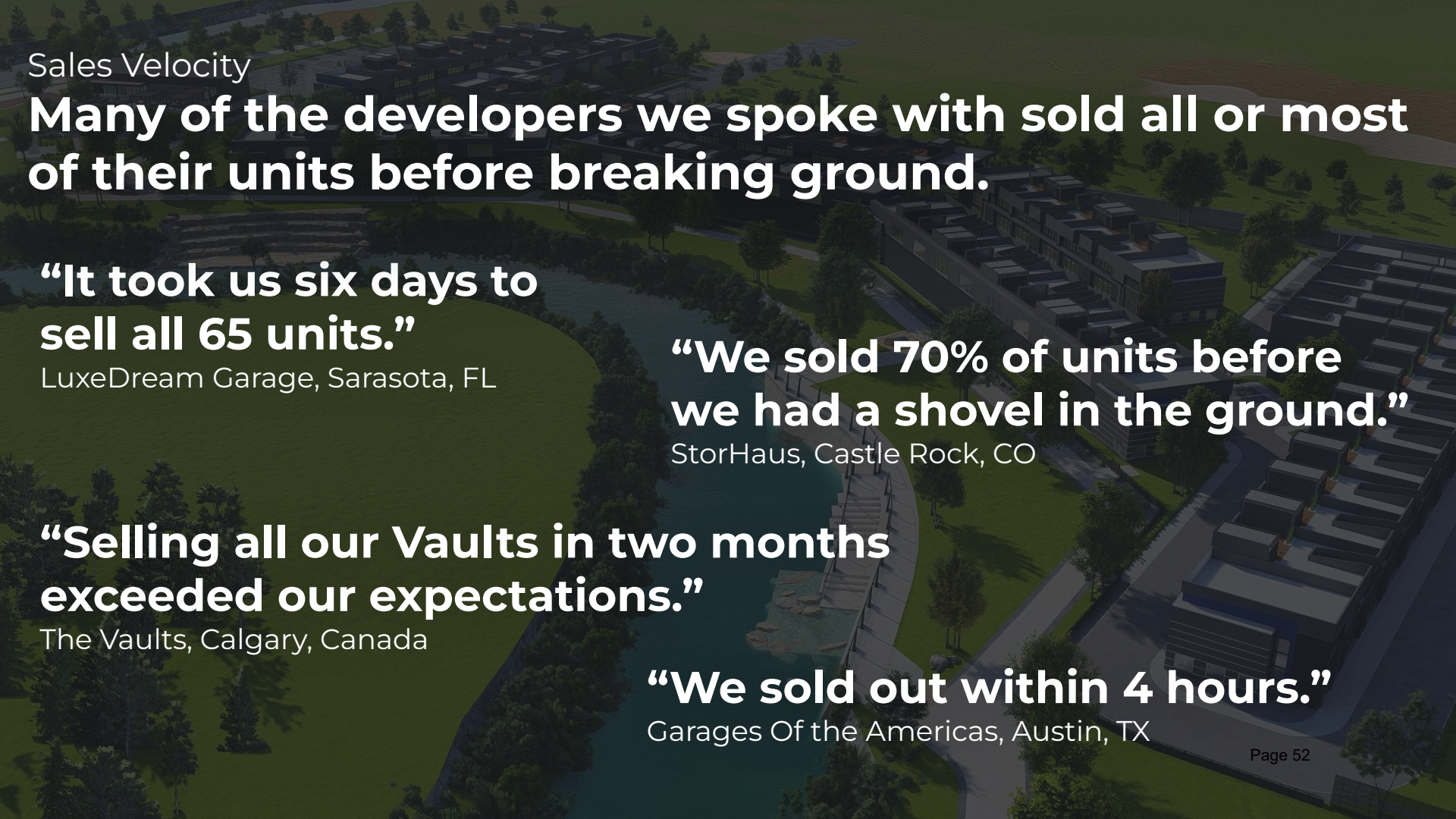
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	2024				2025				2026				2027				2028			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Phase 1																				
Phase 2																				
Phase 3																				
Phase 4																				

The Schedule

We plan to select a Designer/Builder in Q3 and begin earthwork in Q4. Phases 2 - 4 will be expedited in accordance with sales.

An aerial photograph of a modern residential development. The image shows several rows of multi-story townhouses or small apartment buildings. A river or canal winds through the center of the development, with a paved walkway and stairs leading down to the water. The surrounding area is lush with green grass and trees. The overall scene is well-lit, suggesting a bright day.

Sales Velocity

Many of the developers we spoke with sold all or most of their units before breaking ground.

“It took us six days to sell all 65 units.”

LuxeDream Garage, Sarasota, FL

“We sold 70% of units before we had a shovel in the ground.”

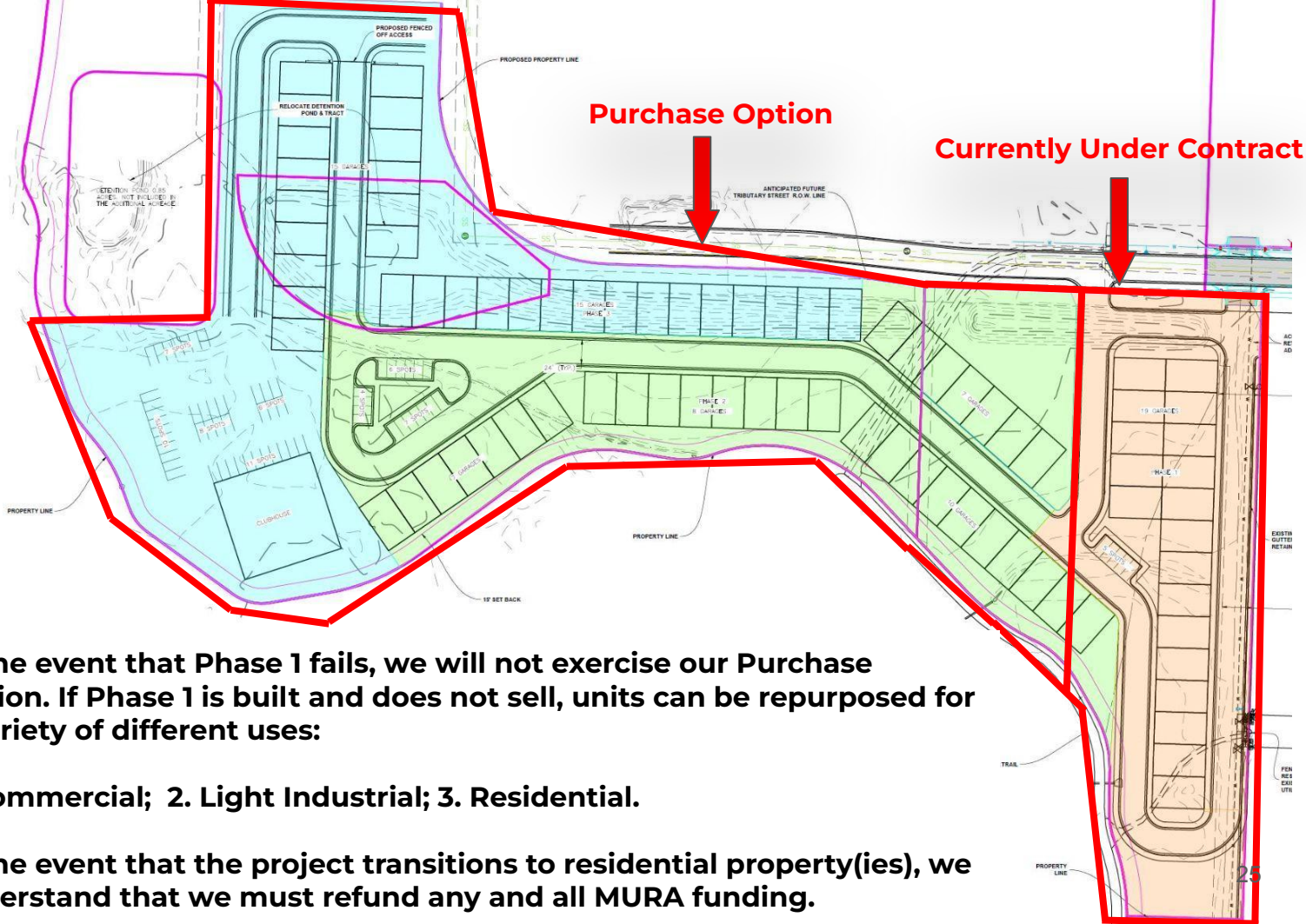
StorHaus, Castle Rock, CO

“Selling all our Vaults in two months exceeded our expectations.”

The Vaults, Calgary, Canada

“We sold out within 4 hours.”

Garages Of the Americas, Austin, TX



In the event that Phase 1 fails, we will not exercise our Purchase Option. If Phase 1 is built and does not sell, units can be repurposed for a variety of different uses:

- 1. Commercial; 2. Light Industrial; 3. Residential.**

In the event that the project transitions to residential property(ies), we understand that we must refund any and all MURA funding.

ParkHouse + Reserve

Park. Play. Stay.

www.ParkHouseReserve.com



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Appendix

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