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### Mentorship

We would like to recognize and thank our generous advisers for the incredible and professional mentorship our team has received.













Toll Brothers

# **Executive Summary**

Cirque Studio is pleased to present the Nexus, an innovative project responsive to district desires, market demand, and sustainable building best practices. This transformational proposal seeks to reinvigorate the storied Granary District with a unique mixed-use development that will propel the community forward while preserving its gritty, rich character.

Occupying a defining corner in the Granary District, the Nexus is a 208-unit mixed-use development with a unique adaptive re-use component. Comprised of two elements, the Montrose Apartments and the Kilter creative retail space, the Nexus will curate a cultural anchor for one of the fastest-growing and desirable parts of Salt Lake City.

### **Proposal Highlights**

Multi-Family Unit Count | *The Montrose* 208

Retail Area | The Kilter

23,144 sq ft

Cost

\$73,574,641

**Equity Multiple** 

2.18

Project Level IRR

16.4%

**Project Address** 

300w. 800s. Salt Lake City UT



# **Conscientious Sustainability**

Sustainable development and green innovations will ensure that the Nexus plays a key role in charting the Granary's greener, brighter future. Hallmarks of the project, such as **LEED Platinum attainment and green, water-efficient design** will ensure that the Nexus will play a contributing role in a sustainable revitalization of the Granary and Central Ninth multi-district area.



# Innovative Approach

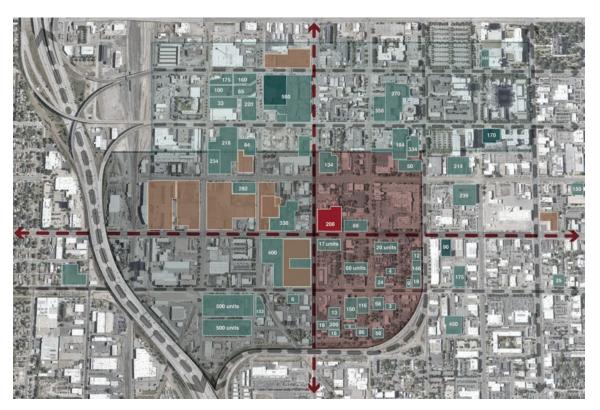
Although nostalgia and lineage is a key part of the Nexus's identity, the path forward is equally, if not more, important as well. That is why the Nexus is incorporating the latest in forward-looking technology and design. Cirque Studio is working towards a greener, less-car-dependent Salt Lake City through incorporating elements like bioclimatic architecture, mid-block access, and clean energy infrastructure into the Nexus.



# Community Centric

While Salt Lake's wide, fast-flowing streets and long blocks may have benefited the Granary in its past industrial life, it makes it difficult for the modern, walkable city to thrive. The Nexus seeks to change this. Through thoughtful design that promotes street-level engagement, community coalescence and transit connectivity, the Nexus will transform the dilapidated 300w. 800s. corner into a local anchor for the community to thrive.

# **District Analysis**



### **Development Pulse**

The Granary District has seen an explosion of growth in the past few years. Per the Census Bureau's 5-year American Community Survey (ACS), the district has doubled in size from 1,208 to 2,425 residents between 2010 and 2020. Key local businesses that have established in the area include Fisher Brewing, Kiitos Brewing and the EVO campus. Stand out communities coming online in the area include the Fleet Block, Woodbine Food Hall, and the Post District slightly to the north. The map to the left illustrates existing and incoming development to the area.

### Legend

Central Ninth District
Granary District

Grand Boulevards District

Recent & Upcoming Residential

Recent & Upcoming Non-residential

Comparable Sites

Proposal Site



**Local Maker Economy** 



**Transit Corridor** 

### **Pivotal Location**

Infused with investment and entrepreneurship, this multi-district area is a **locally-owned maker's place** home to over a dozen restaurants, breweries and businesses, many of which are **walking distance from the Nexus site**. Salt Lake staples like Kiitos Brewing, Level Nine and RubySnap Cookies all call their home here. The positioning of the site between the existing and expansion of the Green, Blue and Red Trax lightrail lines makes the Nexus a great solution for commuters, with the 900s. Trax stop a mere 0.25 mile away.

# **Market Analysis**



1 mile radius from proposed site

### LIVE, WORK, PLAY

"The Granary needs more businesses to activate the community in both day & night time. The neighborhood's long-term goal is to bring more residents to activate the streets at all times of the day."

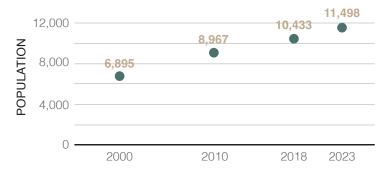
Roberta Reichgelt, Local Business & Entrepreneuriship Manager Salt Lake City's Department of Economic Development

# Multi-District Demographics

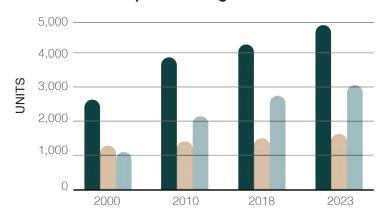
To understand the demographics of the multi-district area, this component of the analysis focused on census data within a 1-mile radius from the location of the proposed site. Key discoveries include the growth in both the rental market and population.



### **Population Growth Over Time**



### Home Ownership vs. Renting



### **UTAH**

ANNUAL JOB GROWTH

3.5%

1.5% Nationally

MEDIAN WAGE

\$70,425

\$56,420 Nationally

### **MEDIAN AGE**

31

38.2 Nationally

### **GDP GROWTH**

3.2%

1.9% Nationally

# STATE FOR ENTREPRENEURS

#1

Forbes, 2019

# STATE FOR UPWARD MOBILITY

#1

EDC Utah, 2019

# **Value Proposition**

### **Initiative Legend**

The current site needs a solution that is community-centric, environmentally-conscious, and forward-thinking. These icons signify how each of the Nexus' design elements contribute to driving those outcomes.



### SUSTAINABILITY

Conscientious of people and place, Nexus leads in sustainable development and environmental remediation.



### INNOVATION

Admired by the target market & investment financials, clever development informs Nexus from start to finish.



### COMMUNITY

The success of this district is contingent on deep, genuine locational connection.

### **Guiding Agencies**

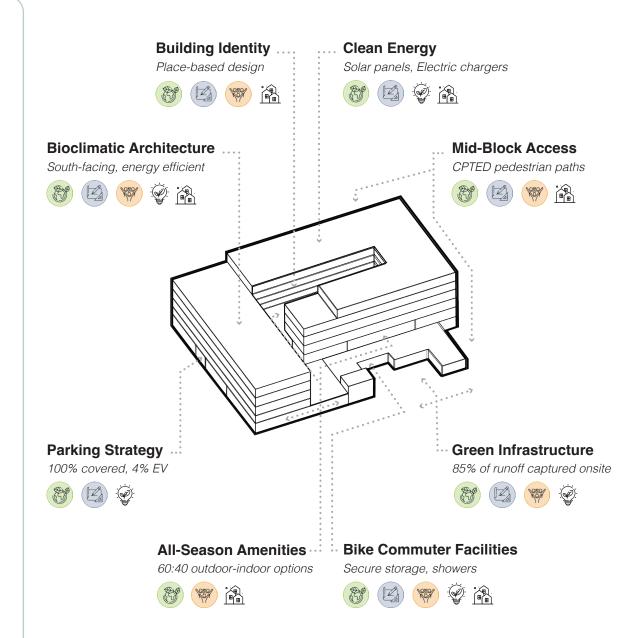


SLC RDA

Alignment with the agency's mission & values.



U.S. Green Building Council Interventions attributing credits for Platinum LEED rating.







# **Platinum LEED Certification**

16	1	0	Location and Transportation	16
1			Credit LEED for Neighborhood Development Locat	1
1			Credit Sensitive Land Protection	1
2			Credit High Priority Site and Equitable Developmer	2
4	1		Credit Surrounding Density and Diverse Uses	5
5			Credit Access to Quality Transit	5
1			Credit Bicycle Facilities	1
1			Credit Reduced Parking Footprint	1
1			Credit Electric Vehicles	1

8	1	1	Sustainab	le Sites	10
Υ			Prereq	Construction Activity Pollution Prevention	Required
1			Credit	Site Assessment	1
	1	1	Credit	Protect or Restore Habitat	2
1			Credit	Open Space	1
3			Credit	Rainwater Management	3
2			Credit	Heat Island Reduction	2
1			Credit	Light Pollution Reduction	1

9	2	0	Water Effic	ciency	11
Y			Prereq	Outdoor Water Use Reduction	Required
Υ			Prereq	Indoor Water Use Reduction	Required
Υ			Prereq	Building-Level Water Metering	Required
2			Credit	Outdoor Water Use Reduction	2
4	2		Credit	Indoor Water Use Reduction	6
2			Credit	Optimize Process Water Use	2
1			Credit	Water Metering	1

24	9	0	Energy an	d Atmosphere	33
Υ			Prereq	Fundamental Commissioning and Verificatio	Required
Υ			Prereq	Minimum Energy Performance	Required
Υ			Prereq	Building-Level Energy Metering	Required
Υ			Prereq	Fundamental Refrigerant Management	Required
3	3		Credit	Enhanced Commissioning	6
16	2		Credit	Optimize Energy Performance	18
	1		Credit	Advanced Energy Metering	1
2			Credit	Grid Harmonization	2
2	3		Credit	Renewable Energy	5
1			Credit	Enhanced Refrigerant Management	1

11	2	0	Materials a	and Resources	13
Υ			Prereq	Storage and Collection of Recyclables	Required
5			Credit	Building Life-Cycle Impact Reduction	5
2			Credit	Environmental Product Declarations	2
2			Credit	Sourcing of Raw Materials	2
	2		Credit	Material Ingredients	2
2			Credit	Construction and Demolition Waste Manage	2

12	4	0	Indoor En	vironmental Quality	16
Υ			Prereq	Minimum Indoor Air Quality Performance	Required
Υ			Prereq	Environmental Tobacco Smoke Control	Required
	2		Credit	Enhanced Indoor Air Quality Strategies	2
1	2		Credit	Low-Emitting Materials	3
1			Credit	Construction Indoor Air Quality Managemen	1
2			Credit	Indoor Air Quality Assessment	2
1			Credit	Thermal Comfort	1
2			Credit	Interior Lighting	2
3			Credit	Daylight	3
1			Credit	Quality Views	1
1			Credit	Acoustic Performance	1

4	2	0	Innovation	1	6
4	1		Credit	Innovation	5
	1		Credit	LEED Accredited Professional	1

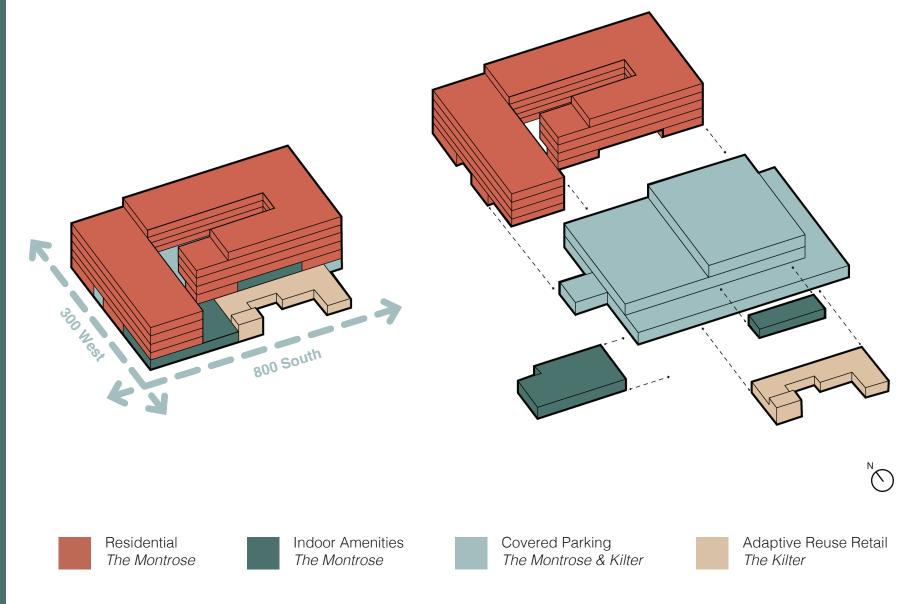
0	4	0	Regional I	Priority	4
	1		Credit	Regional Priority: Specific Credit	1
	1		Credit	Regional Priority: Specific Credit	1
	1		Credit	Regional Priority: Specific Credit	1
	1		Credit	Regional Priority: Specific Credit	1

84 25 1 TOTALS		Possible Poin	nts: 110
Certified: 40 to 49 points,	Silver: 50 to 59 points,	Gold: 60 to 79 points,	Platinum: 80 to 11

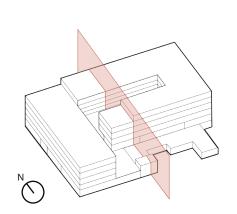
Yes Maybe No

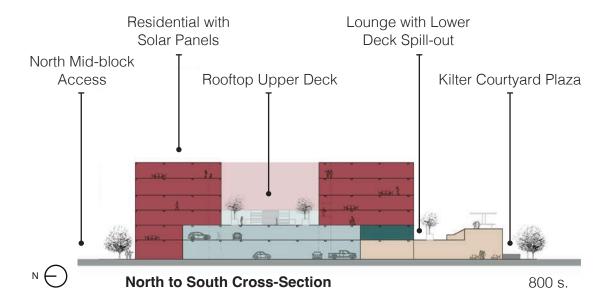
# **Building Stack**

Guided by city zoning, this building proposal satisfies the assigned Form-Based Urban Neighborhood Type 2 (FB-UN2) zoning and maximizes the economic feasibility.



# **Assembly Strategy**







## **The Montrose**

### **Key Metrics**

Leasable Area 171,662 sq ft

Amenity Area 15,055 sq ft

Parking Ratio

Green Build

**Platinum LEED Rating** 

Units 208

Values Captured

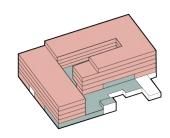






**Amenities** 

(2) Sauna tubs
(2) Outdoor kitchens
Bocce court
Quiet garden respites
Semi-private patios
Relaxing fire lounge
Walk-out balconies
Bike facilities





### **Prime Residential**

The Montrose will bring a mix of 208 units to the Granary, namely Studios, 1-Bedroom and 2-Bedroom apartments. In addition to a wide array of amenities, it will also boast a unique interior rooftop courtyard to provide a differentiated experience for residents. Dual mid-block accesses, located on the North and East side of the property, enhance walkability and aligns Nexus' Montrose portion with the RDA's vision for the locale.

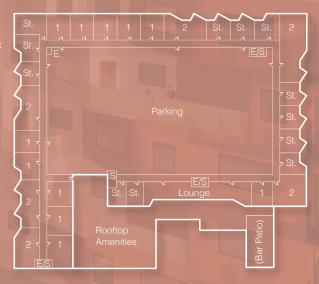
# **Unit & Lower Level Floor Plans**



# Level 02

11 - 1bd 06 - 2bd

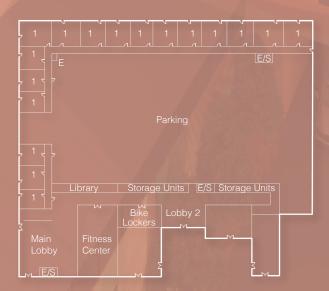
Amenities Parking



### Level 01

17 - 1bd

Amenities Parking

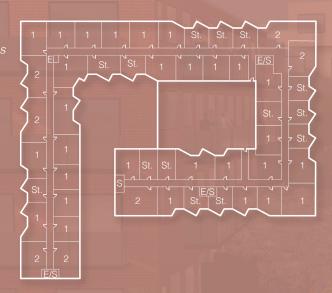


# **Upper Level Floor Plans**

# Level 04

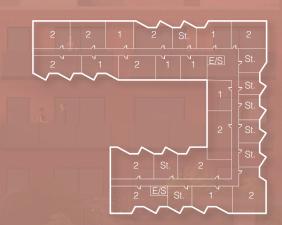
30 - 1bd 07 - 2bd

Amenities



### Level 06

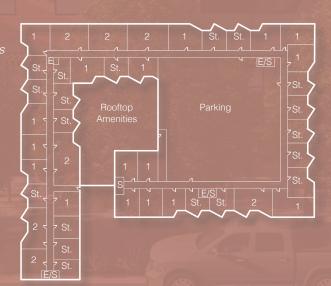
08 - Studios 07 - 1bd 11 - 2bd



### Level 03

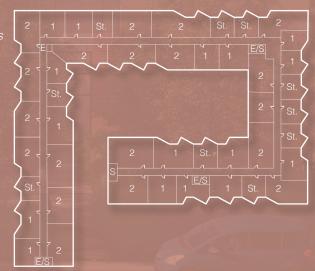
18 - Studio 17 - 1bd 07 - 2bd

Amenitie Parking



### Level 05

10 - Studios 16 - 1bd



# **Rooftop Mecca**

### **Highlights**

Rooftop Space 15,055 sq ft

Program Amenities

Bocce court, (2) Sauna Tubs,

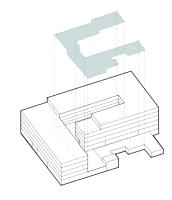
Bocce court, (2) Sauna Tubs, Grill kitchen, garden respites

Rooftop Vegetation 19,450 sq ft



### Refreshing Core

- Sustainability
- Reduce Urban Heat Island Effect
- A variety of rooftop vegetation plays a critical part in making the Montrose a sustainable
- and inviting place to congregate. Not only do a wide array of local greenery help reduce
- the Urban Heat Island Effect on the property,
- it also satisfies 5 Sustainable Sites credits
  - towards being LEED Platinum certified.











### **Open Air Courtyard**

Community
Semi-public Recreation Venues

Stunning views, open flame fire pits and grill-space will greet residents as they enter the rooftop plaza on the Montrose. Coupled with the street level courtyard of the Kilter, the Montrose offers the community a diverse array of areas to interact and come together.

# **Interior Amenity Nodes**

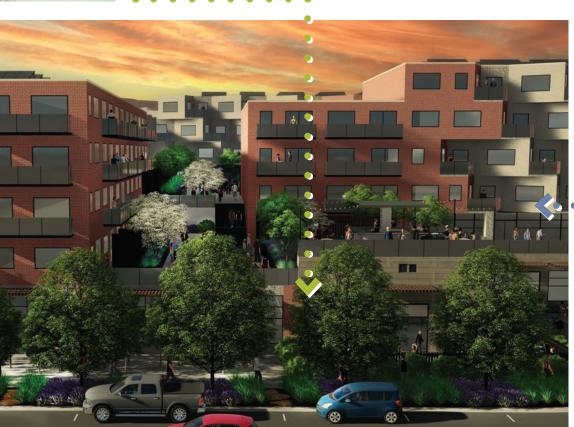


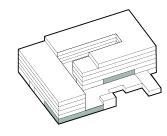
### **Bike & EV Commuter Facilities**

- Sustainability
- Secure bike room
- Locker Room
  - EV chargers



The Montrose seeks to reduce Salt Lake's car dependency and drive toward a more sustainable, transit-oriented development future via supporting the versatile commuter. 936 sq ft. of bike storage space give Nexus capacity to support 81 bikers, who can enjoy a brisk 5-min bike ride to either the adjacent 900s. Trax or the Salt Lake Central Frontrunner stations. For residents & personnel who do elect to have a car, they are encouraged to reduce their carbon footprint by providing EV chargers onsite.





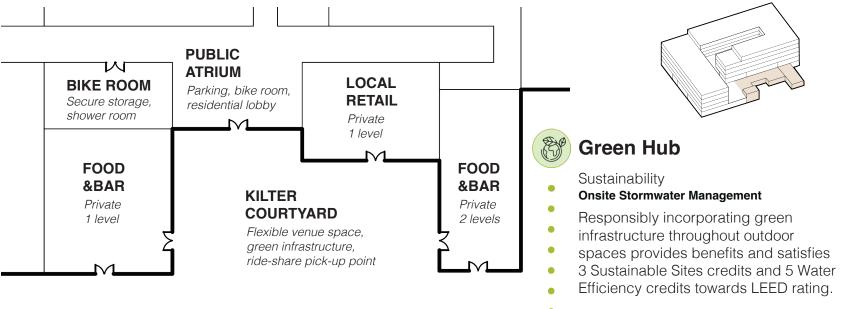


### **All-Season Lounge**

- Innovation
- Bioclimatic Architecture

Driven by bioclimatic design, the 21,362 sq. ft. indoor-outdoor lounge is a key focal point for Montrose residents. It's East-West orientation and ample use of greenery for shading aim to provide for a temperate environment while reducing energy consumption.

# **Adaptive Reuse Site Plan**







### **Community Magnet**

Community

### **Activated Public Realm**

Catering to an engaged neighborhood, The Kilter, formerly an automotive shop, initiates neighborhood vitality by hosting an inviting public realm, a critical tenet of RDA initiatives. Satisfying LEED Platinum criteria, this courtyard features green stormwater management, public patio tables & chairs, vegetated seat-walls, 2 restaurant establishments, 1 boutique retail establishment, and a vehicular pull-out ideal for daily rideshare pick-up and drop-off or food trucks on special occasions.

# **Highest & Best Use**

### **Historic Use**

A&E Generator, a family-owned automotive repair shop business established in 1951, formerly occupied the building that will become The Kilter. The clanking of Craftsman wrenches will give way to that of cutlery and flatware as the space is transformed into a community space featuring a mixed handful of local retail, bars, and restaurants.

### **Physically Possible**

The Nexus is physically possible as the requisites are in place to undertake this project. Public utilities and laterals are already in place due to the site's considerably developed downtown location, making the site easy to serve. Water, sewer and electrical hookups should not present considerable challenges. The site is also on level grade, mitigating the prospect of considerable earthwork and need to balance the site. Other offsite elements like adjacent sidewalks are also already present as well.

### **Financially Feasible**

The Montrose presents a unique opportunity to generate attractive returns for its equity partners. With a 16.4% project-level IRR and a 15.5% investor IRR, the project offers compelling returns in an otherwise challenging environment.

### **Legally Permissible**

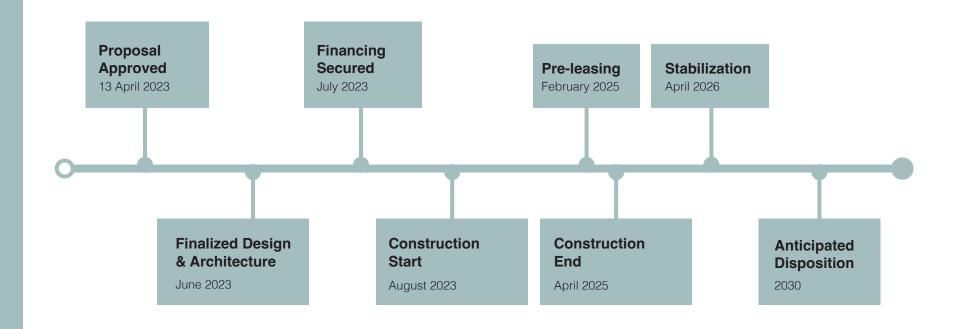
The Montrose is legally permissible under current entitlements. The site is zoned under Salt Lake City's FB-UN2 designation. Development regulations are based on building type, with the overall scale, form and orientation of buildings as the primary focus. The zoning code specifically calls for a 65 foot height limitation at the corner of 300w. and 800s. which the proposed site meets.

### **Maximally Productive**

The Montrose project is maximally productive, as it achieves a density of 104 units per acre, and builds up to its maximum permissible height of 65 feet. It also takes advantage of the existing infrastructure to provide a unique indoor and outdoor retail experience. Transit access is close and convenient due to the project's orientation on 300w. and proximity to the 900s. Trax station.



## **Construction Timeline**









# **Comparable Sites**

LOCATION, LOCATION, LOCATION

"In today's residential market, immediate access to the major downtown collectors, rooftop amenities, repurposed buildings, and Granary adjacency sets this project apart."

- Jake Wood, J. Fisher Capital



Nexus 300w. 800s. Salt Lake City, UT

 Studio
 1 Bed
 2 Bed

 \$1,496/mo
 \$1,987/mo
 \$2,570/mo

 \$2.72 psf
 \$2.65 psf
 \$2.57 psf

Rooftop lounge, gym, sauna tubs, parcel lockers, bike storage, lobby library, dog park, patio grills, bocce court, retail, restaurants.



6th & Main 611s. Main St. Salt Lake City, UT

 Studio
 1 Bed
 2 Bed

 \$1,770/mo
 \$2,350/mo
 \$2,524/mo

 \$3.22 psf
 \$3.12 psf
 \$2.67 psf

Gym, pool, co-working center, rooftop club, mini market, ground floor restaurant.



The Charli 828 Richards St. Salt Lake City, UT

 Studio
 1 Bed

 \$1,550/mo
 \$2,025/mo

 \$3.22 psf
 \$2.50 psf

Parcel lockers, lobby lounge, rooftop patio.



The Post 510 S. 300 W. Salt Lake City, UT

 Studio
 1 Bed
 2 Bed

 \$1,310/mo
 \$1,825/mo
 \$2,600/mo

 \$3.19 psf
 \$2.68 psf
 \$2.65 psf

Pool, gym, clubhouse, restaurants, grocery store, brewery, cafe.

# **Equity & Return Structure**

# Total Equity Split % Breakdown Total Equity \$29,429,641 100% Limited Partner \$26,486,677 90% Sponsor \$2,942,964 10%

Equity Waterfall	LP Return	Sponsor Return
Unpromoted Cash Flows	90%	10%
Accrual	10%	
Thereafter	85%	15%

### **Limited Partner Returns**

Distribution	\$55,489,202	
Contribution	\$26,486,677	
Net Profit	\$29,002,525	
IRR	15.52%	
Equity Multiple	2.09	

### Sponsor Returns

Distribution	\$8,738,681	
Contribution	\$2,942,964	
Net Profit	\$5,795,717	
IRR	22.69%	
Equity Multiple	2.97	

### **Partnership Equity Split**



### **Capital Stack**



# **Development Cost Breakdown**

		Total Cost	Per Unit		
Land	\$	11,395,296	\$	54,785	
Multifamily Vertical Hard Cost	\$	37,748,941	\$	181,485	
Retail Vertical Hard Costs	\$	749,400	\$	-	
Retail TI	\$	674,460	\$	-	
Site Development	\$	1,250,000	\$	6,010	
Landscaping	\$	150,000	\$	721	
Parking	\$	5,824,000	\$	28,000	
HARD COSTS	\$	46,396,801	\$	223,062	
Architecture	\$	927,936	\$	4,461	
Engineering	\$	463,968	\$	2,231	
Environmental	\$	10,000	\$	48	
Geotech	\$	10,000	\$	48	
Permits & Impact Fees	\$	1,818,000	\$	8,740	
Legal	\$	50,000	\$	240	
Insurance	\$	1,150,000	\$	5,529	
FF&E	\$	100,000	\$	481	
Temp Utilities	\$	20,000	\$	96	
Marketing	\$	50,000	\$	240	
Testing & Inspections	\$	20,000	\$	96	
Entitlements	\$	25,000	\$	120	
SOFT COSTS	\$	4,644,904	\$	22,331	
Market Study	\$	10,000	\$	48	
Appraisal	\$	10,000	\$	48	
Origination Fee	\$	409,087	\$	1,967	
Construction Interest Reserve	\$	5,445,000	\$	26,178	
	\$		\$	120	
Lender's Legal	Ф	25,000	ф	120	
FINANCING COSTS	\$	5,899,087	\$	28,361	
Developer Fee (4%)	\$	2,277,632	\$	10,950	
Contingency (5%)	\$	2,960,921	\$	14,235	
Total Development	\$	73,574,641	\$	353,724	

## **Debt**

CONSTRUCTION FINANCING						
Loan-to-Cost (LTC)	60%					
Loan under LTC method	44,145,000					
Interest Rate	7.50%					
Term	3					
DSCR Capacity	44,559,713					
Loan	44,145,000					
Minimum DSCR	1.25					
Amortization	30					

PERMANENT FINANCING	
Loan-to-Value (LTV)	75%
Minimum DSCR	1.25
LTV Capacity	\$ 77,891,994.90
DSCR Capacity	\$ 58,039,387.06
Loan	\$ 58,040,000.00
Interest	5.00%
Term	5
Amortization	30
Interest Only	5

### **Financing Assumptions**

As lenders and developers adapt to current inflationary markets, many projects are being financially constrained due to rising interest rates. Unlike previous years where loans were typically sized by LTC or LTV limitations, loans are now being limited by their DSCR capacity. Our approach has been to negotiate for a 3-year interest-only period with capitalized interest during lease-up for our construction loan. We will then seek to refinance through a Fannie Mae loan while again negotiating for 5 years of interest-only payments if interest rates were to remain high through 2026.

# **Operating Proforma**

CASH FLOW DURING OPERATIONS	,	YEAR 01	,	YEAR 02	YEAR 03		YEAR 04		YEAR 05	
Rent Growth Rate		5.00%		4.00%		3.75%		3.75%		3.75%
Gross Potential Rent	\$	5,204,057	\$	5,412,219	\$	5,615,178	\$	5,825,747	\$	6,044,212
Lease-Up Vacancy	\$	(2,081,623)	\$	-	\$	-	\$	-	\$	-
Stabilized Vacancy			\$	(216,489)	\$	(224,607)	\$	(233,030)	\$	(241,768)
Concessions	\$	(156,122)	\$	-	\$	-	\$	-	\$	-
Bad Debt	\$	(2,941)	\$	(3,058)	\$	(3,173)	\$	(3,292)	\$	(3,415)
Total Net Rental Income	\$	2,963,372	\$	5,192,672	\$	5,387,398	\$	5,589,425	\$	5,799,028
Other Income										
Garage/Covered Parking	\$	196,560	\$	327,076	\$	339,341	\$	352,066	\$	365,269
RUBS	\$	31,450	\$	52,332	\$	54,295	\$	56,331	\$	58,443
Application & Other Fees	\$	47,174	\$	78,498	\$	81,442	\$	84,496	\$	87,665
Media	\$	141,523	\$	235,495	\$	244,326	\$	253,488	\$	262,994
Pet Fee	\$	38,526	\$	64,107	\$	66,511	\$	69,005	\$	71,593
Adaptive Reuse Retail Rents (NNN)	\$	269,784	\$	269,784	\$	269,784	\$	269,784	\$	269,784
Effective Gross Income	\$	3,688,389	\$	6,219,964	\$	6,443,096	\$	6,674,595	\$	6,914,775
Operating Expenses										
Repairs & Maintenance	\$	109,200	\$	113,568	\$	116,975	\$	120,484	\$	124,099
Contract Services	\$	65,520	\$	68,141	\$	70,185	\$	72,291	\$	74,459
Marketing	\$	43,680	\$	45,427	\$	46,790	\$	48,194	\$	49,640
Payroll	\$	393,120	\$	408,845	\$	421,110	\$	433,743	\$	446,756
General & Adminstration	\$	21,840	\$	22,714	\$	23,395	\$	24,097	\$	24,820
Property Taxes	\$	327,600	\$	340,704	\$	350,925	\$	361,453	\$	372,296
Insurance	\$	65,520	\$	68,141	\$	70,185	\$	72,291	\$	74,459
Utilities	\$	196,560	\$	204,422	\$	210,555	\$	216,872	\$	223,378
Management Fee	\$	129,094	\$	217,699	\$	225,508	\$	233,611	\$	242,017
Capital Reserves	\$	54,600	\$	56,784	\$	58,488	\$	60,242	\$	62,049
Total Operating Expenses	\$	1,406,734	\$	1,546,444	\$	1,594,116	\$	1,643,277	\$	1,693,973
Per Unit OpEx	\$	6,763	\$	7,435	\$	7,664	\$	7,900	\$	8,144
Expense Growth Rate		5.0%		4.0%		3.0%		3.0%		3.0%
Net Operating Income	\$	2,281,655	\$	4,673,520	\$	4,848,979	\$	5,031,318	\$	5,220,802
Annual Debt Service	\$	(3,858,461)	\$	(2,902,000)	\$	(2,902,000)	\$	(2,902,000)	\$	(2,902,000)
Construction Loan Interest Reserve Draw	\$	3,858,461								
DSCR		-		1.61		1.67		1.73		1.80
Permanent Loan Amount		-		58,040,000		-		-		-
Construction Loan Repayment		-		(49,592,272)		-		-		-
Net Cash Flow	\$	2,281,655	\$	10,219,248	\$	1,946,979	\$	2,129,318	\$	2,318,802
Reversion (5% Exit Cap)									\$	104,416,041
Principal Balance	\$	-	\$	-	\$	58,040,000	\$	58,040,000	\$	58,040,000
Net Reversion Proceeds									\$	46,376,041
Cash on Cash		7.75%		34.72%		6.62%		7.24%		7.88%
Equity Multiple										2.18
Unlevered Project IRR										11.06%
Levered Project IRR										16.36%

# **Proposal in Review**

### **Vision**

An innovative project responsive to the market forces and district desires of the Granary, the Nexus promises to not only contribute to, but elevate, the revitalization of the area. It combines the nostalgia of the past with the promise and innovation of the future, all on one defining corner in a remarkable community. Overall, Cirque Studio is excited to present a differentiated opportunity that will benefit all involved, from our partners to future community members.

### **Guiding Agencies**



RDA



U.S. Green Building Council

### **Principles Captured**







### **Key Metrics**

Total Project Cost \$73,574,641

Exit Value (5% Cap) \$104,416,041

Anticipated Construction Start August 2023

Construction Duration

18 months

Project Cost Per Unit \$353,724

Total Project Cost per SF \$399.6

Average Rent **\$1,995** / **\$2.65** psf

Retail Rents \$37.5 PSF/Yr

Stabilized NOI \$4,673,520

### This proposal brought to you by Cirque Studio:





Addison Martin Urban & Graphic Design



Alaina Prasek Built & Landscape Architecture



Jack Gordon Finance & Development



Lucas Chimento Finance & Development

