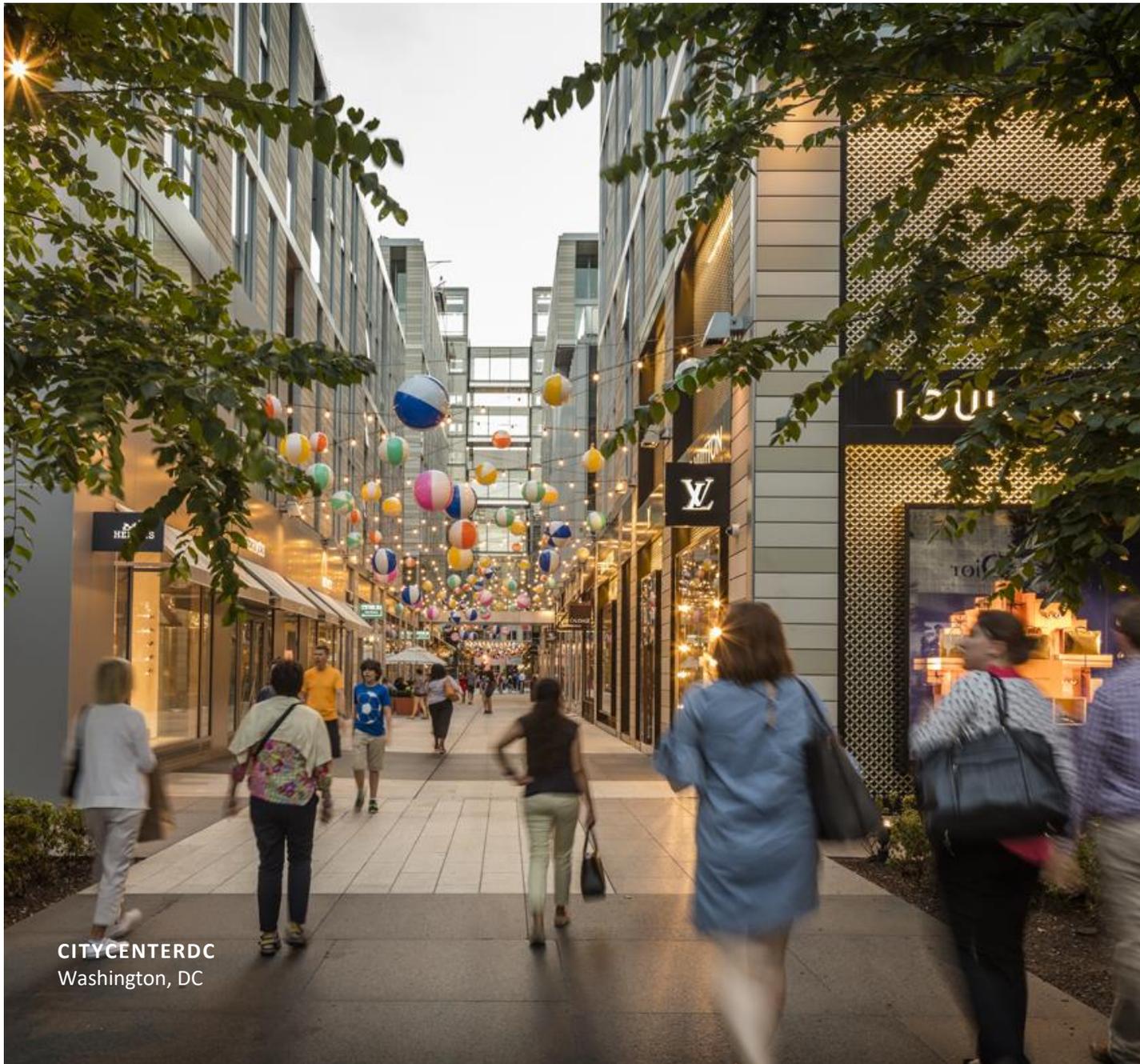


McKinney Historic Town Center

MIXED-USE DEVELOPMENT

“The greatest achievement in development is the creation of a community. There's an art to making successful places for people.”

- GERALD HINES, FOUNDER



CITYCENTERDC
Washington, DC

KEY DIFFERENTIATORS

Why Us?

- 1** Ground-Up Mixed-Use Development Experts
- 2** Leading Edge of Placemaking & District Creation
- 3** World's Leading ESG & Green Developer
- 4** Extensive Experience with Municipalities
- 5** Community-Inspired Vision

MCKINNEY TOWN CENTER
Meet Your Team

Hines Development				NBBJ Design Team			Garrison/Jones Landscape Architects	
								
Ben Brewer	Corbin Eckel	Melissa Voelker	Brian Donahue	Jon Hetzel	Dan Ayars	Michael Suriano	Eric Garrison	Will Jones
<i>Sr. Managing Director Hines</i>	<i>Managing Director Hines</i>	<i>VP, Experiential Design Hines</i>	<i>VP, Preconstruction Hines</i>	<i>Retail Curation Madison Partners</i>	<i>Principal NBBJ</i>	<i>Principal Designer NBBJ</i>	<i>Principal & Co-Founder GJLA</i>	<i>Principal & Co-Founder GJLA</i>
Years of Experience: 18	Years of Experience: 10	Years of Experience: 22	Years of Experience: 17	Years of Experience: 16	Years of Experience: 25	Years of Experience: 22	Years of Experience: 21	Years of Experience: 19
Development Experience: 2.3 Million SF	Development Experience: 2.0 Million SF	Development Experience: 30 Million SF	Development Experience: 12.5 Million SF	Development Experience: 500,000 SF	Development Experience: 3.0 Million SF	Development Experience: 2.7 Million SF	Development Experience: 75,000 Acres	Development Experience: 55,000 Acres

FAVORITE THING ABOUT HISTORIC DOWNTOWN MCKINNEY:

"The scale and architecture of historic downtown. It offers surprises at every turn, and is incredibly charming. There is simply an authenticity to this downtown that every neighborhood wants, but cannot be replicated."

WHAT THIS PROJECT MEANS:

"Hines takes great pride in creating meaningful places that build off the local character within a community. The inherent charm that already exists within McKinney provides an incredible base to build from - allowing the architecture, landscape and all the spaces in between for this development to become part of the future fabric of the town and contribute to the overall community experience as a place people want to be. Opportunities like this are so rare, and we are eager to be a part of it."

WHY I'M PASSIONATE:

"I love creating unique and special places that reflect the local community. I have a particular passion for historic and culturally significant areas. Downtown McKinney encompasses all of these things and this project would be a huge opportunity to contribute to an already amazing downtown."

WHY WE'RE EXCITED:

"NBBJ embraces the ability of design to transform communities. A new development for McKinney has unique potential - it is a generational opportunity to create a landmark that will both reflect the history of its place while pointing the way to a future enriched by dynamic public spaces, and new platforms for working and living."

WHAT IT MEANS:

"Collaborating with the City of McKinney, Hines, and the design team is a tremendous opportunity to take part in the creation of a new district for Downtown McKinney offering long term, sustainable value for the community. We are excited by the potential to reinforce the rich, historic, and walkable environment that exists in the district today, create open spaces that promote value, community, and identity, as well as create a unique, artful landscape that connects and permeates the neighborhood."

Hines Firm Overview



Co-CEOs: Jeff Hines & Laura Hines-Pierce



Founder: Gerald D. Hines

Family-Led

EXECUTIVE LEADERSHIP TEAM:
JEFF HINES AND LAURA HINES-PIERCE

16

EXECUTIVE COMMITTEE MEMBERS WITH
AN AVERAGE TENURE OF 24 YEARS

66+ Years

OF EXPERIENCE

4,856

TOTAL EMPLOYEES

1,836

VERTICAL PROJECTS COMPLETED OR
UNDERWAY TOTALING 521M+ SF

383

CITIES

30

COUNTRIES



Recent DFW Projects



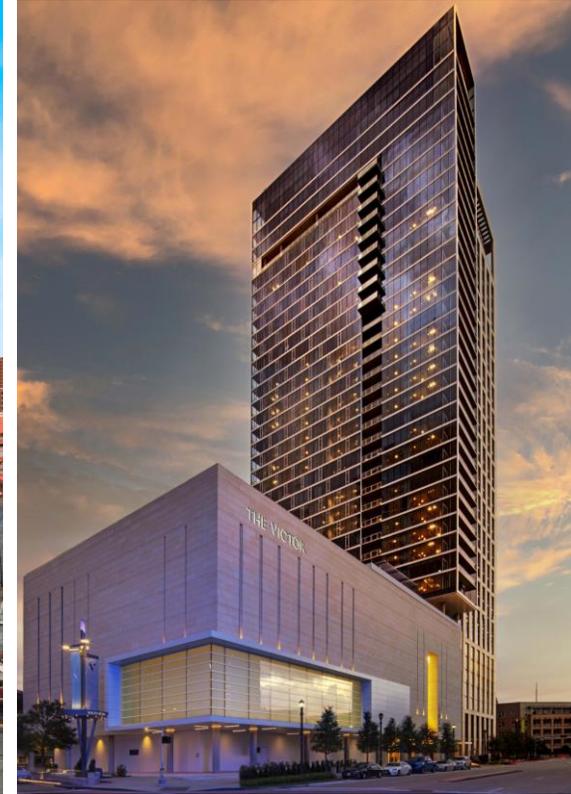
Maple Terrace

Mixed-Use: Multifamily, Adaptive Reuse Office,
& Retail
\$300MM



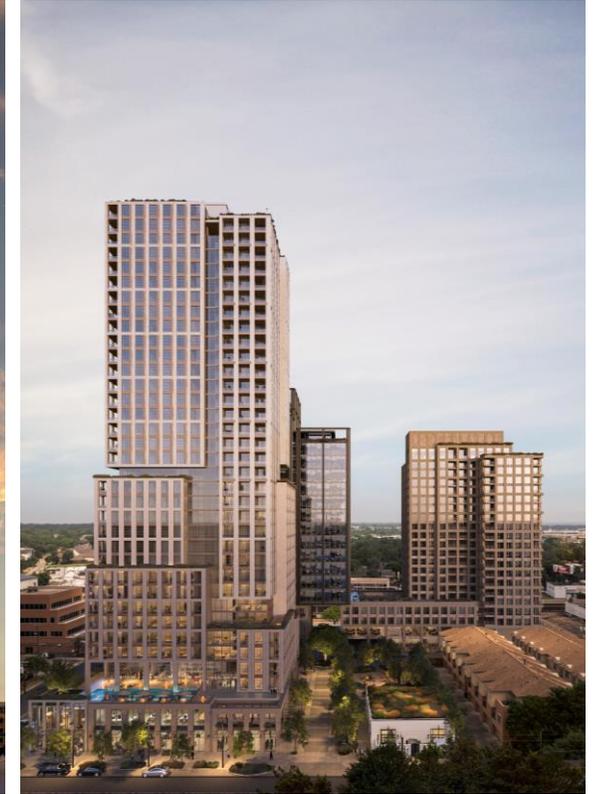
The Stack Deep Ellum

Office & Retail
\$115MM



The Victor

Luxury For-Rent Multifamily
\$185MM



Knox Promenade

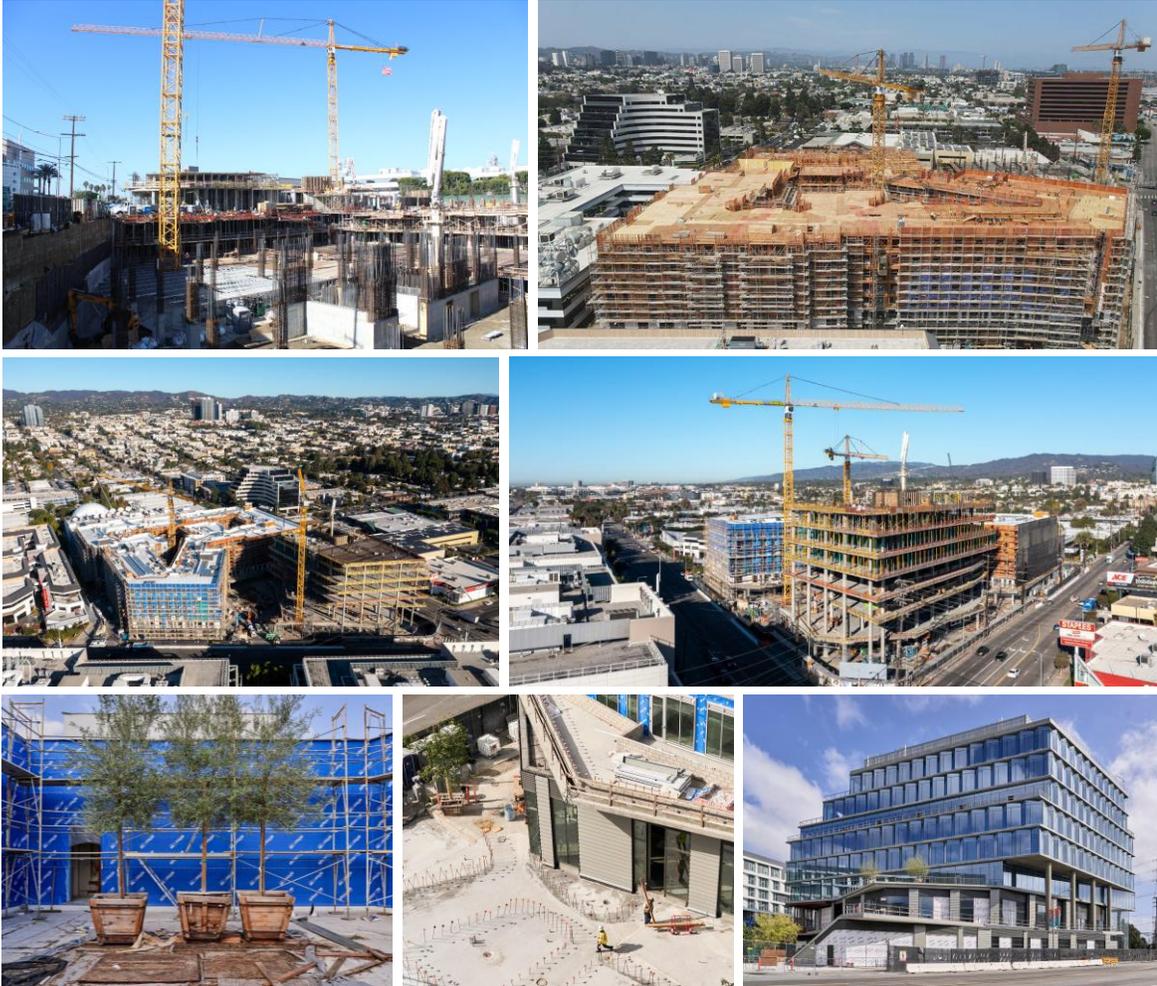
Mixed-Use: Multifamily, Office & Retail
\$650MM

MCKINNEY TOWN CENTER

Ground-Up Development Experts

1,836 Development Projects

COMPLETED OR UNDERWAY TOTALING 521M+ SF



Ground-Up Development Experts



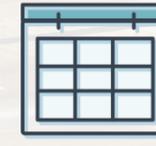
Extensive
Benchmarking



Select the Right
Design Team



Analyze Fundamental
Building Systems



Provide Precise
Budgets and
Schedules



Coordinate Design
and Construction
Details



Secure Cost-Efficient
Contracts



Expedite Transition
to Construction



Manage
Commissioning
and Closeout

Placemaking & District Creation

Hines

Placemaking from Coast to Coast

	Market	Project Size (Estimate)
Atlantic Station	Atlanta	523K SF
Main Street Market Place	Bellevue	1.5M SF
Lincoln Commons	Chicago	600K SF
Oak Brook Commons	Chicago	900K SF
Aspen Highland Village	Aspen	69 Acres
River Valley Ranch	Carbondale	520 Acres
Maple Terrace	Dallas	421K SF
American Tobacco Campus	Durham	782K SF
Southside Quarter	Jacksonville	110 Acres
Levit Green	Houston	52 Acres
Somerset Green	Houston	46 Acres
Las Colinas	Irving	550 Acres
Lakeside at Tessera	Lago Vista	877 Acres
West Edge	Los Angeles	800K SF
North Loop Green	Minneapolis	700K SF
Finery	Nashville	540K SF
The Mercantile	Omaha	370K SF
Fenton	Raleigh (Cary)	2.5M SF
FAT Villge	Fort Lauderdale	833K SF
Riverwalk	San Diego	200 Acres
Markland	St. Augustine	314 Acres
Palencia	St. Augustine	2,256 Acres
Asturia	Tampa	300 Acres
City Center DC	Washington, D.C.	2.5M SF
The Parks at Walter Reed	Washington, D.C.	3.1M SF



McKinney Town Center



West Edge
Los Angeles, CA



FENTON
Cary, NC



Atlantic Station
Atlanta, GA



RIVERWALK
San Diego, CA

MCKINNEY TOWN CENTER

Placemaking & District Creation



JAEGER SQUARE

Columbus, OH



MAYOR VERA CALVIN PLAZA

Burleson, TX

**Experience of Eric Garrison*



LOWER GREENVILLE

Dallas, TX

MCKINNEY TOWN CENTER
Case Study: Fenton



Fenton: Outdoor Rooms



the FAMILY ROOM

LARGE-SCALE GATHERING SPACE THAT ADAPTS TO THE SEASONS ALLOWING FOR A VARIETY OF YEAR-ROUND ACTIVITIES.

Fenton: Paseos...the Spaces Between



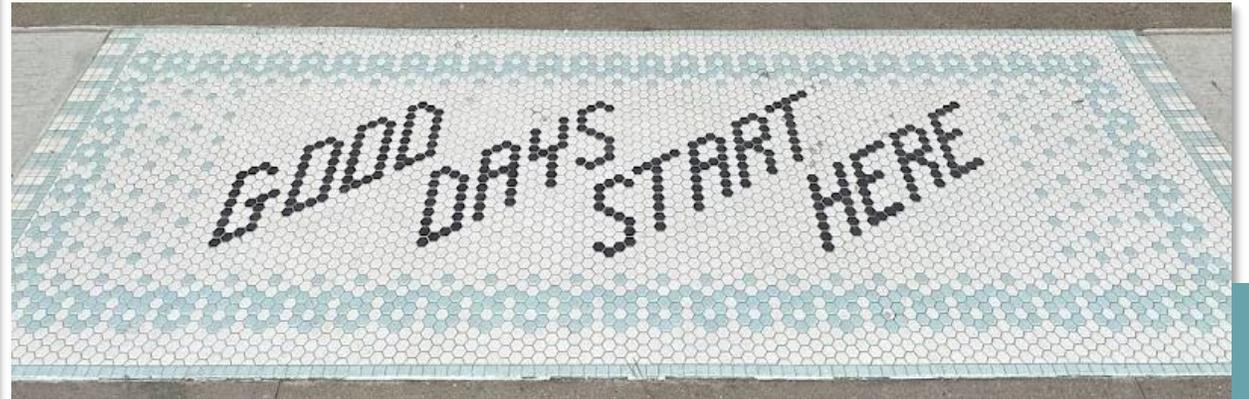
EXPERIENCE

PLAY

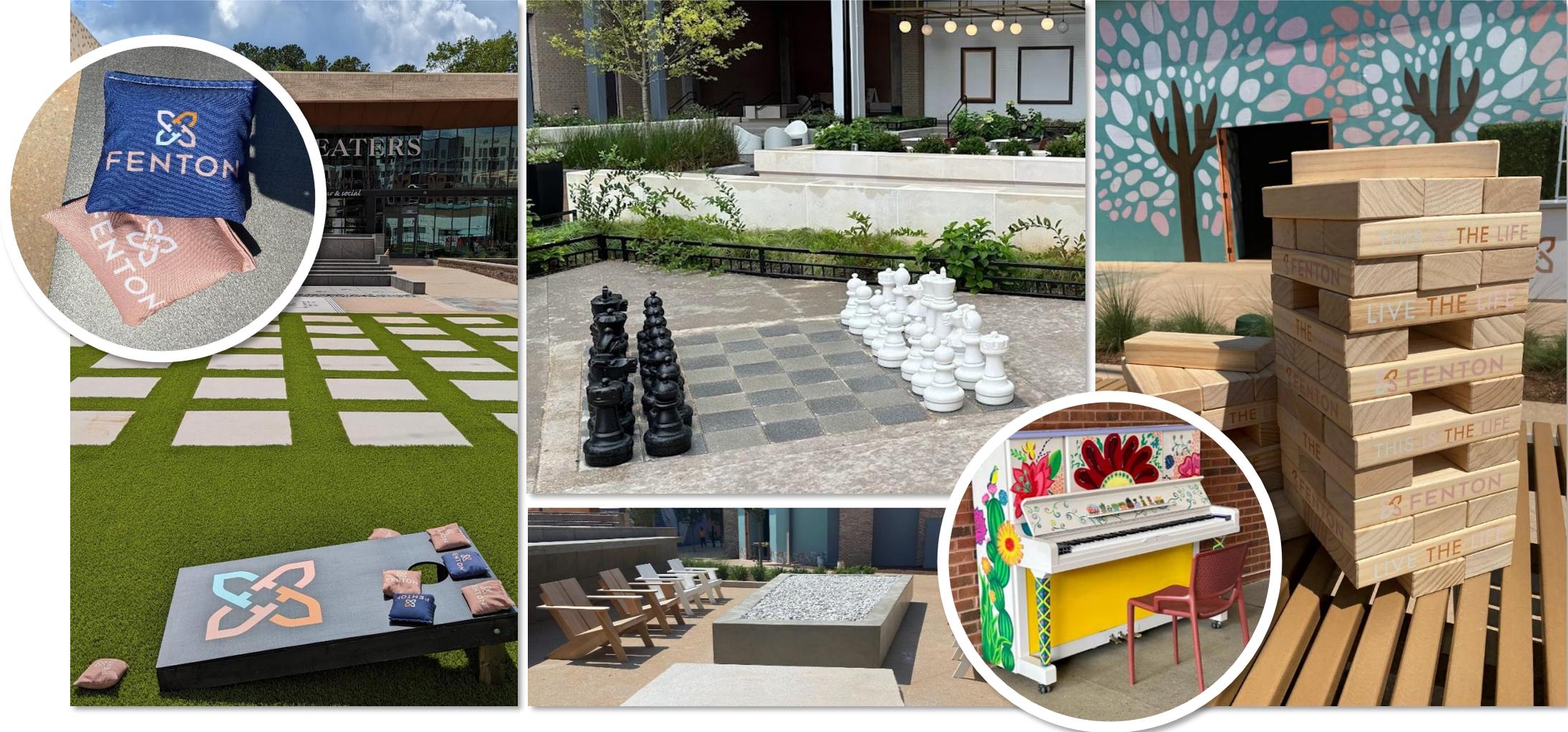
INTERACT

ENGAGE

Fenton: Engage & Discover



Fenton: Play & Be Social



Fenton: Hardware & Software



Hardware

“All the Bones”

Infrastructure

Plazas and Lawns

Paseos

Sound and Lighting

The Built-Form



Software

“The Magic Touch”

Curated Retail Program

Daily Events

Seasonal Festivals

Rotating Art Programs

Weekend Markets

Environmental

- Operational Carbon
- Embodied Carbon
- Building Certifications
- Net Zero Energy
- Indoor Air Quality

Social

- Attainable Housing
- Diverse Suppliers
- Education
- Level Playing Field
- Health & Wellness
- Community Building

Governance

- Data Management
- Resilience
- Hines Carbon Emissions
- UN-PRI
- GRESB



Hines Named Global ESG Firm Of The Year

WINS 2021 GLOBAL PERE AWARDS IN THREE ADDITIONAL CATEGORIES

Experience With Municipalities



Dallas



Houston



Washington, DC



Fort Worth



Austin



Denver



Royse City



Midlothian



Rosenberg



Tomball



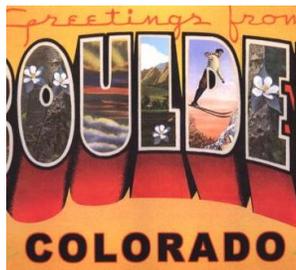
Katy



Sugar Land



Castle Rock



Boulder/Erie



Thornton



Waxahachie



Terrell



McKinney

KEY DIFFERENTIATORS

Design Approach

MIXED-USE DEVELOPMENT

Feedback: Common Themes

- New developments should positively contribute to the existing charm and historic character of McKinney's quaint Historic Downtown
- New developments should emphasize vehicular access from McDonald Street (State Highway 5)
- New developments should help address downtown parking needs
- A grocery store is desired to serve downtown residents
- Additional cultural amenities, activities for kids, and entertainment opportunities are needed.

Feedback: What does McKinney Need?

- Cultural Amenities
 - Museum
 - Theater / Performance Hall
 - Live Music Venue
 - Outdoor / Open Space
- Entertainment Opportunities
- Amenities for Kids
- Grocery
- Parking
- Hospitality (Hotel)

McKinney Is:

- Charming
- Quaint
- Unique
- Historic

We are here to serve your community,
and bring your vision to reality.

KEY DIFFERENTIATORS

Design Approach

DEVELOPMENT ETHOS

Smart growth that honors their unique history while positioning downtown for the future.



Development Ethos



Relevant Program



Honoring Context

HONORING CONTEXT

Development that draws from McKinney's unique place while finding opportunities within city standards and zoning.

RELEVANT PROGRAM

Relevant spaces that meet the market need and create dynamic public amenities.

Catalytic Development

KEY DIFFERENTIATORS
Connections



KEY DIFFERENTIATORS

Uniquely McKinney



Iconic Landmarks



Vibrant Spaces



Localized Art



Urban Texture

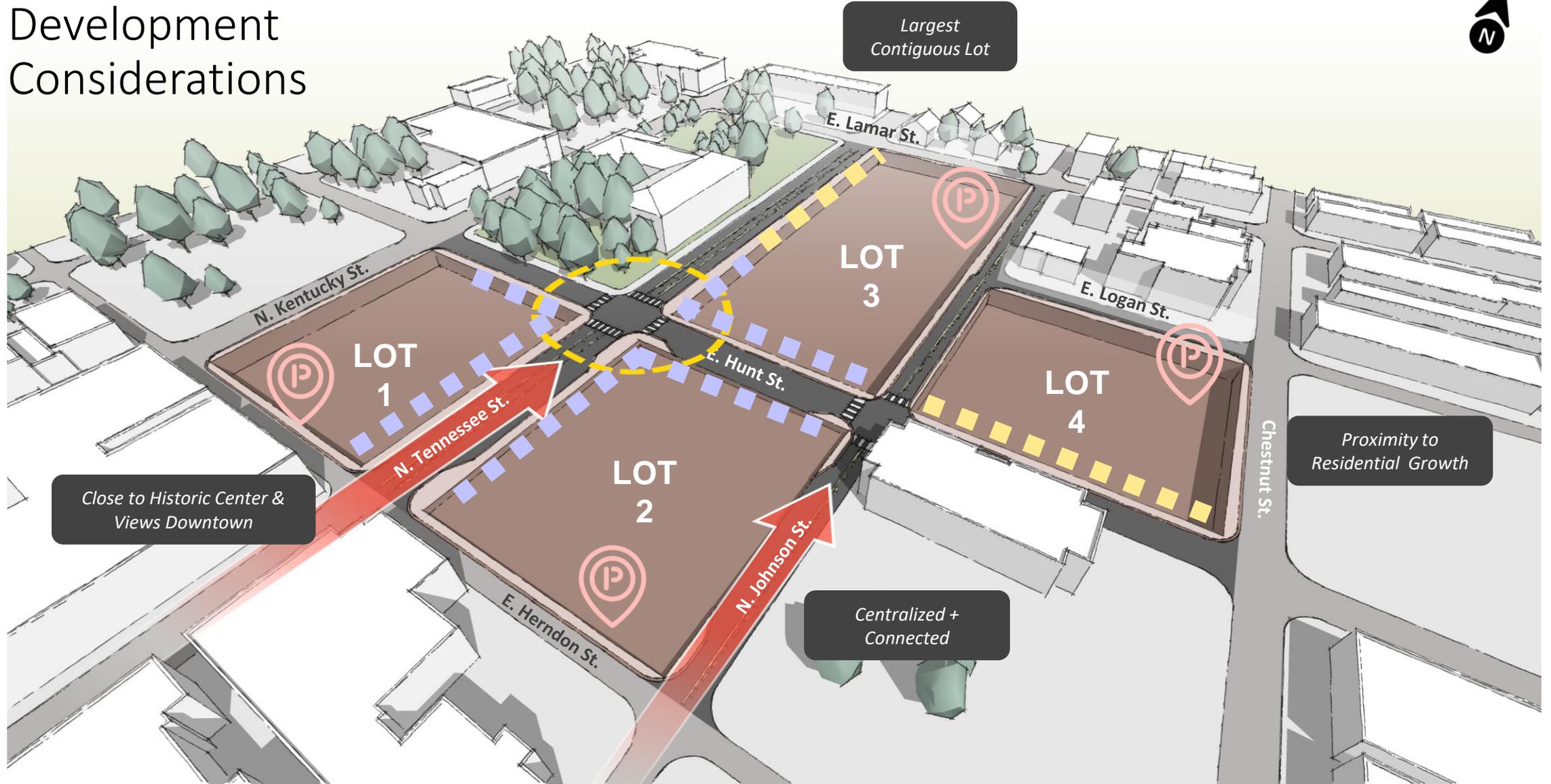
KEY DIFFERENTIATORS

Relevant Program



KEY DIFFERENTIATORS

Development Considerations

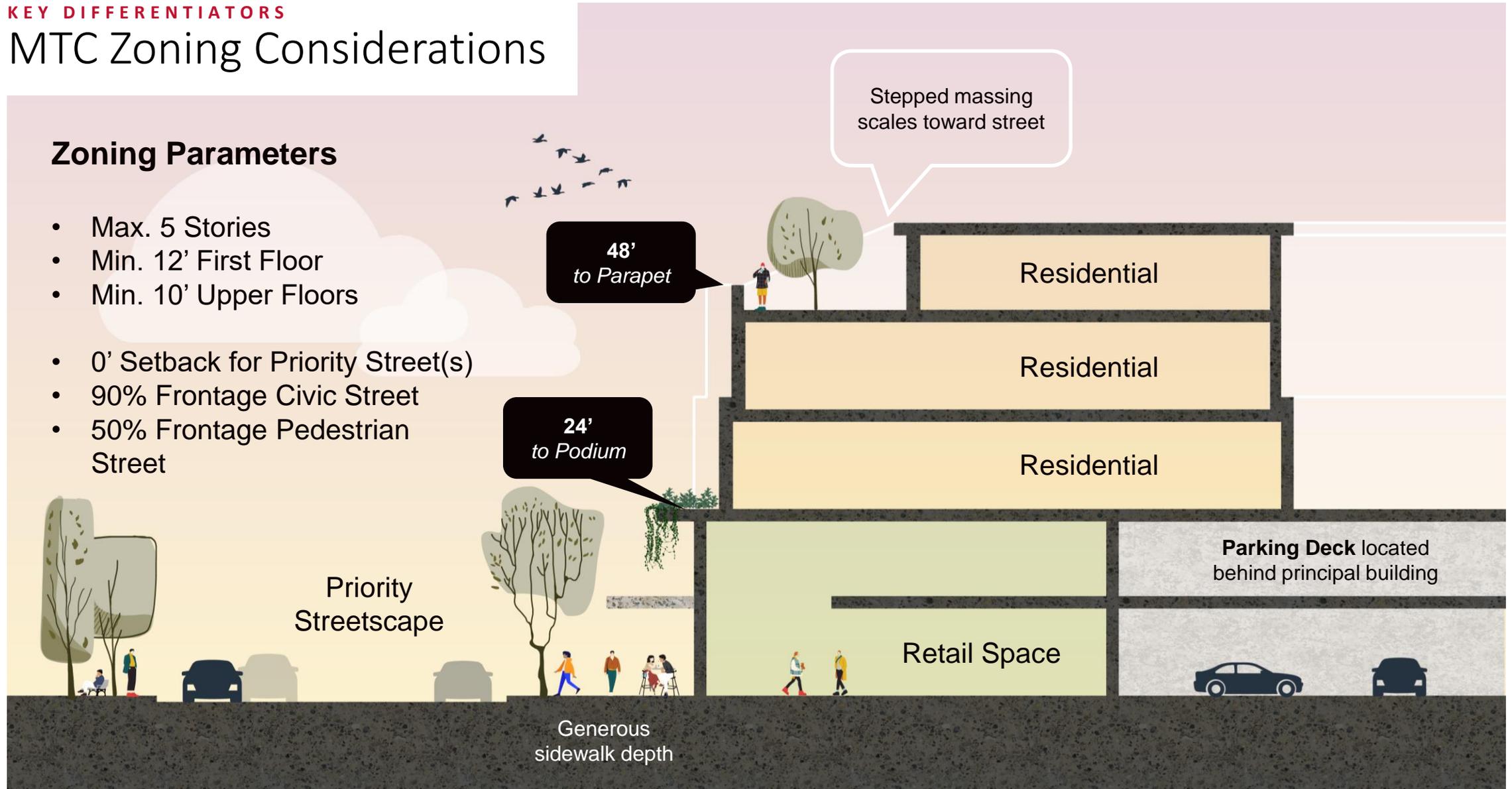


KEY DIFFERENTIATORS

MTC Zoning Considerations

Zoning Parameters

- Max. 5 Stories
- Min. 12' First Floor
- Min. 10' Upper Floors
- 0' Setback for Priority Street(s)
- 90% Frontage Civic Street
- 50% Frontage Pedestrian Street



KEY DIFFERENTIATORS

Development Components



Structured Parking

Provides a simplified and concentrated parking solution while making downtown accessible to a broader catchment area...

Office

Brings larger square footage for anchor tenants and activates downtown during the day with energy and people...

Bespoke Retail

Benefits walkability and civic place-making as an amenity and providing unique goods and services...

Multifamily Residential

Housing benefits retail, adding a population that provides an economic engine for local businesses.

KEY DIFFERENTIATORS

Development Aspirations

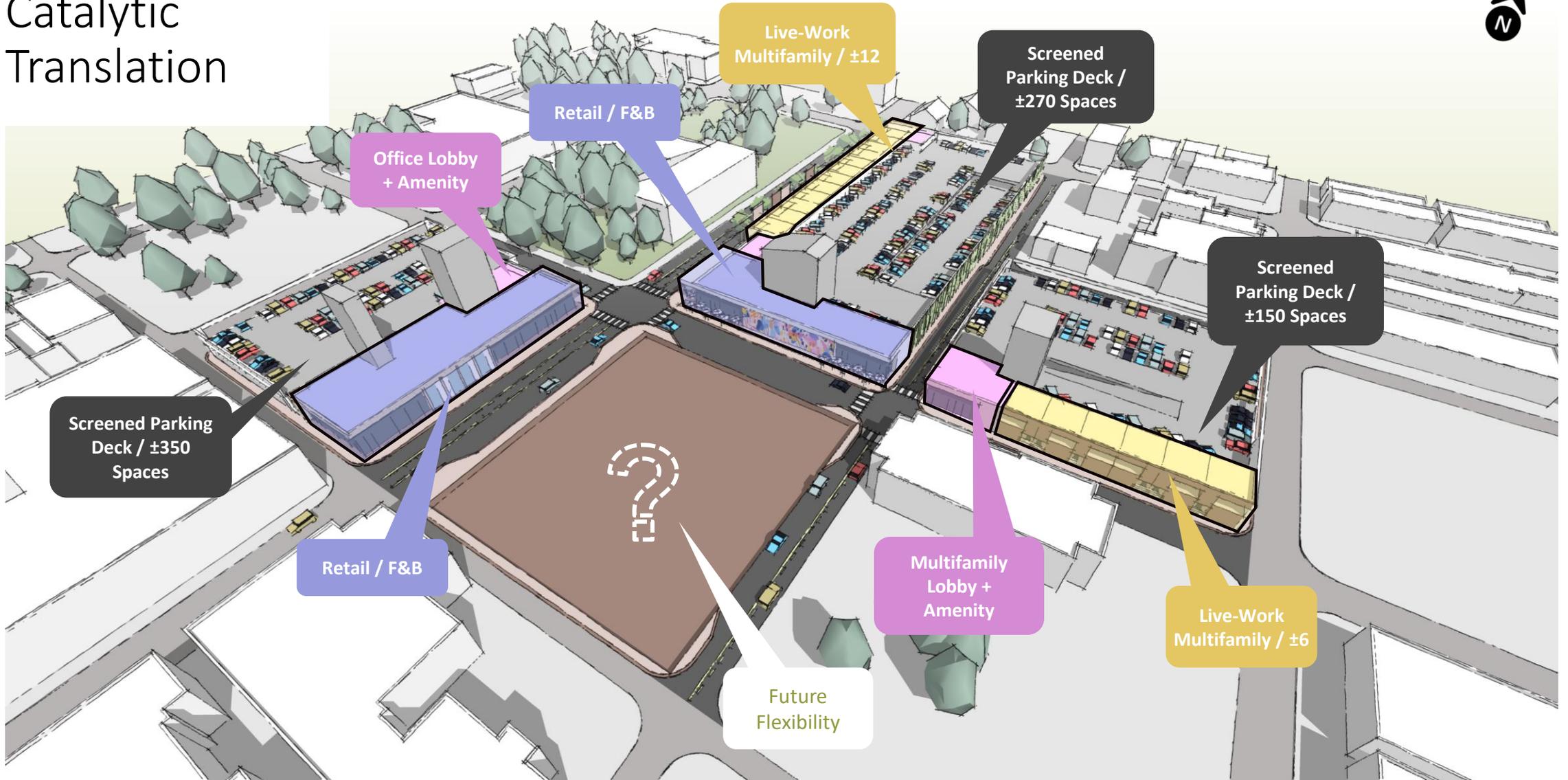


A New Civic Asset

A centralized and programmed park would fill a need for collected community space within the city of McKinney. A magnetic anchor for community events, nightlife, and outdoor amenities would be an asset for all.

KEY DIFFERENTIATORS

Catalytic Translation



KEY DIFFERENTIATORS

Catalytic Translation



KEY DIFFERENTIATORS

Catalytic
Translation





Natural Immersion

Dynamic Multifamily Living

Pronounced Corner Retail & Public Art Opportunity

Public Streetscape linked to the Park w/ flexible utility

Retail Corridor



Shaded Overhangs
& Warm Materials

Pronounced Corner
Retail

Understated address
and bespoke residential
identity

Live, Work &
Stoops

“ ”

“It’s not about ideas,
it’s about making ideas happen.”

SCOTT BELSKY

DEVELOPMENT TEAM BIOS



Ben Brewer SENIOR MANAGING DIRECTOR

Mr. Brewer is the Senior Managing Director for Hines Interests' Dallas / Ft. Worth office and responsible for all facets of commercial and land development for the Dallas / Ft. Worth metroplex. He worked for KPMG LLP before joining Hines in 2006. With Hines since in 2006, Ben started his project management career in Las Colinas. During his career with Hines, he has been responsible for numerous real estate developments in the DFW market, and has been extensively involved in acquisitions and refinancing, REO transactions, zoning / entitlement, and real estate development. Brewer earned his BBA in Accounting and MA from the Baylor University. He has participated on The Las Colinas Association Board since 2012 and currently serves as chairman. He is involved in the Dallas City Council as the Economic Development Chairman and Advisory Council as well as a representative of the City of Dallas 2017 Bond Program District 10.



Corbin Eckel MANAGING DIRECTOR

Mr. Eckel is a Managing Director and responsible for the sourcing, underwriting, and project management of office, multifamily, hospitality, and mixed-use development projects in the Dallas-Fort Worth MSA. Since joining Hines in 2017, Mr. Eckel has developed broad experience centered around the feasibility analysis of prospective development projects. His responsibilities include financial underwriting, due diligence coordination, and front-end project management on new pursuits. Before joining the firm, Corbin completed his full-time MBA while interning at Cielo Property Group, USAA Real Estate Company, and Investcap Partners, where he was responsible for the underwriting and evaluation of prospective acquisitions and development opportunities. Prior to attending business school, Mr. Eckel held both commercial and custom-residential construction management roles at Ryan Companies and Desert Star Construction in Phoenix. He has earned his BS in Design, Architectural Studies from Arizona State and a MBA from the University of Texas at Austin.



Sean Luther DIRECTOR

Mr. Luther is a Director for commercial development. Mr. Luther started at Hines in 2020 and focuses on underwriting, due diligence, and project management for commercial projects in the greater DFW MSA. Prior to Hines, Mr. Luther was in the Real Estate Financing Group at Goldman Sachs. Mr. Luther attended the University of Arizona.



David Freisner DESIGN & CONSTRUCTION MANAGER

Mr. Freisner is responsible for design and construction management for commercial and mixed-use development projects in the Dallas / Ft. Worth metroplex. Before joining Hines in 2018, Mr. Freisner developed extensive experience in both facility masterplan design and operations for The Village Church as the director of their project management office (PMO) and significant experience in construction management as a project manager with Flintco Construction. David is currently the construction manager for 3039 Olive, a 344-unit, 39-story multi-family project in Dallas, TX. Freisner earned a BS in Construction Science from Texas A&M University.



Carson Wiggs CONSTRUCTION MANAGER

Mr. Wiggs is a construction manager and is responsible for design and construction management for commercial and mixed-use development projects in the Dallas / Ft. Worth metroplex. Before joining Hines in 2019, Wiggs developed significant experience in construction management as a project manager with The Beck Group. Carson is currently an Assistant Construction Manager on The Stack mixed use project and The Victor mixed use project in Dallas, TX. Wiggs earned his BS in Construction Management from the Purdue University.



Andy Trowbridge EXECUTIVE VICE PRESIDENT, CONCEPTUAL CONSTRUCTION

Mr. Trowbridge is Executive Vice President, Conceptual Construction. He is responsible for all preconstruction activities including budgeting, design, contractor and consultant contract negotiations, and materials purchase for Hines' domestic and international projects. Since joining Hines in 1992, Trowbridge has been responsible for consultant selection and contract negotiations, budgeting, scheduling, management of consultants' designs, and contractor and subcontractor bidding and negotiations for office buildings, retail complexes and hotels. Trowbridge graduated from The University of California at Davis with a BA in Economics.



Michael Desguin EXECUTIVE VICE PRESIDENT, CONCEPTUAL CONSTRUCTION

Mr. Desguin is Senior Vice President, Commercial Platform in the Conceptual Construction Group and is responsible for development management and preconstruction services including contracting, master planning, design development, budget control, scheduling, value engineering and contracting strategy for various Hines projects in the Americas. Since joining the firm in 2007, Mr. Desguin has been involved with preconstruction activities on a variety of diverse projects. Desguin earned his BS in Architecture from Florida A&M University.



David Robinson SENIOR VICE PRESIDENT, MEP, CONCEPTUAL CONSTRUCTION

Mr. Robinson is Senior Vice President, Mechanical, Electrical and Plumbing in the Conceptual Construction Group and is responsible for design, budgeting, consultant selection, subcontractor negotiations, and material purchases for the electrical and low-voltage systems for all Hines projects. Since joining the firm in 1995, Robinson has been responsible for more than 85 million square feet of commercial office buildings, retail complexes, residential projects, hotels, sports facilities and museums. Robinson earned his BS in Electrical Engineering from Texas A&M University.



Juan Delgado SENIOR VICE PRESIDENT, LIVING, CONCEPTUAL CONSTRUCTION

Mr. Delgado is Senior Vice President, Living Platform in the Conceptual Construction Group and is responsible for preconstruction services including design development, budget control, scheduling, value engineering, materials purchases, and contractor and consultant contract negotiations for various Hines projects in the Americas. Prior to joining Hines in 2015, he worked in the southeast for over 20 years constructing/developing a variety of complex projects including retail centers, multifamily apartments, condominiums, skilled nursing facilities, schools, custom homes, and historic renovations. Delgado earned his BS, Construction Management from Florida International University.



Melissa Voelker VICE PRESIDENT, GLOBAL EXPERIENTIAL DESIGN, CONCEPTUAL CONSTRUCTION

Ms. Voelker is Vice President, Global Experiential Design in the Conceptual Construction Group and is responsible for the design refinement of all public space amenities and ground plane enhancements throughout Hines' projects globally. She works closely with the development and design teams to ensure maximum enhancement of the tenant experience is effectively captured throughout the design process. In addition, she offers design support of the firm's flexible workplace program under The Square platform. She joined the firm in 2019, and during her career in architecture, she has primarily focused on hospitality projects across the world, working alongside luxury operators such as Four Seasons, Montage and Belmond. Voelker earned her Bachelor of Environmental Design from Texas A&M University and her Master of Architecture from the University of Houston.



Brian Donahue VICE PRESIDENT, PRECONSTRUCTION, CONCEPTUAL CONSTRUCTION

Brian is responsible for preconstruction services including design development, budget control, scheduling, value engineering, materials purchases, and contractor and consultant contract negotiations for various Hines projects.

In this role, Brian leads preconstruction services for commercial, residential, life science, industrial, and mixed-use projects throughout the United States. He is committed to maintaining the risk-managed process which helps ensure that each project meets goals of quality, cost, delivery schedule, and ultimately, performance. Prior to joining Conceptual Construction, Brian was a Construction Manager in the West Region overseeing the construction of new development projects throughout the Bay Area.

Brian holds a Bachelor of Science degree in Hotel Administration from Cornell University. Away from the office, Brian enjoys shooting hoops in his driveway, and spending time with his wife, young daughter, and their dog.



Jon Hetzel RETAIL CURATION | MADISON PARTNERS

Jon Hetzel has worked at Madison Partners since May of 2007. Mr. Hetzel manages Madison's underwriting, acquisitions/dispositions, financing, zoning, permitting, asset management for infill Dallas properties, and brokerage activities. Mr. Hetzel is also Madison's spokesman for a wide variety of issues relating to Deep Ellum and Lower Greenville. He has taken the lead on helping to revitalize the two historic and truly unique Dallas neighborhoods.

Mr. Hetzel graduated from the University of Pennsylvania with a Bachelor of Arts, cum laude, in economics. In addition, Mr. Hetzel studied for a year at the London School of Economics. Mr. Hetzel is the President of the Deep Ellum Foundation, which manages the Deep Ellum PID, Chair of the Deep Ellum TIF Board of the City of Dallas, Boardmember of the Collin Creek Mall TIF Board of the City of Plano, and Boardmember of the Greater Dallas Planning Council. Mr. Hetzel is also a member of the International Council of Shopping Centers, Urban Land Institute and The Real Estate Council. Mr. Hetzel has an active Texas Real Estate Broker's License.

DESIGN TEAM BIOS – NBBJ



Dan Ayars PRINCIPAL & THOUGHT LEADER

Dan's value-based approach seeks first to understand your goals and constraints, then to identify unexpected opportunities for greater return on investment.

Dan has a deep understanding of how to create human-centered experiences with a belief that all aspects of a project should embody the character and spirit of the client's brand, culture, and vision. A recognized design and development thought leader for workplace, and mixed-use markets, Dan creates highly functional, people-centric environments. Invested in the continued development of Columbus, Dan is an advocate for high-performance building repositioning, creative office space, and sustainable urban development.



Michael Suriano PRINCIPAL DESIGNER

Mike believes that through positive interaction with the client and users, design has the capacity to not only create something new but something better.

He is an architectural designer with experience on both national and international projects ranging from residential, office, hospitality, healthcare, science, sports and corporate project types. He brings a multidisciplinary approach to the process that is structured around the collaboration between client and project team to create positive human-centric experiences. His design sensibility is rooted in the influence aesthetics and technology have within the built environment and the opportunity of restraint to create refinement.



Jessica Parrish SENIOR INTERIOR DESIGNER

Jessica succeeds through an inclusive, methodological design process fueled by research, collaboration and iteration.

Jessica approaches design with an empathetic lens, attentively curating experiences that form authentic connections between people and the environments in which they live, work, play and recover. Having experience in both national and international markets, she brings unique perspectives and insights to her multidisciplinary design process. With nearly two decades of experience, Jessica is an accomplished design leader who consistently delivers catalytic experiences that expand her client's aspirations.



Tony Murry PRINCIPAL, LANDSCAPE ARCHITECT

Tony's expertise lies both in urban design and landscape architecture, positioning mixed-use communities as sustainable, thriving neighborhoods from concept to construction.

Tony has been involved in the design of projects nationally and internationally; including, the design and planning of residential communities, medical facilities, higher education institutions, urban development projects, as well as a variety of other project types, both large scale and site specific. Tony promotes environments that are sensitive to their context and integrated within architecture and interiors.

DESIGN TEAM BIOS – GARRISON/JONES



Eric Garrison, PLA, ASLA PRINCIPAL, CO-FOUNDER

Eric is a Principal and Co-Founder of Garrison/Jones with over 20 years of professional experience, Eric's work includes elaborate projects throughout the United States and internationally.

He excels at both large-scale planning and landscape architecture at a more focused site level, allowing him to contribute across a wide spectrum of projects at a variety of scales throughout the design process. Capitalizing on these strengths, Eric has been integral to the successful creation of numerous notable and award-winning projects.



Will Jones, PLS, ASLA PRINCIPAL, CO-FOUNDER

Will serves as a Principal and Co-Founder of Garrison/Jones Landscape Architects. He is an expert balancing client needs and challenging project engagements with steady management of complex consultant teams.

Over the course of his 18-year professional career, Will has led many national and international landscape architecture practices, creating the foundation to build Garrison/Jones Landscape Architects which focuses on creating transformative places for neighborhoods, cities, and regions across the US. Will has a keen interest in creating beautiful public realm projects that strengthen communities, allow ecological systems to flourish, and connect people to nature. Will is licensed in multiple States across the US and his work has led to many awards and speaking opportunities.



Allison Docker, PLS, ASLA SENIOR ASSOCIATE

Allison, an experienced leader with a strong civic background, adds valuable insight and design direction for projects in which she is involved. Her love for public spaces coupled with her passion for strengthening the human connection to nature, is articulated through a thoughtful approach to her work.

Allison's portfolio includes a variety of projects including public parks and streetscapes, botanical gardens, corporate campuses, retail and mixed-use developments. Most recently, Allison worked for a non-profit organization in Fort Worth, focusing on the economic and physical development of the rapidly growing Near Southside district. In this role, she collaborated closely with city staff, community members and real-estate developers, and she plans to build from this skill set by continuing to advocate for unique and vibrant open spaces that serve their local communities.

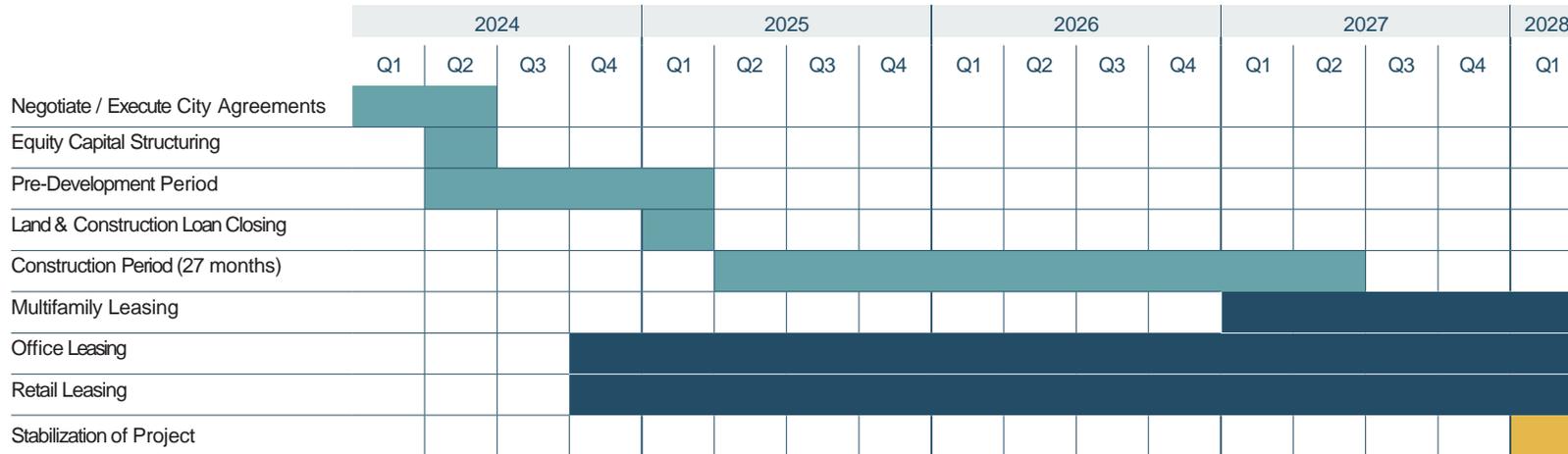
15. Provide a list of the Development Team's active projects, the current status of these projects, and when the projects are anticipated to be completed. Emphasis should be placed on demonstrating that any current projects will not negatively impact the ability to complete the projects within the proposed schedule.

Maple Terrace – Under Construction

Hines and many Hines investors require confidentiality on planned projects until official groundbreaking or public announcement.

Hines staffs all development projects, both on our own behalf and on behalf of our clients, with the right people to deliver superior service and results. Time allocations will vary depending on the phase of the development but team members will all be 100% available for all required phases of the project. There is always a single point of responsibility (SPOR) for our clients, and Hines will dedicate the necessary resources to successfully deliver the project, and will add to those resources if necessary.

16. Provide an anticipated project management plan and schedule in Gantt chart format for the project including major milestone dates.



17. Indicate the Development Team's knowledge of and experience with McKinney's development codes and ordinances including the historic district's requirements.

The Development Plan routinely engages market leading entitlement and zoning counsel for all new projects, and intends to do the same on this opportunity in McKinney to ensure development codes and ordinances within the historic district are respected and thoughtfully integrated into the proposed project.