

# PIZZUTI

In 1976, when Ronald A. Pizzuti founded The Pizzuti Companies, he started out with one basic goal: provide customers with the highest standards of performance and quality. Success followed.

Some 30 years later, that simple philosophy led to the creation of one of the country's most respected commercial real estate businesses, which, at any given time controls millions of square feet of property throughout the Midwest and Southeast.

Through planned, steady growth, the company today provides clients with the expertise in development, portfolio management, property management and Build-to-Suit services.

**KUBOTA**  
Columbus, Ohio



**McGRAW-HILL**  
Ashland, Ohio



**CAROL STREAM**  
Bolingbrook, Illinois



**HEATHROW**  
Orlando, Florida



**BISYS**  
Columbus, Ohio



**ANDRX**  
Columbus, Ohio



**PACTIV**  
Chicago, Illinois



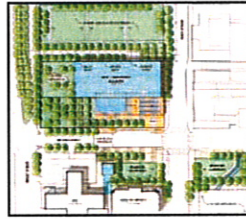
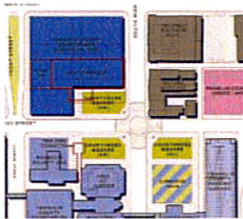
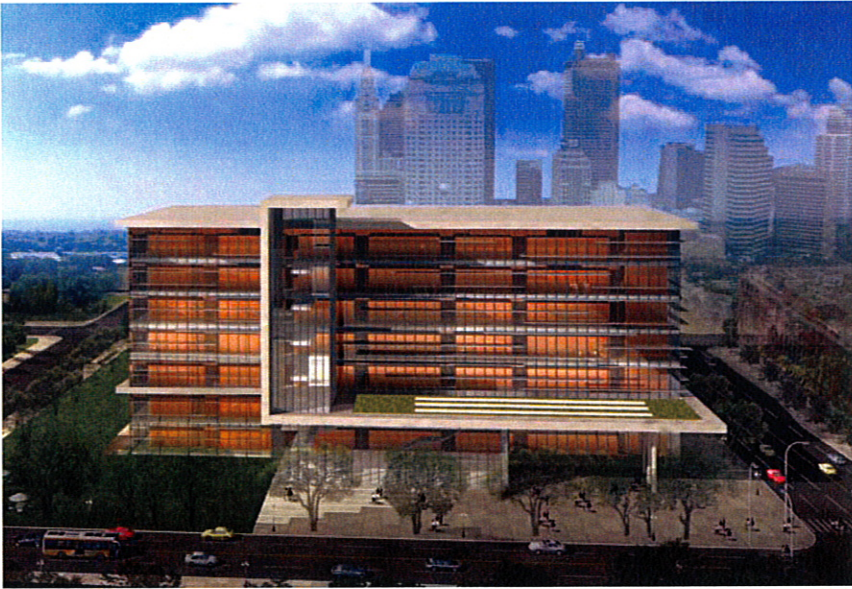
**VERITAS**  
Orlando, Florida



**ADVANCED DRAINAGE SYSTEMS**  
Columbus, Ohio



## COUNTY COURTHOUSE FRANKLIN COUNTY, OHIO



### PROJECT OVERVIEW

Officials in Franklin County, Ohio were seeking a way to replace an aging courthouse and to serve as an anchor for the surrounding neighborhood.

Pizzuti Solutions recognized an opportunity to use the new courthouse complex as a catalyst to key the redevelopment of the southern edges of Downtown Columbus.

As Owner's Representative, Pizzuti is leading a team of experts from around the country to oversee design and construction of the new \$125 million project.

The Pizzuti team is developing a district master plan and leading the effort to develop a "modern expression of a traditional courthouse."

Construction activity began in the summer of 2007.

### OVERVIEW

LOCATION  
Columbus, Ohio

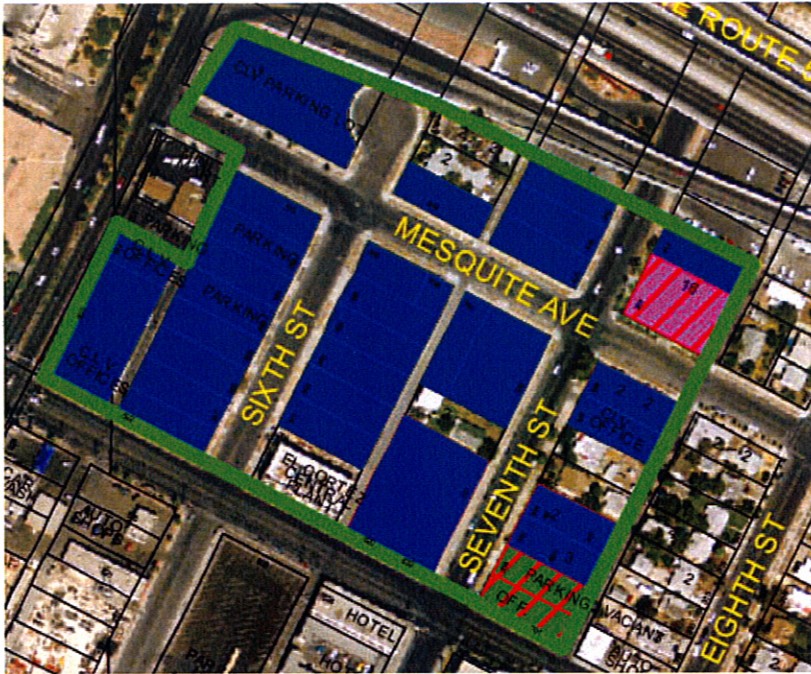
OWNER CONTACT  
Franklin County  
Don Brown  
County Administrator  
614-462-5337

ARCHITECT OF RECORD  
DesignGroup

DESIGN ARCHITECT  
Arquitectonica

PROJECT VALUE  
\$125 million

PROJECT TIMELINE  
Ongoing



## OVERVIEW

### LOCATION

Las Vegas City Hall  
Las Vegas, Nevada

### OWNER CONTACT

Orlando Sanchez  
Deputy City Manager

### PROJECT VALUE

\$250 million

### PROJECT TIMELINE

Site evaluation study in progress;  
anticipated construction completion  
date 2011

## PROJECT DETAILS

- Pizzuti Solutions is completing a feasibility analysis for a new city hall complex in Las Vegas.
- The study includes analysis of multiple sites, program validation services and economic impact studies.
- The new city hall will likely be approximately 500,000 square feet, with a budget estimate nearing \$250 million.
- Pizzuti is evaluating project delivery approaches for this fast-track project.



## PROJECT OVERVIEW

The City of Dunedin recognized a need to establish a "gateway" into the city's historic downtown. Following the recommendation of the city's downtown development staff, the Dunedin City Commission unanimously selected Pizzuti Solutions to develop a 4.1-acre site at Skinner Boulevard and Main Street.

Highlights of this development include:

- More than 40,000 square feet of office space to complement an adjacent hospital and medical offices currently filled to capacity
- Approximately 35,000 square feet of retail space
- 39 residential units
- A pedestrian-friendly design that maintains the small-town ambiance of Dunedin, serving as a connection to existing downtown merchants

## OVERVIEW

### LOCATION

Dunedin, Florida

### OWNER CONTACT

The Pizzuti Companies

City of Dunedin

Robert Ironsmith, CRA Director

727-298-3204

### ARCHITECT

Glavan Fehér Architects

### GENERAL CONTRACTOR

Rieker Duley Construction Company

### PROJECT VALUE

\$32,000,000

### PROJECT TIMELINE

Ongoing

Beginning Spring 2007



## PROJECT

Prescott Place is a 23-unit condominium development, which includes the adaptive reuse of an existing 10,000 square-foot mansion once owned by Samuel Prescott Bush, the grandfather of former U.S. President George H.W. Bush.

Pizzuti, along with the Village of Marble Cliff, conducted several in-depth market studies as well as several development studies to identify the absolute best use for the site.

Pizzuti also participated in weekly public meetings to gain invaluable insight from village residents and address any questions from the community or Village Council.

The suggestions and thoughts of residents and Council alike were incorporated into the ultimate design of the project resulting in a thoughtful development that keeps with the look and feel of the Village of Marble Cliff.

## OVERVIEW

LOCATION  
Marble Cliff, Ohio

OWNER CONTACT  
The Pizzuti Companies

ARCHITECT  
Glavan Feher Architects

PROJECT VALUE  
\$18 million

PROJECT TIMELINE  
September 2004 - present

FIELD CONSTRUCTION  
MANAGEMENT SERVICES  
The Pizzuti Companies



## FEATURES

- Urban mixed use project including the development of a high-rise condominium project and a 240,000-sf high-rise Class A office building in downtown Columbus.
- Pizzuti worked closely with the State of Ohio under its brownfield legislation to clean the site, which they continue to effectively manage.
- Public improvements included the vacation of streets, bridge demolition, street and utility installation, and levee enhancements.
- Office and the residential components included their own parking structures.
- Office amenities include: retail space; 24-hour staffed security; workout facility with basketball court and private locker rooms; M, Cameron Mitchell's signature restaurant; Miranova Cafe; complimentary Downtown shuttle service
- This project represents a variety of architects and development interests

## OVERVIEW

### LOCATION

Two Miranova Place  
Columbus, Ohio

### OWNER CONTACT

The Pizzuti Companies

### ARCHITECT

Arquitectonica

### PROJECT VALUE

\$200 million

### PROJECT TIMELINE

1999-2001

### FIELD CONSTRUCTION MANAGEMENT SERVICES

The Pizzuti Companies  
Turner Construction Company

## HEATHROW INTERNATIONAL BUSINESS CENTER LAKE MARY, FL



### Heathrow International Business Center Advantage

Heathrow International Business Center is a mixed-use development, which includes retail, residential and commercial properties all designed in harmony with the surrounding area. A variety of architects worked on this innovative development that includes:

- 370-acre master-planned development zoned for office, hotel, commercial, and multi-family development
- 9-acre oval park
- Linear pathway planned for walking, jogging, cycling and rollerblading
- Adjacent to Heathrow Country Club and Golf Course
- Extensive and attractive landscaping

### Features

- Contemporary design
- Well-lighted parking areas
- Building entry security system
- Ample Parking
- Pizzuti's superior construction and finish
- Innovative design to accommodate intense technology of clients

## OVERVIEW

### LOCATION

Heathrow Park Lane  
Lake Mary, FL

### OWNER CONTACT

Multiple  
The Pizzuti Companies

### ARCHITECT

Hunton, Brady, Pryor, Maso  
Architects

### PROJECT VALUE

\$300 million

### PROJECT TIMELINE

1995-2005

### FIELD CONSTRUCTION MANAGEMENT SERVICES

The Pizzuti Companies  
Brassfield & Gorrie

## SPRING TRAINING FACILITY SARASOTA, FLORIDA



### OVERVIEW

#### LOCATION

Ed Smith Stadium  
Sarasota, Florida

#### OWNER CONTACT

Jeff Maultsby  
Cincinnati Reds  
Director of Florida Operations

#### ARCHITECT

360 Architecture

#### PROJECT VALUE

\$45 million

#### PROJECT TIMELINE

Opening planned 2011

### PROJECT DETAILS

- Renovation of existing Ed Smith Stadium, spring-training home to the Cincinnati Reds.
- Evaluated potential economic development opportunities for the City of Sarasota related to the new Reds' facility.
- Pizzuti Solutions has analyzed potential development sites, developed schematic plans for both new construction and renovation of the existing facility, and provided cost estimates and project schedules.
- Following defeat of a bond issue to fund the planned Ed Smith Stadium renovation, Pizzuti Solutions assisted the team in identifying spring training alternatives in Florida and Arizona.



## BEVELHYMER PARK NEW ALBANY, OHIO



### OVERVIEW

#### LOCATION

7997 Bevelhymer Road  
New Albany, Ohio

#### OWNER CONTACT

Dave Wharton-Park Director  
(614) 939-7275

#### ARCHITECT

Tedd Hardesty  
The Edge Group  
(614) 718-0155

#### PROJECT VALUE

\$4 million

#### PROJECT TIMELINE

Phased construction, completed in late 2006

#### FIELD CONSTRUCTION MANAGEMENT SERVICES

Pizzuti Solutions is the Owner's  
Representative and Project Manager

### PARK PROJECT

- 53-acre park expansion
- Includes athletic fields that can be used for football, lacrosse and soccer, a baseball facility, concessions/restrooms and a pavilion, creating New Albany's largest athletic park.
- Prior to expansion, park held four softball/baseball diamonds, concession stand, two tennis courts, six full-size soccer fields and one junior soccer field.
- Pizzuti Solutions served as Owner's Representative and Project Manager for the park expansion.



**FAIRMOUNT**  
PROPERTIES

# UNIVERSITY REALTY TRUST



*Campus life never looked this good*





*Engaging and pedestrian-friendly space plays a key role in attracting and retaining students and faculty*

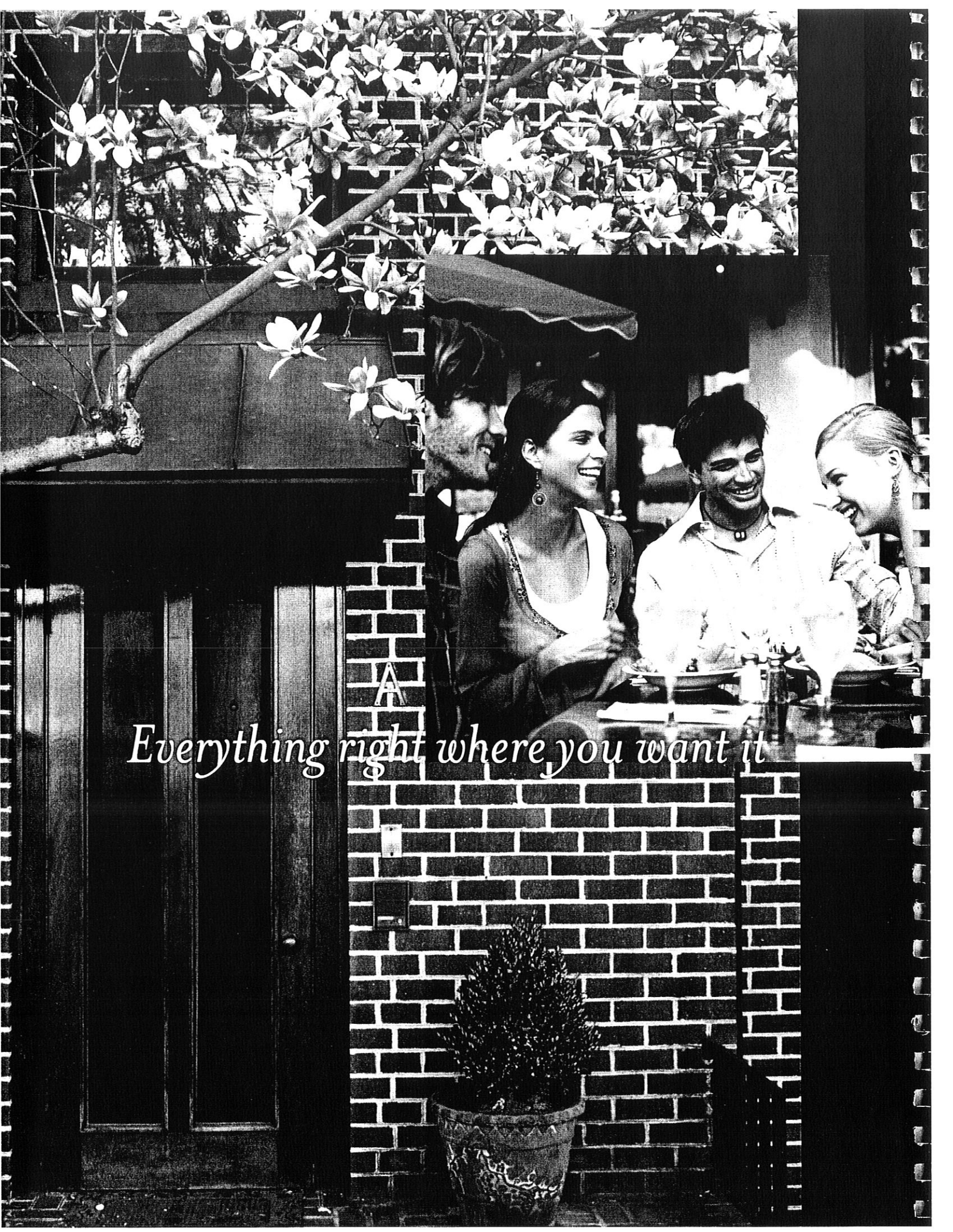
In today's competitive higher education environment, colleges and universities can no longer solely count on their academic programs or the amenities within their own four walls to sell their particular institution. Increasingly, these institutions recognize the importance to their long-term success of that which exists outside their campus, acknowledging **the key role that space plays in attracting and retaining students and faculty by giving them great places to shop, dine, live and recreate.**



Colleges and universities understand that the decisions of the very best and brightest students, along with their families, as well as faculty and staff are increasingly driven by the quality of life in and around campus.

However, now more than ever, budgetary constraints, imposed by limited funding, shrinking endowments, and the need to invest in academic buildings and research facilities in order to simply remain competitive academically — make it difficult for these institutions to independently make the investments required to enhance the retail and housing choices adjacent to campus or within their local submarket. Moreover, a school's efforts to influence the development of their surrounding areas are at times made difficult by complex relationships with local government.





*Everything right where you want it*

**F**airmount Properties recognizes the need to create these vibrant and engaging places for the nation's institutions of higher education. Fairmount, a developer of mixed-use projects nationally, brings over a decade of proven experience to this very specialized niche.

The sole mission of **Fairmount Properties' University Realty Trust** is to acquire, construct, develop, lease, finance and operate real estate property assets on, adjacent to, and/or affiliated with colleges and universities. The company's developments are predominantly retail in nature, combined

FAIRMOUNT PROPERTIES WELL FUNDED DEVELOPMENT TEAM ENSURES TIMELY PROJECT SCHEDULING IN ORDER TO MEET CRITICAL SEASONAL OPENINGS.

with housing, office, hotel and recreation facilities. These developments are driven by and benefit from Fairmount's deep-rooted relationships with the nation's most sought after retailers, Fairmount's unique and

proprietary national strategic partnerships and their fundamental desire to work collaboratively within the context of public/private partnerships.

**Most importantly these projects are financed 100% by Fairmount Properties, meaning Fairmount does not look to the institution to provide any funding whatsoever.**

These developments are specifically designed to:

- **Create cash flow and on-going revenue streams to the institution**
- **Monetize non-producing or under-producing assets**
- **Help an institution strengthen their endowment or create capital for mission critical projects**
- **Create inviting gateways into the campus community through the development or redevelopment of adjacent land or buildings**

THE FAIRMOUNT PROPERTIES TEAM ARE GOOD LISTENERS, CONTINUOUSLY SOLICITING AND ENCOURAGING INPUT THROUGHOUT THE ENTIRE PLANNING AND DEVELOPMENT PROCESS.



GAP

*All Star Cinemas*

EASTERN  
MOUNTAIN  
SPORTS



URBAN OUTFITTERS

ANTHROPOLOGIE



BORDERS®

Chipotle

WILLIAMS-SONOMA

WILD OATS



## What Does a Traditional Real Estate Developer Know About Higher Education?

Good Question. Since Fairmount's inception almost a decade ago, the company has set itself apart by focusing on projects created within the context of public/private partnerships. **Doing so has taught Fairmount Properties to be strong consensus builders, creative thinkers and supportive private partners.** To further the company's understanding of the unique challenges today's institutions of higher education currently face, Fairmount has added to its core team, three former college and university presidents along with two former members of senior university administration to help Fairmount see things from the perspective of the company's target audience on a daily basis.

### Students Are Now Shoppers

Research shows the number of students from households of significant wealth and advanced parental educational attainment is at an all-time high and growing at an increasing rate. The growing number of discerning consumers with greater disposable income, matched with living and shopping choices below their desired economic thresholds, results in pent-up demand for quality retail and housing offerings.

FAIRMOUNT'S MARKET RESEARCH TEAM CAREFULLY ANALYZES EVERY POTENTIAL MARKET TO ASSURE THE DEMOGRAPHICS, PSYCHOGRAPHICS AND GROWTH TRENDS CAN SUPPORT THE SPECIFIC PROJECT THE COMPANY SEEKS TO DEVELOP.

### Tenant Demand

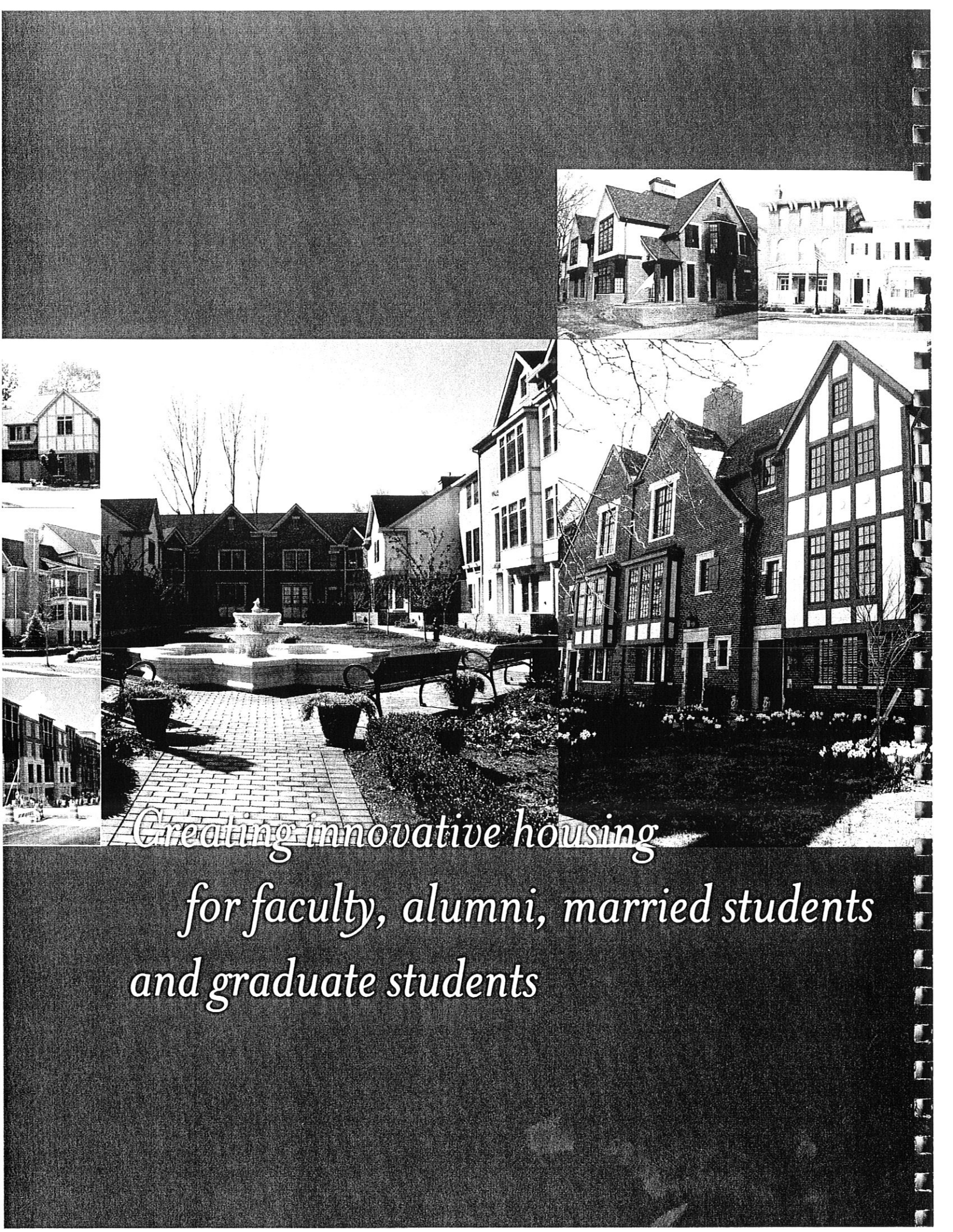
An increasing number of national and regional retailers wish to locate or relocate into developments in college markets to capture a more sophisticated student and faculty consumer base. Well-known and sought-after retailers including Urban Outfitters, Whole Foods, The

Gap, AMC Cinemas, Eastern Mountain Sports and California Pizza Kitchen are joining campus regulars such as Starbucks, Kinko's and Chipotle in an effort to grow their brands within these dynamic environments.

Likewise, college bookstores, traditionally located on-campus, often look to increase their visibility and productivity by locating just off-campus into larger hybrid stores mixing textbooks and mainstream bookstore merchandise, thereby catering to both students and the local community. This "new breed" of bookstore, with strong university support, can often serve as an anchor to a new mixed-use project.







*Creating innovative housing  
for faculty, alumni, married students  
and graduate students*

## Project Parameters

In all cases, it's important that any potential project make the very best use of both Fairmount Properties' human capital and financial resources. Therefore, Fairmount Properties prefer projects that have scale both in terms of actual size and amount invested. Approximately 50% of Fairmount's projects are created on land owned by institutions, with the remainder being built proximate to campus. Often Fairmount's developments play a key role as a part of the revitalization of a downtown area or in conjunction with a city's desire to create positive change elsewhere within their community.

FAIRMOUNT PROPERTIES IS A COMPLETE "OPEN BOOK" DEVELOPER AND IS ALWAYS OPEN TO SHARING THE COMPANY'S ECONOMIC MODELS AND FEASIBILITY STUDIES WITH THE GOAL OF CREATING OPEN DIALOGUE AND HONEST DISCUSSION.

a combination thereof on the upper levels. In order to create self-sustaining developments, Fairmount taps their strong national and regional tenant relationships, developed over the past several decades, to create the optimal merchandise mix for each development. Fairmount Properties is extremely proud of the confidence and trust the nation's most sought-after retail and restaurant operators have placed in their company to help grow their brands. Yet just as important are the unique regional and local tenants who choose to locate within Fairmount's developments, as they add an important local feel and flavor.

Fairmount Properties' retail developments do not look or feel like a typical mall or neighborhood strip center. Fairmount's developments bring together a unique blend of fashion, specialty stores, entertainment venues, restaurants, shops for the home, as well as everyday service providers, all hand selected based upon a particular market's size, personality and marketplace characteristics.

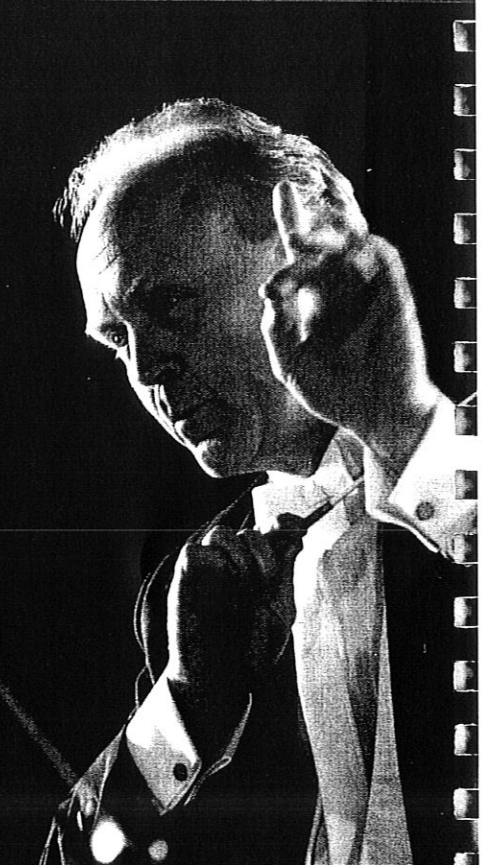
## Unique Residential Living

There is a growing trend in higher education to create quality housing choices as a way to help recruit and retain faculty, as well as to bring alumni back to their college or university roots. Fairmount's experience in developing award winning housing, combined with their desire to create vibrant residential living within the campus community, will continue to keep them at the forefront of this growth sector. Whether it be a lifelong learning community whereby alumni can live near and enjoy campus sporting, cultural and recreational amenities, a faculty village, Game Day condos, or housing geared specifically to married students, Fairmount Properties will work collaboratively to create the right housing product to meet the specific needs of a particular institution and the surrounding community. Although the building of traditional style student housing does not fall within our core mission, Fairmount Properties' would be happy to discuss how to creatively meet this specific housing need in conjunction with a larger mixed-use project.

## Engaging and Pedestrian-Scaled Environments

Fairmount Properties is interested in purchasing land or existing buildings whereby a development can be created with street level retail and either housing, office, a hotel, or a





## The Grand Opening is Just the Beginning!

Within each development, Fairmount Properties strives for perfect synergy. Our projects are not only designed with the retailer, their customers, or a residential homeowner in mind, but also as a place where the entire community can gather, socialize and recreate.

In order to keep their developments fresh and exciting, the Fairmount Properties on-site management teams organize and stage numerous events throughout the year, designed to enhance the uniqueness of each



development. These events are specifically tailored to each individual marketplace and include farmers markets, live musical performances, seasonal celebrations, charity races, celebrity appearances, and even spontaneous street performances by magicians, mimes and caricature artists.

These various events have drawn tens of thousands of people. Many of their events and promotions have won national and international awards and have been featured in various publications including USA Today, which ran a front-page story on their 2005 Harry Potter event, which attracted over 10,000 people.

Each Fairmount Properties development is assigned a highly experienced on-site property manager who has primary oversight responsibility for each aspect of the center's operations, including the negotiation of all third party contracts, property maintenance and tenant relations.

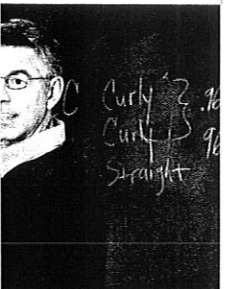
## The Fairmount Properties University Realty Trust Team

**Fairmount Properties** - As the venture's managing partner, the Fairmount Properties principals, Randy Ruttenberg and Adam Fishman, along with a very capable team of professionals, bring a combined 100 plus years of experience leasing, financing, constructing and managing retail, office and residential development projects throughout the U.S. and Europe. Fairmount Properties brings an impressive resume of mixed use retail development as well as significant tenant relationships to the Fairmount Properties University Realty Trust partnership.

**The Growth Group** - The Growth Group is a unique consulting organization comprised of 100 successful professionals with significant experience in the university leadership community. Over 40 percent of the Growth Group consultants have served or currently serve as university presidents and over 90 percent have held senior university leadership positions. This network of consulting professionals is committed to assisting the nation's institutions of higher education recognize the need for a fresh look at their capacity to develop and grow. The firm focuses solely on the field of higher education and is the only national consultant organization focused exclusively on providing consulting services to colleges and universities. The Growth Group helps Fairmount Properties to identify opportunities and brings invaluable experience to the Fairmount team.

**Financial Relationships** - Fairmount is very fortunate in both their debt and equity relationships allowing them to respond quickly to potential opportunities and to progress from project due diligence to ground breaking in an efficient and timely manner. In addition to outstanding relationships with many of the nations top lenders, Fairmount has a programmatic relationship with a 1 billion dollar + east coast equity fund.

FAIRMOUNT IS FULLY COMMITTED TO SERVING THE NEEDS OF THEIR COLLEGE, UNIVERSITY AND MUNICIPAL PARTNERS, RECOGNIZING THAT DOING SO WILL CONTINUE TO EARN THEM THE TRUST AND RESPECT THAT HAS BEEN THE CORNERSTONE OF FAIRMOUNT PROPERTIES SINCE THEIR INCEPTION.







"I can unequivocally recommend Fairmount Properties and the company's principals, Adam Fishman and Randy Ruttenberg, for any development project where there is a concern for meeting important architectural design standards and a need for direct communication with City officials and abutting property owners."

**Michael E. Morton**

**City Manager-City of Hudson, Ohio**



"We were pleased that we had the opportunity to work with Fairmount. They were great listeners, excellent private partners and intuitively understood what was important to the University. Most importantly, they created a project that we were proud to have at the front entrance to our campus."

**Hossein Sadid**

**Chief Financial and Administrative Officer-Case Western University**



"Our experience in working with Mr. Ruttenberg and Mr. Fishman of Fairmount Properties has been outstanding. We have found them to be very responsive developers with a passion for creating equality and sustainable mixed use development projects."

**Mark R. Peterson**

**City Manager-Town Of Normal, IL - Illinois State University**



**FAIRMOUNT  
PROPERTIES**

**UNIVERSITY  
REALTY TRUST**

2618 N. Moreland  
Cleveland, OH 44120  
p. 216.514.8700  
f. 216.514.1484

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