



NEW HEADQUARTERS &
DOWNTOWN CLEARWATER
REDEVELOPMENT PLAN
NEXT STEPS

November 2023

CBRE



We are the global leader in commercial real estate services and investments

With services, insights and data that span every dimension of the industry, we create solutions for clients of every size, in every sector and across every geography.

The Global Market Leader

#126 2022 Fortune 500 Ranking

\$30.8B
2022 Company-Wide
Revenue

\$9.9B
2022 Advisory
Services Revenue

95
of the Fortune 100 Rely on
CBRE

100+
Countries where CBRE
Serves Clients

115,000
Employees Globally

500+
Offices Globally



We see more so you can do more.

Florida's #1 Commercial Real Estate Services Firm

State-wide Leadership, Pinellas County Focused

1,700
Florida employees

11
offices

50+
years

\$18.8B
2022 state-wide total
transaction volume

\$9.2B
2022 state-wide sales volume

\$4.7B
2022 state-wide leasing volume

100+ areas of specialization and one point of focus: brilliant solutions for our clients

Government
Office
Healthcare
Banking & Financial Services
Energy, Oil & Gas
Nonprofit
Industrial
Land
Consumer Goods & Manufacturing

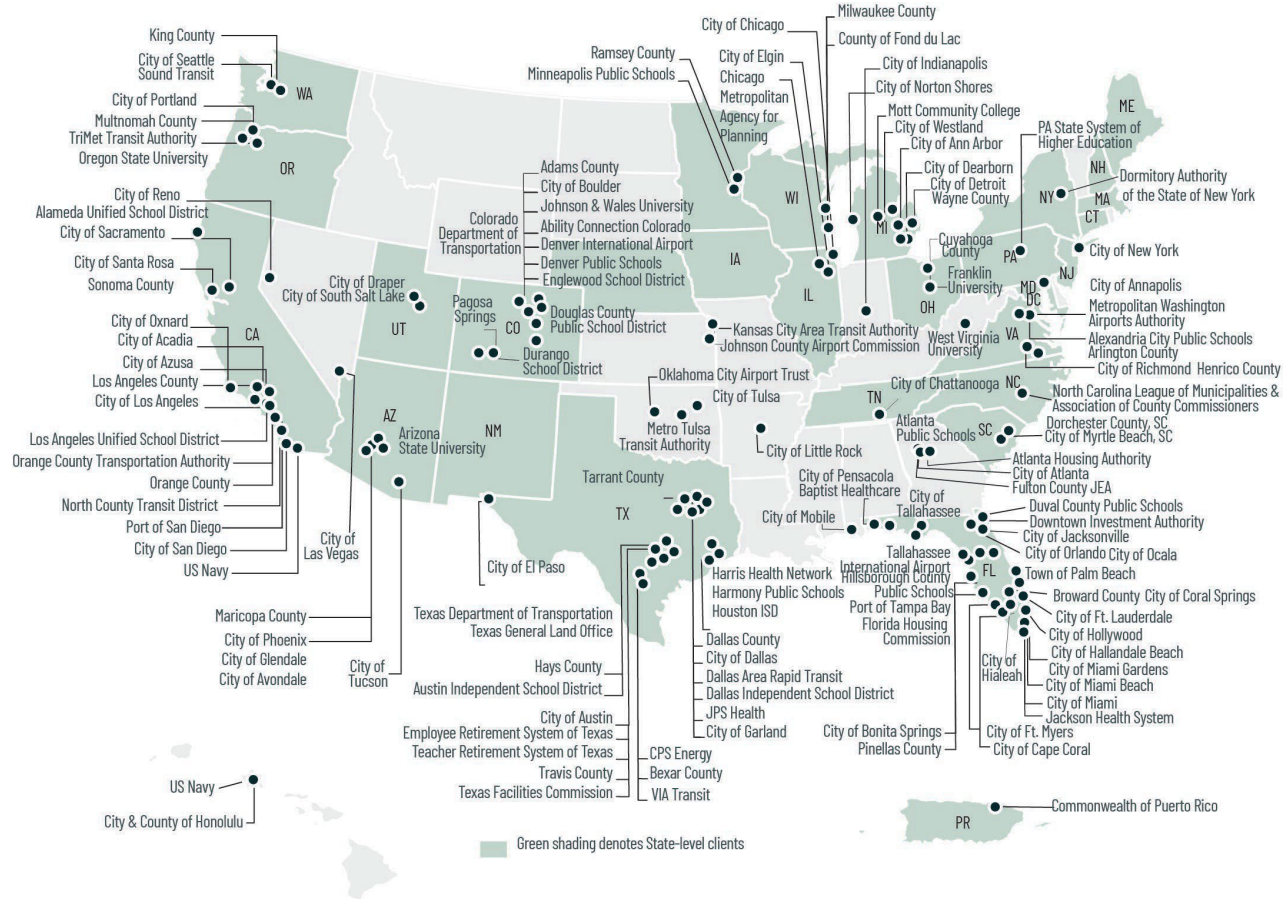
Food & Beverage
Sports & Leisure
Retail
Mixed Use
Corporate
Infrastructure & Public Enterprise
Technology, Media & Telecommunications
Life Sciences

Aerospace & Aviation
Corporate Capital Markets
Land, Agriculture & Natural Resources
Data Centers
Automotive
Education
Law Firms



Public Institutions & Education Solutions

Leading Advisor to State and Local Governments on Complex Real Estate Projects



50+
Cities and
Counties

25+ Years of Experience

10+
Government
Headquarters
Projects Ongoing

20+ Team Members

25+
States

100M+
SF transacted

A/A+
Rating from
State Agencies

\$3B
in Revenue
Raised for
Clients

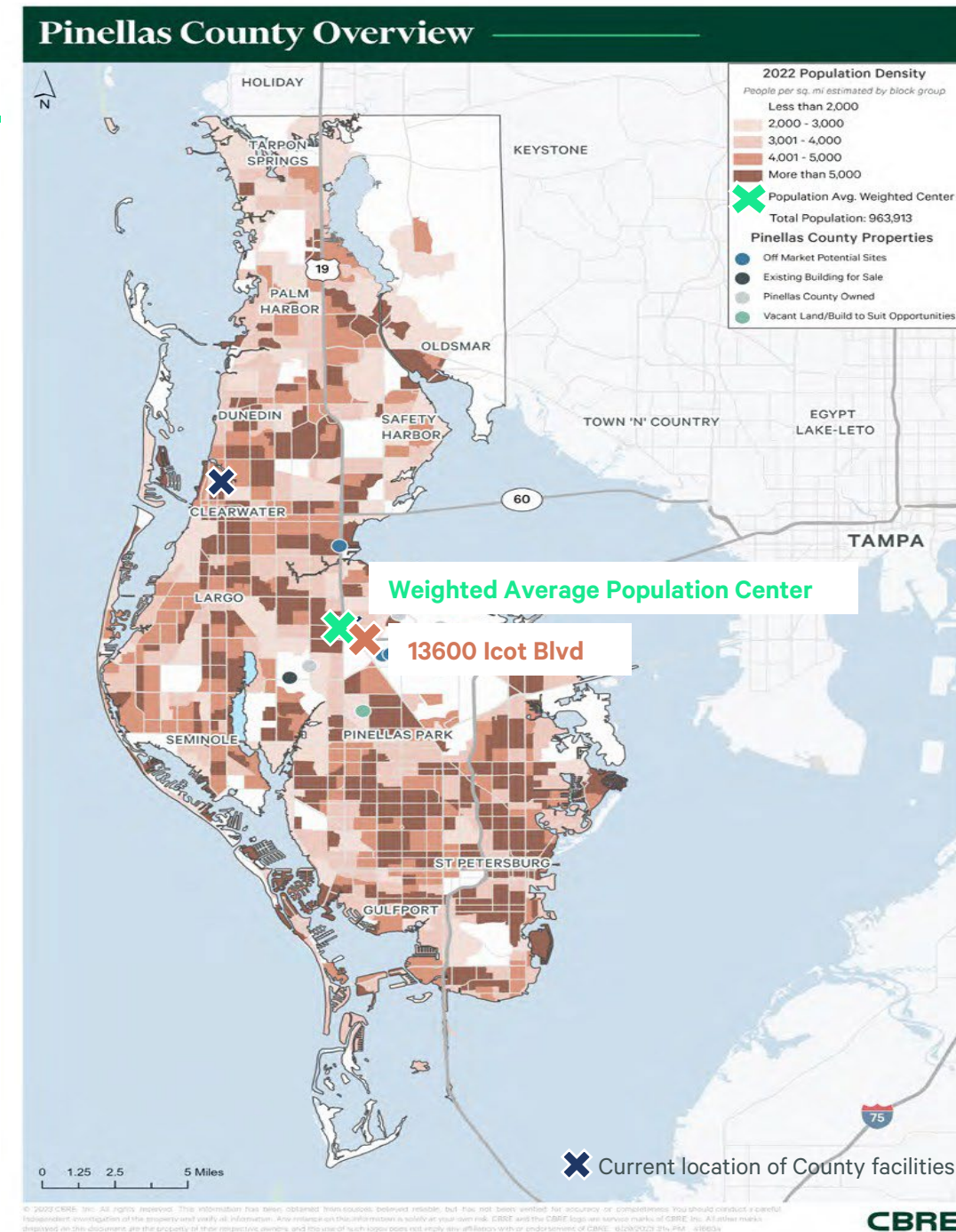
Site Selection

County Population

- Analysis of population density to guide site selection efforts
- Ensures the future headquarters is located in a location convenient to most residents
- Weighted average population center noted with a green x
- Informed the market survey and the geographic area under consideration

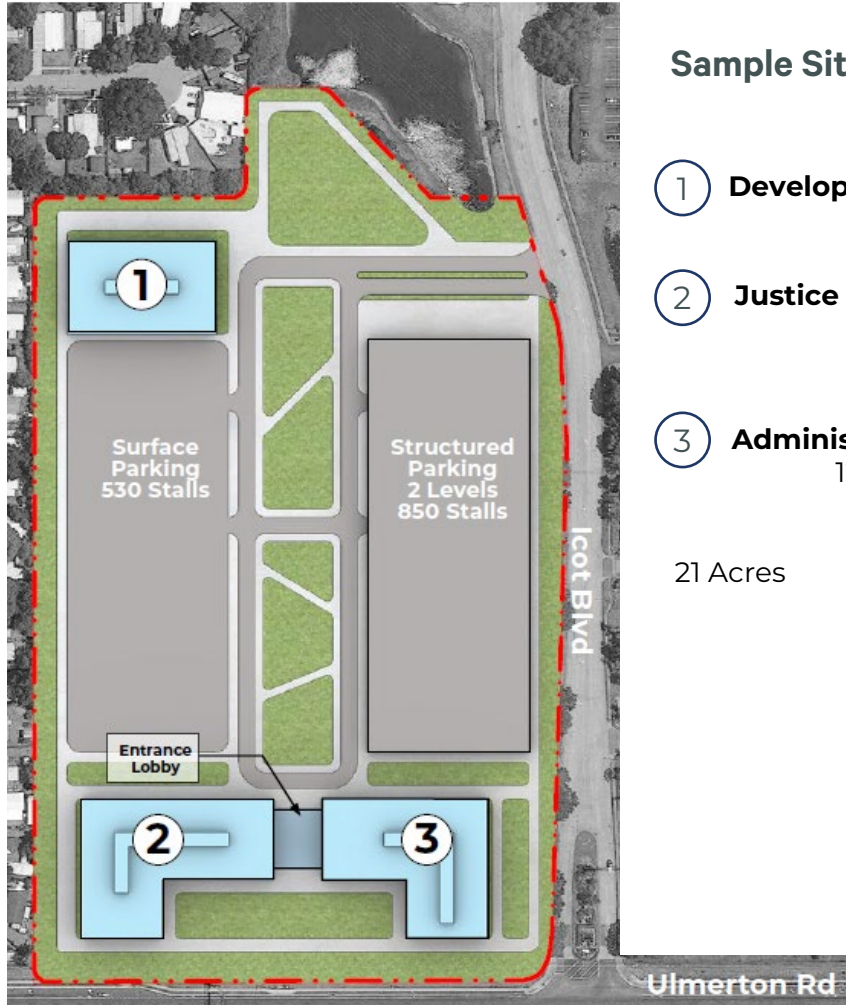
Site selection survey criteria includes:

- Available buildings for sale:
 - 50,000 RSF +
- Available land for sale:
 - Minimum 6+ acres
- Off market opportunities:
 - Existing sites with various uses that can be converted to fit the needs of the County
- County-owned properties



Next Steps – Post Closing

13600 Icot Boulevard



Sample Site Plan

- ① **Development Services Building**
62,000 SF
- ② **Justice & Recording Building**
135,000 SF
- ③ **Administration Building**
120,500 SF

21 Acres 1380 Parking Stalls

Commissioner briefings to gather feedback on future site development:

- Placement of County facilities
- Additional consolidation of County functions
- Surface versus structured parking
- Revenue generating opportunities
- Prominence on Ulmerton Rd and Icot Blvd
- Additional considerations

Timeline – Site Planning

		WEEKS											
PSA APPROVAL & AUTHORIZATION TO PROCEED, NOVEMBER 2023		1	2*	3	4	5	6	7	8	9	10	11	12
1	Preparation for in-person charrettes with County Commissioners												
2	In-person presentations to County Commissioners												
3	- Visitor type identification and research, entry/locations and major touch point identification - Identification of 3-4 site scenarios - Phasing opportunities by building and public use												
4	- Site and massing plan development for 3-4 scenarios by phase - Precedent image selection, benchmarking												
5	Journey mapping												
6	New County Campus report												
7	Phasing & scenario refinement												
8	DRAFT REPORT AND FINDINGS TO COUNTY; SUBMIT												
9	County Review												
10	FINALIZE												

**Tasks scheduled for Week 2 will be conducted in person; these dates may shift based on US Holidays and the Board of County Commissioner meeting schedule*

Timeline – Preliminary Headquarters Construction

	2023	2024				2025				2026				2027
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Close on purchase														
PROCUREMENT:														
Bid and Award Architectural Design & Engineering Services														
Bid and Award Pre-Construction Services														
Bid and Award Construction Management Services														
DESIGN & PERMITTING:														
Complete Schematic Design														
Complete 50% Design Development Documents														
Complete 100% Design Development Documents														
Complete 75% Construction Documentation														
Complete 100% Construction Documents														
CONSTRUCTION:														
Release Early Construction Activities														
Complete Construction Activities														
Gain Temporary Certificate of Occupancy														
Gain Final Certificate of Occupancy														
OCCUPANCY:														
Install Furniture Fixtures & Equipment														
Install Low Voltage Equipment, Technology & Security														
Initiate Business Unit and Employee Relocation Plan														
Ribbon-Cutting & Move In														

Next Steps



Critical Path Decisions:

- ✓ Approve Purchase & Sale Agreement
- ✓ Concur on 12 week plan



Next Steps:

- ✓ Continue due diligence and purchase process
- ✓ Reconvene for BOCC work session(s) to gather site layout feedback

Thank you

CBRE



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