DEVELOPMENT OF BLOCK 44
Tulsa Development Authority
HOMETOWN REDEVELOPMENT

Tulsa Development Authority’s mission is to improve Tulsa through programs and projects that advance the physical, social, and economic wellbeing throughout the city. In other words, TDA’s goal is essentially the collective aim of all good citizens — to better our city for ourselves and future generations. As a corporate citizen of this great city, we couldn’t have said it better ourselves.

Ross Group is a locally-owned development, engineering, and construction company based in the renovated International Harvester Building in downtown Tulsa. As a homegrown business with roots reaching back nearly 40 years, we are committed to the revitalization of our hometown and employ our resources to make Tulsa the best possible place to live, work, and play. We’ve completed plenty of development projects in downtown Tulsa with that exact goal in mind. In fact, these developments include projects both to the north and to the south of Block 44 — Gates Hardware Building and Holiday Inn Express respectively.

Redevelopment helps bring cities together. Ross Group is lucky enough to have a hand in the redevelopment of Tulsa and is eager to continue this work on Block 44 in partnership with the Tulsa Development Authority.
A document showing individuals within a firm with the legal authority to sign contractual commitments may be found on subsequent pages.
CONSENT TO ACTION IN LIEU OF SPECIAL MEETING
OF THE SHAREHOLDERS AND THE SOLE DIRECTOR OF
THE ROSS GROUP CONSTRUCTION CORPORATION

AS OF JULY 1, 2015

The undersigned, being all of the shareholders of THE ROSS GROUP CONSTRUCTION CORPORATION (the "Corporation"), do hereby, pursuant to 18 O.S. § 1073, in lieu of the special meeting of the shareholders and director of the Corporation, adopt the following resolutions with the same force and effect as if such resolutions had been proposed, seconded and adopted at a special meeting of the shareholders and director of the Corporation called to appoint the persons directed to serve the Corporation:

RESOLVED, that the following person is hereby appointed the sole director to serve the Corporation until the next annual meeting of the shareholders, or until his successor has been appointed and qualified:

Warren E. Ross

FURTHER RESOLVED, that the following persons are hereby directed to serve the Corporation in the capacities set opposite their respective names until the next annual meeting of the director, or until their successors have been elected and qualified:

Warren E. Ross  Chairman and President
David B. Thomas  Chief Executive Officer
Brandon J. Brown  Chief Financial Officer and Treasurer
William R. Edmiston  Chief Operating Officer
Teresa A. Ross  Secretary

[Signature Pages Follow]
Director

Warren E. Ross, Chairman and Sole Director

Shareholders
Orior Trust, Dated 12/01/2010

By: Warren E. Ross, Trustee

Teresa A. Ross, Trustee

Cori D. Powell, Trustee

An Chead Trust, Dated 6/15/11

By: Warren E. Ross, Trustee

Teresa A. Ross, Trustee

Cori D. Powell, Trustee

Warren E. Ross Revocable Trust

By: Warren E. Ross, Trustee

Teresa A. Ross Revocable Trust

By: Teresa A. Ross, Trustee

[Signatures Continue Next Page]
DELTA TRUST, DATED 1/1/12
By:
Warren E. Ross, Trustee
Cori D. Powell, Trustee

EPSILON TRUST, DATED 1/1/12
By:
Warren E. Ross, Trustee
Cori D. Powell, Trustee

DAVID B. THOMAS, IV REVOCABLE TRUST
By:
David B. Thomas, Trustee
2 Narrative + Schedule
Designing and developing a new complex — one that represents the history and the future of the intersection of the Brady Arts and Greenwood Business Districts and the city that surrounds it — can be a daunting task. Our development team has walked this road before. And we’re ready to bring this development to life. Let’s stop talking and start doing, shall we?

**Development Plan**

The plans for the redevelopment of Block 44 have been underway for several weeks now. We have engaged an architect, met with potential tenants, and have gone as far as sending out Letters of Intent to these potential tenants contingent upon successful award and purchase negotiation with the Tulsa Development Authority.

**Design + Construction Phasing**

Instead of looking at the project as a large full-block development encompassing more than 42,000 sq. ft. of land, the team plans to divide the development of the site into two phases. Preliminary reviews of the site and discussions with potential tenants have led us to determine it will be key to break the site into two commercial developments that will allow construction to commence in a very timely manner after project award.

The site and infrastructure plans for the site is the most important detail to finalize once the design process begins. Ross Group will coordinate with PSO, telecommunication companies, and the City of Tulsa to ensure that the infrastructure plan — including utilities and road access — are properly incorporated in the design and are not an obstruction to the construction timeline.
Phase I
Phase I will consist of the complete civil and utility design of the project, the removal and burial of the overhead powerlines, and the construction of the five-story office building. The first floor will be retail/commercial, with floors two through five set for office use.

Phase II
For Phase II, which will mostly be driven by market need, we envision two to three stories of mixed-use space. We have reviewed both a multifamily component and a mixed-use office development and both would compliment the success of Phase I.
Schedule

It was one thing to say what you are going to do, but another to actually do it. Managing expectations and delivering a quality project to all stakeholders is the ultimate sign of success. Ross Group takes this approach in every development we lead, and this project will be no different.

Projects can take a long time before actual construction starts on site. This can be due to a number of different factors whether it is a financial constraint, budget constraint, utility conflict, etc. The good news is that Ross Group has been there before. We are experienced in downtown Tulsa construction and with our development projects to the north and south, have been preparing for this project for the past three years.

We understand the complications and potential speed bumps for this development, but with our abilities and the pre-lease marketing we have already begun, we would be starting this project in the most expeditious way. Our potential tenant’s timelines and the decision to break up the project into two phases will allow design to begin on Phase I by May 2017. Subsequently, construction will start by October 2017 and the project will be completed by December 2018. To accomplish this goal, our expectation is to have an award announcement and to finalize the purchase of the property by April 2017.

Based on the lease up of Phase I and a thorough feasibility process (the same approach we take on every development project), the timeline for Phase II would adjust accordingly. The design for Phase II is potentially slated for early 2018.
Challenges
Because of our experience with the developments to the north and south and other developments in the downtown Tulsa core, we are well aware of the overhead power lines and the issue they cause for the future vertical development on Block 44. We have met with the City of Tulsa, PSO, and other developers in the area and have identified a solution for the power lines and the potential costs for the removal and burial of the overhead power lines on all three sides of the block.

The removal of the power lines will need to be a coordinated effort, not only for this particular block, but for the adjacent buildings and adjacent properties. Being in control of the parcels to the north and south will allow us to work more efficiently and more cost effectively with PSO to mitigate some of the costs.

The removal of the overhead power lines will not only remove the barrier for vertical construction but will also improve the aesthetics and views from one of downtown Tulsa’s most picturesque landmarks, ONEOK Field. But it does come with costs that cannot solely be borne by the development of Block 44. The removal of the power lines on Block 44 would make almost any development unfeasible due to the enormous costs associated with the work.

For the past year, Ross Group has petitioned the City, PSO, Tulsa Development Authority, the Brady Arts TIF District, Tulsa Stadium Trust, and future TIF districts yet to be formed to address this barrier for development, but have yet to be successful in securing the necessary funds. If Ross Group is successful and awarded the right to negotiate and purchase Block 44, we would ask the Tulsa Development Authority for assistance in securing the necessary funds to remove and bury the overhead power lines. There are many ways to accomplish this, whether through a reduction in purchase price, an approved TIF request, or other incentive dollars that could be used to complete this task.
Site / Tenant Management

Our leasing and marketing efforts have already started and the response has been incredible. We have met with a handful of current Tulsa businesses that have shown interest in moving downtown and are currently negotiating non-binding letters of intent to lease space contingent upon successful award and negotiation to purchase of the site.

Our efforts will continue throughout the planning, design, and construction of both phases. Ross Group will bring on a third party tenant brokerage and management firm to help court and locate potential commercial and office tenants, as well as assist in the management of the development after it is constructed. Coupling our brokerage firm with our in house marketing department, we will create multifaceted custom content and targeted campaigns incorporating print media, signage at and around the building, online and social media.

Integrating these partners into our team from the beginning to contribute to the appeal and the mission of the development will be crucial to its success. We will rely on these partners to help maintain and manage the development from a tenant and leasing standpoint.
KKT Architects has been working closely with developers in the Tulsa area for the last 20 years, and are familiar with the requirements of the jurisdiction. Whether consulting the City of Tulsa Atlases to examine existing infrastructure, or being familiar with the zoning codes and subdivision regulations within the CBD, our civil engineers and designers are equipped with the knowledge and resources to find the information needed to ensure a successful process. We are familiar with the design requirements of the utility companies, including the design of structures adjacent to existing overhead power lines, and are confident in our ability to meet any timelines set forward by development.

Our proposal for the Block 44 development is a mid-rise, mixed use development consisting of two buildings to be completed in two separate phases.

The first phase would house a five star restaurant on the ground floor, five levels of leasable office space and a roof top deck offering spectacular 360 degree views of downtown Tulsa. The adjacency to the ONEOK Field location is an ideal home for this renowned restaurant, creating an opportunity for a distinctive dining experience, while adding to the growing vibrancy of the CBD. Careful consideration of the site and surrounding buildings have influenced the design of this two-phase development. The design intends to invoke the predominant mid-rise brick buildings of the neighborhood with its large windows, metal panels, and brick infill, while responding to the potential tenant’s transparent aesthete and integrity. In addition, the site design will support traffic flow allowing for easy vehicular access to both the office and the restaurant while respecting utility access and easements.

The second phase’s final design will be determined by the success of the first phase and is flexible to shape to the need of the development and surrounding areas. The building will be continue the design and intent of the first phase.

KKT Architects has a proven track record of designing successful projects throughout the Tulsa area, with extensive experience in new construction and multi-story, mixed use projects. We have designed successful buildings spanning numerous types and scales, bringing to each a close attention to detail and respect for the building context. In our 25 year history, we have completed more than 300 projects within the IDL. We have confidence that this proposed design would become a welcomed and prideful asset to the area by celebrating local success and beauty.
Multi-Use Experience
Many of our commercial residential projects require multi-use or multi-function areas in order to be competitive in today’s thriving market, especially in the downtown area. We create spaces that incorporate carefully planned connections and separations between building uses and focus on opportunities to help develop a sense of community in the common areas. We pay special attention to give each distinct entity its own identity to help drive traffic while also creating a sense of belonging to the overall development.

A sampling of applicable projects include:

- Tulsa Paper Company
- Guthrie Green Pavilion
- 307 E. Brady Building
- 1215 S. Boulder Building,
- Mayo 420 Building
- Philtower Building
- Legacy Building
- Palace Building
- University Club Tower
- RiverWalk Crossing
- KingsPointe Village
- Kings Landing Tulsa
- Village On Main
- Center of the Universe Expansion Concept
Office and Financial Institutions

Our experience incorporates building design, space planning and interior design services for clients that include corporations of all sizes and industry, building owners, managers, and leasing agents. Yearly, we permit more office renovation projects than any other architect in the City of Tulsa.

A sampling of applicable projects include:

New construction office buildings and banks:

- Unit Corporation Headquarters
- Melton Truck Lines, Inc. Corporate Headquarters
- First Oklahoma Bank Corporate
- Citizens State Bank
- Spirit Bank

Downtown Renovation Projects (more than 300 over 25 year history):

- Cimarex Energy Interiors
- Helmerich & Payne, Inc.
- Smolen Smolen & Roitman, PLLC
- Arthur J. Gallagher & Co.
- Laredo Petroleum, Inc.
- BOK Offices
- ONE Gas, Inc.
- Sanguine Gas Exploration, LLC
- McAfee & Taft
- Matthews Warehouse and multiple Brady district projects
Commercial, Restaurant & Retail Experience:
We work closely with both international brands and local boutiques. Over 25 years, our experience has spanned from interior renovations to building expansions, from ground-up shops, stores, and restaurants to markets, a mall, and multiple shopping centers.

A sampling of relevant projects include:

Retail:
- Rustic Cuff: Multiple Locations
- On-call retail design services for Utica Square and merchants
- Banana Republic
- Gap
- White House|Black Market
- Ann Taylor
- Williams-Sonoma, Pottery Barn
- Pier 1 Imports
- SALT Yoga
- Stonehorse Cafe
- Polo Grill

Shopping Centers:
- Center One Shopping Center
- KingsPointe Village Shopping Center
- Kings Landing Tulsa Shopping Center
- Shoppes On Peoria Shopping Center
- RiverWalk Crossing Shopping Center

Restaurants:
- Ruth Chris Steakhouse
- The Wine Loft
- La Crepe Nanou
- Te Kei’s
- Roka Bar & Asian Flavors
- Remington’s Sports Bar
- Made Market by Hilton DoubleTree
BLOCK 44 - RFP PROPOSAL  
MATERIALITY & CONCEPTUAL ELEVATIONS
SINGLE TENANT
18,500 SF

MULTI TENANT
TENANT #1: 7300 SF
TENANT #2: 5400 SF
TENANT #3: 3500 SF
For the Block 44 Development, Ross Group will conduct extensive financial due diligence to determine the feasibility of the final design, just like we do when approaching any new commercial development. The first step in this process is to solidify as many of the development assumptions as possible. We will work with development stakeholders, potential tenants, and financial partners to hone all of our assumptions. The team will then develop a detailed ten-year pro forma projection for review with our financial partners and accounting firm.

Next, the development team will take these assumptions and begin evaluating the constructibility of the design and receive projected estimates from contractors based on the preliminary architectural design. Ross Group works with our partners to arrive at fair and reasonable construction estimates that will be used to further develop our financial estimates.

Upon initial development of the ten-year pro forma, Ross Group will work to identify financial gaps that may exist in the development budget. The development team has wide-ranging experience with finding ways to make a deal make sense financially. Some of these approaches may involve alternative financial methods, seeking available tax credits and other development incentives as applicable.

Given the growth and success of the Brady Arts District and Greenwood Business District to the west and east respectively, and the location being across the street from ONEOK field, we anticipate strong financial viability and prospects for the Block 44 Development.

Furthermore, the proposed development is well positioned to experience significant financial success with recent leasing comparables for Class A office space inside the IDL of $18 to $28 per sq. ft. (full service lease) and retail / restaurant space leasing out at $16 to $20 per sq. ft. (triple net).
This success will be important when seeking financial partners. Ross Group has relationships with many local and national lending institutions. One of our strongest relationships exists with Valley National Bank. They have expressed an interest in working with us to make the Block 44 Development a reality. Beyond our relationship with Valley National Bank, Ross Group works with several other investment companies that provide financing vehicles to make commercial developments possible. Our team has the optimum financial team supporting us to make the Block 44 Development a success.

A letter of interest from our financial partner, Valley National Bank may be found on the next spread.

Many developers may simply plug in a number for construction costs to make a development cash flow, but Ross Group uses real and substantiated construction budgeting numbers. We apply a significant level of scrutiny and forethought when it comes to our construction estimates as these will be the single greatest costs for any new commercial development.

A key benefit that sets Ross Group apart from other developers is that our experience stems from a vast construction background. The ability to work within the company on design and construction aspects all under the same team leads to better results – quicker and on budget.

As an integrated building services provider, our team understands the critical nature of developing, designing, and constructing within a set budget. Working as a cohesive team, we position the project for success by establishing a design concept that aligns with, not exceeds the budget.

Open communication and knowledge generated during the design process carries over into the construction phase, ensuring the project adheres to the budget. All members of the team understand not just what we’re building, but why we’re building it the way we are. If any issues arise during construction, the team can collaboratively make quick, no costs tradeoff decisions to keep the project progressing and to deliver the same quality while meeting the budget.
December 13, 2016

O.C. Walker
Executive Director
Tulsa Development Authority
1216 N. Lansing Ave., Suite D
Tulsa, OK 74106

RE: RFP - Development of Block 44, Original Township, Tulsa, Oklahoma

Dear Mr. Walker:

Thank you for allowing Valley National Bank (“Valley”) the opportunity to provide this Letter of Interest on behalf of Ross Group’s application. This Letter of Interest is not a commitment to lend but a representation that Valley is seriously interested in the Development of Block 44, Original Township, Tulsa, Oklahoma. Personally, I have visited the site no less than five (5) times just to discuss the development.

I am very familiar with Warren Ross and Ross Group. Valley National Bank is of the opinion that Ross Group has the financial capacity, with Valley National Bank as a partner, to secure the necessary capital and/or financing to complete the proposed development.

Should you have any questions or comments, please do not hesitate to contact me.

Sincerely,

[Signature]

Tom Biolchini
Vice Chairman, Valley National Bank

TAB/Is
5 Company
You want a Tulsa-based partner with decades of experience in the industry? You want an advocate with development expertise, local relationships, and market knowledge? You want a partner who understands — and has received commendations for — modern downtown development? You want Ross Group.

Hi. We’re Ross Group.
Picture a small table, nestled in the corner of a simple kitchen of a modest house off old State Highway 33 in Catoosa, Oklahoma. The home of Jesse and Ora Mae Ross and their young children in the late-1970s. It was hard to imagine then what great things would come out of that kitchen, besides Ora Mae’s brownies, but it was there that Ross Group got its start. One of Jesse and Ora Mae’s children, Warren, is now the fearless leader of our great organization.

Over the last 37 years, a lot has changed. But our family-owned and -operated company has never strayed from commitment to our clients. Since that time, Ross Group has completed more than $1.5 billion worth of development, engineering, and construction across the country. Our experience and regional presence has allowed us to develop the expertise, local relationships, and market knowledge to ensure the successful redevelopment of Block 44.

Challenges Accepted.
A phrase that defines our people, our company, and, most importantly, our approach to any development. You want a development partner, but you want more than just your standard suburban real estate developer — you need a developer that will bring forward a creative, attainable vision to transform a piece of stagnating real estate. On developments large and small, we collaborate with our team within Ross Group and with our industry partners to redevelop a piece of real estate for its highest and best use, and if historic, rehabilitate back to its former glory as an ode to the past and vision for the future.
Commitment to Community
As a Tulsa owned and operated company, we know that by investing in our hometown, we’re not just turning a profit. We’re growing our neighborhoods, revitalizing our communities, and building up our city. To that end, Ross Group has a portfolio of nearly $150 million worth of property development in the state of Oklahoma and has several more projects in planning and predevelopment.

FROM TULSA.
FOR TULSA.

One of the best things about developing in the local market is that when the project is complete we never really “walk away.” We’re members of this community in every way and have been active in its growth since 1979. Our organization is committed at every level to delivering the best product possible with each member, from our president to tier subcontractors, active in that charge.

Because we’re a smaller organization than many other developers, we have the benefit of seeing our projects through from conception to completion while never losing sight of what’s important — making a unique, complex project easy for our clients, and making them look good in the process.
Public / Private Partnerships
As a developer, Ross Group has completed several public-private partnerships projects including:

- Blue Rose Café / Tulsa, Oklahoma
- The District @ 222 / Broken Arrow, Oklahoma
- Claremore Conference Center / Claremore, Oklahoma
- International Harvester Building Renovation / Tulsa, Oklahoma
- Noble Lofts + Retail / Bartlesville, Oklahoma

All these projects involved either public land, public development incentives, tax increment financing funds, or a variation of all.

Ross Group has worked with the City of Tulsa on tax abatements and development loans, and recently negotiated a successful amendment and assumption of an existing project — First Street Lofts — working closely with the Tulsa Development Authority.

Our professionals serve on several Tax Increment Financing advisory boards around the community.

Ross Group understands the important roles cities and local governmental authorities play in supporting development. We are dedicated to maintaining positive, long-term working relationships to continue the successful mission of the development authorities and municipalities.
Energy Efficiency Practices

There is a lot of talk about sustainability in development, but why should it matter? What does it all mean? Having a developer that asks the right questions, listens, and aligns the project to sustainability goals means the difference between simply building green and maximizing the value of those efforts.

Anything can be created sustainably. It simply requires the right materials, the right tools, and — of course — the right team. Ross Group recognizes the importance of sustainable construction and where feasible we incorporate environmentally-conscious features into project plans.

Our sustainable construction practices began long before the creation of the LEED Green Building Rating System. In fact, many of our projects, dating back to the early 1990s, incorporated innovative sustainable building features that are commonplace today.

Because of our teams’ in-depth knowledge and hands-on experience, we are able to evaluate the materials and systems of each project and suggest more energy-efficient alternatives where applicable and cost effective. As a result, we’ve achieved four Gold LEED certificates on projects that were required the achieve only LEED Silver Certification.

Our project teams practice our corporate sustainability policy on all projects — no matter the environmental requirements. We recycle any and all materials possible and encourage our clients to consider reusing and repurposing material, especially on renovation and remodeling projects. Likewise, our onsite teams are conscious of jobsite cleanliness and work to reduce construction debris and litter in our workspaces.

LEED CERTIFIED PERSONNEL
26 LEED Accredited Professionals
24 LEED Green Associates
19 Green Advantage Certified
Development
We could tell you that Ross Group is the best choice for the Block 44 Redevelopment. We could say that our
team is invested in the community and has the local resources and know-how to do the job right. We could boast
about our experience, but we’d rather let our past performance itself. Sample projects and personnel résumés
may be found on subsequent pages.

<table>
<thead>
<tr>
<th>Project</th>
<th>Location</th>
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<tbody>
<tr>
<td>Coliseum Apartments</td>
<td>Downtown Tulsa, Oklahoma</td>
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<tr>
<td>Gates Hardware Building</td>
<td>Downtown Tulsa, Oklahoma</td>
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<tr>
<td>International Harvester Building</td>
<td>Downtown Tulsa, Oklahoma</td>
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<tr>
<td>Hampton Inn &amp; Suites</td>
<td>Downtown Tulsa, Oklahoma</td>
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<td>Tulsa Club</td>
<td>Downtown Tulsa, Oklahoma</td>
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<td>First Street Lofts</td>
<td>Downtown Tulsa, Oklahoma</td>
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<td>Holiday Inn Express</td>
<td>Downtown Tulsa, Oklahoma</td>
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<tr>
<td>Noble Lofts + Retail</td>
<td>Bartlesville, Oklahoma</td>
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<td>The District @ 222</td>
<td>Broken Arrow, Oklahoma</td>
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<td>Holiday Inn Express &amp; Suites</td>
<td>Claremore, Oklahoma</td>
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<td>Holiday Inn Express &amp; Suites</td>
<td>Tahlequah, Oklahoma</td>
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<thead>
<tr>
<th>Team Member</th>
<th>Title</th>
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<tbody>
<tr>
<td>Warren E. Ross</td>
<td>President</td>
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<tr>
<td>Matt Newman</td>
<td>Director of Development</td>
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<tr>
<td>Steven Watts</td>
<td>Development Project Manager</td>
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Downtown Tulsa needed an affordable housing solution to serve the community. All 36 units contained within Coliseum qualifies as workforce housing, and meets area median income threshold requirements. The location was selected because of its location in the heart of downtown Tulsa and walkability to many other recent area developments. The apartments were 100% leased 45 days from opening.

The Coliseum building is a historical, art deco, multi-family housing facility that was originally built in 1925. Ross Group served as development partner and construction manager to rehabilitate the building in full accordance with National Park Service / Oklahoma Historical Society Historic preservation requirements.

The building located at on one of the main entrances to Downtown Tulsa, long deserted, dilapidated, and destroyed by weather and defacement stood as an eyesore for many years. Once Ross Group joined the development team, the project was delivered in less than a year.
The Brady Arts District has seen precipitous growth over the last ten years, evidenced by the construction of ONEOK Field. The Gates Hardware Building, located adjacent to the ballpark was an opportunity to provide an office and commercial experience not yet provided for in Downtown Tulsa.

Using the ballpark as inspiration and a focal point for both floors, the rehabilitation of the almost 100-year-old, two-story building involved a complete renovation of the structures exterior and interior. The old hardware warehouse character maintained inside and out was married perfectly with the modern improvements fitted for creative space in both the office and restaurants.

Ross Group served as development partner and construction manager on this project and the building is now home to Elgin Park Brewery, KSQ Architects, and a soon to be open jazz club.
INTERNATIONAL HARVESTER BUILDING

The development team actively managed the search for a facility, conducting extensive research of identified areas and prospective buildings. Looking not only at constructibility, but also detailing the potential funding sources, economic analysis, and feasibility of each prospective site, the team acquired the building.

Constructed in 1937, International Harvester operated as an auto showroom and repair garage for decades. Today, it’s a contributing building to the Blue Dome Historic District and has been renovated for use as Ross Group’s corporate headquarters. Throughout the renovations, the historic, industrial, and commercial character was maintained. Every decision in the design and renovation pays homage to the original structure.

In addition to the historic renovation, the rehabilitated building incorporates renewable energy sources and sustainable energy best practices. The building has 120 rooftop solar panels that generate between 10% to 20% of the electricity needed to power the building. The building also includes a geothermal system for heating and cooling the building. This is a very cost effective and sustainable way of minimizing the building’s carbon footprint.

DOWNTOWN TULSA, OKLAHOMA
The success of the BOK Center spurred both office and commercial growth in the surrounding areas. The One Place development, land previously owned by the Tulsa Development Authority, has seen the greatest impact due to its location across the street from the nationally rated area.

The 125-room, nine-story Hampton Inn & Suites is not only the first high-rise hotel built in Tulsa in the past 20 years, but the closest hotel to the BOK Center and within walking distance from the Tulsa Convention Center, shopping, dining, and other entertainment attractions.

Ross Group serving as development partner and construction manager is working diligently with Promise Hotels to bring this hotel online early Spring 2017. Part of the Hilton Worldwide Network, the Hampton Inn & Suites will attract both business and leisure travelers and will start to fill the need of quality hotel rooms in the Downtown Tulsa area.
TULSA CLUB

The Tulsa Club, originally constructed in 1927 to serve as the social epicenter for Tulsa’s elite, an architectural gem is one of Tulsa’s best examples of Art Deco architecture. Not only was the building an urban escape for Tulsa society, it also accommodated the Tulsa Chamber of Commerce on floors two through five for approximately 25 years.

Sitting vacant and unused for 22 years, the building has fallen into disrepair. The renovation will encompass the entirety of the building and will maintain and restore as much of the original architectural integrity as possible. The repurposed high rise will serve primarily as a 98-room boutique hotel—Tulsa Club Hotel, Curio Collection by Hilton. The first and second floors will accommodate the hotel lobby, as well as restaurant and bar space. Floors three through eight will consist of unique, modern hotel accommodations. The ninth and tenth floors will feature the restored grand ballroom and mezzanine. Finally, the top floor will serve as event space, which will include a large outdoor terrace, much like that featured in the original iteration of the Tulsa Club.

The project slated for completion in 2018, is made possible by Historic Tax Credits and a tax abatement from the City of Tulsa. Ross Group is serving as development partner and construction manager.
FIRST STREET LOFTS

Tulsa’s downtown has undergone a renaissance since Vision 2025 was approved by Tulsa County voters more than ten years ago. First Street Lofts was one of the first recipients of Vision funds that were to provide much needed apartment housing to downtown Tulsa. The building renovation, started in 2006 and succeeded in bringing restaurant and retail space to the downtown area, but the apartment development stalled for the better part of 10 years.

In 2016, Ross Group working in conjunction with the Tulsa Development Authority was able to take possession of the building and has started the renovation of the apartments with completion slated for third quarter of 2017.

When complete, the First Street Lofts building will add 28 loft style units with terrific views to the downtown housing market. This project serves as a great example of private and public entities working together to create solutions.
To further the growth spurred by the construction of ONEOK Field, Ross Group and development partner, Promise Hotels will start their next downtown hotel development in the 1st quarter of 2017. Located across the street from the ballpark, the new 115 room Holiday Inn Express & Suites will provide another hotel option to business and leisure travelers in the Brady Arts District.

The mixture of red brick and metal panels tie in the old warehouses of the district coupled with the modern feel of the ballpark. On land purchased from the Tulsa Stadium Trust, the hotel and the future parking garage and future office building will provide a mixture of needed services to the area.
Bartlesville’s downtown was once one of Oklahoma’s most up and coming centers of commerce. A thriving oil company, popular railroad depot, and one of the nation’s most ambitious entrepreneurs set the stage for the town to thrive. However, over the years, much like most of the nation, the downtown buildings became run down and people opted for new parts of town to run their businesses. Thankfully, this trend has ceased and downtowns are becoming reinvigorated.

With the help of Main Street Bartlesville along with the Bartlesville Redevelopment Trust, Ross Group and New Leaf Development have completed the redevelopment of a downtown building at 125 W. 2nd St. in Bartlesville. The building used to serve as a hotel named the Santa Fe Rooms originally opened by a Ms. W.D. Noble in the early 1900s. The two-story structure will be completely historically renovated as a mixed-use development to house 11 apartments and four retail spaces fully compliant with National Park Service standards.
The Rose District, centered on Broken Arrow’s Main Street, is a great example of how cities collaborating with private developers can create a resurgence of development in an otherwise underdeveloped area. Seeing the great possibility for redevelopment, Ross Group’s first venture in real estate development was the construction of a true mixed use infill project centered in the home of development activity.

Working with the City and Broken Arrow Economic Development Corporation, Ross Group completed the project in 2014. Andolini’s Pizzeria occupies all of the first floor while the Lofts @ 222 offers the first truly apartment focused development to residents that wanted the downtown loft experience in Broken Arrow.

The four-story building transformed the Main Street façade with a modern downtown look while remaining consistent with the surrounding developments and raised the standard for future development of the Rose District.
The new hotel is positioned at the intersection of historic Route 66 and Country Club Road, in the heart of Claremore, Oklahoma.

The hotel is a four-story structure with 192 parking spaces including 10 ADA parking spots, 81 rooms including 19 suites, interior corridors, an indoor pool, fitness room, guest laundry, business center, and meeting rooms.

In addition to hospitality accommodations, this facility includes a 15,000 sq. ft. conference center with the capacity for a group of 500 for banquet seating or a convention for 300. It features air walls for break-out rooms, necessary AV equipment for today’s technology, and an on-site catering kitchen.
HOLIDAY INN EXPRESS & SUITES

Tahlequah, Oklahoma

The new hotel is positioned at the intersection of Highway 82 and Highway 51 in the heart of Tahlequah, Oklahoma. The completed development features significantly streamlined design aesthetics while maintaining the convenience and functionality for which the hotel chain is best known.

The hotel is a four-story structure with an 11,619 sq. ft. footprint, 90 parking spaces including four ADA parking spots, 80 rooms including 22 suites, interior corridors, great room with breakfast area, a 1,620 sq. ft. indoor pool, 664 sq. ft. fitness room, guest laundry, business center, and meeting rooms.
Warren, a Tulsa native and philanthropist, brings more than 26 years of industry experience. In his time as president of Ross Group, Warren has been involved with and directed the completion of more than $1 billion in construction contracts. Because of Ross Group’s moderate size, Warren is personally involved in each project our organization touches. His goal for each project is to build long-standing relationships with his clients.

After graduating from Massachusetts Institute of Technology with a bachelors degree in Mechanical Engineering in 1995, Warren earned his Masters in Business Administration from the University of Tulsa in 2002. Warren is deeply involved in the Tulsa community, consistently serving his hometown through proactive and philanthropic efforts. Through his participation in programs like Leadership Oklahoma and Young Presidents’ Organization, Warren strives to help move our city and state forward.
MATT NEWMAN

DIRECTOR OF DEVELOPMENT

Matt brings 10 years of construction management and development experience to the Block 44 redevelopment project. In the last three years, Matt has spearheaded the development, redevelopment, and historic restoration of several downtown areas totaling nearly $250 million.

As the leader of the development team, Matt is curious about his project partners’ challenges and is passionate about finding the right solutions to meet the end users’ needs. He thrives on building long-standing relationships with his project partners.

Matt received a bachelor degree in Construction Management from the University of Nevada in 2008. Since then he has held several positions in the development and construction management industry, from estimator to his current position as development manager.
Steven’s primary goal is to bring all facets of a development project to fruition, including financing the project, managing the general contractor, working with municipal and county stakeholders, and managing the property after it is placed in service.

Steven will use his seven years of project management, business management, and finance experience to guide the Block 44 project. He has managed projects with a collective budget of more than $100 million and has consulted with several Fortune 500 companies, state governments, and international organizations on ways to improve their project management processes. He has led cross-functional teams of varying backgrounds to complete projects on time and on budget.

After graduating from the University of Oklahoma with a Bachelors of Business degree in Entrepreneurship and Finance in 2009, Steven earned his Masters of Business Administration from Oklahoma State University in May of 2015. Steven is active in his community as a member of Tulsa Young Professionals and NAIOP as a Developing Leader.
Disclosure
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Affiliations
Ross Group maintains multiple single-purpose entities created for various development projects.

Conflict of Interest
To our knowledge, there are no relationships between the Ross Group development team and the TDA that would cause a conflict of interest.

Responsible Party
The development team will form a new single-purpose, single-asset limited liability company for the proposed development of the property. This entity will fall under the jurisdiction will be Oklahoma, which will be managed by Ross Group and our president, Warren Ross.

Executed Agreements
We have not executed any agreements at this time, but we are working with KKT Architects and Ross Group to deliver design and construction management.
References
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Government Experience
Our company grew up on work from the Federal Government. As our organization expanded, we diversified our focus by serving private clients and building long-term relationships in diverse markets. In doing this, we offer potential clients the proverbial best of both worlds — a construction manager who holds itself to the high standards set by Federal contracting and can provide the high-touch, custom experience many private clients expect. Ross Group continues to thrive in Federal contracting. We understand the significance of government work, and are pleased to partner with city, state, and federal officials to help effectively navigate bureaucracy and build something we can all be proud of.

Legal Matters
There are no completed, pending, or threatened criminal or civil governmental investigations or proceeding against the firm or any of its principals, partners, or affiliates by the United States Government, the State of Oklahoma, the County of Tulsa and the City of Tulsa.
Obligations
There are no unfilled obligations proffered to any governmental body in connection with any project by the firm or any of its principals, partners or affiliates.

By signing this document, I certify these statements to true and correct to the best of my knowledge.

Warren E. Ross
President
Ross Group
THANK YOU.

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Challenges Accepted.