



## Team

### KENNETH A. BABOUN

#### *BGI COMPANIES, PRESIDENT & DEVELOPER*

With close to 20 years' worth of experience in finance and real estate development expertise, Kenneth Baboun is one of the industry's most proven experts when it comes to innovative and successful high-end real estate development. Since 2003, Mr. Baboun has worked with some of the world's most competitive development markets – overseeing residential, commercial, multifamily, and mixed-use properties throughout New York and South Florida, including Manhattan, Miami, and the Palm Beaches. As the Managing Member for BGI Companies, he leverages his considerable first-hand knowledge towards identifying new development opportunities with strong potential for favorable return on investment and unique market appeal. As well, he lends his insight towards financial strategy, budgeting, investments, and setting performance benchmarks, with the aim of maximizing the final profitability of each and every project for which BGI Companies is involved.

Previously in his career, Mr. Baboun served as President of BBB Group, a real estate development firm that successfully executed several multi-million-dollar developments in the greater Miami market, including a 49-story luxury residential high-rise in the heart of the city's exclusive Brickell financial district. He has also previously served as Chief Executive Officer of Brickell Plaza Development. Throughout his career, Mr. Baboun has routinely managed engineers, architects and consultants, evaluated costs, investments and performance indicators, and tracked progress on numerous top-of-market development projects. In his leadership position for BGI Companies, Mr. Baboun works to deliver end-to-end real estate development solutions through a multi-industry conglomerate with individual subsidiary companies each specializing in a distinct market or real-estate related service. The various divisions under BGI Companies umbrella deliver proven expertise and knowledgeable professional services for financing, sales & marketing, acquisitions, pre-development, construction liaison, architecture and interior design consultation, project management, property market positioning, and more. Because each subsidiary maintains a specialized focus within its own field of operations, BGI Companies is uniquely equipped to pursue a broad range of real estate opportunities, with the flexibility to engage individual subsidiary divisions only as needed in order to allow better alignment with other development partners. The result is a more streamlined development process with less redundancy, greater cost efficiencies, and enhanced overall financial performance for all partners involved.

In 2018, Mr. Baboun was awarded South Florida Business Journal's Top 40 Under 40 and in 2019 was an Up-and-Comer honoree for South Florida Business and Wealth. He was awarded the South Florida Business & Wealth's 2021 Finance Award for Innovation of Finance. He is also the 2005 recipient of the Visionary Award from the Developers & Builders Alliance in Miami, Florida.

Mr. Baboun holds a Bachelor of Science in Business Management from Bentley College in Massachusetts and is a certified fund manager from the American Association of Private Lenders.





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### BLUE ROAD CO-DEVELOPER

Based in Florida, Blue Road is an integrated developer dedicated to acquiring, remodeling, and managing assets that are supported by real estate. They've been creating opportunities for private and corporate investors for over 25 years.

The Blue Road approach is to take care of all aspects related to growth of an investment, expertly navigating the beginning of each project, handling the property search, and asset acquisition. The team's proficiency in construction, remodeling, design, and marketing adds value and viability to each property, and an operations division oversees each development to put efficient and successful management in place. Once projects are up and running, Blue Road offers ongoing expert support to ensure success.

### SPINA O'ROURKE + PARTNERS ARCHITECT & INTERIOR DESIGN

Spina O'Rourke+ Partners is a full service Architectural and Interior Design firm that has been serving the needs of its clients for over forty years. Established in 1975, the firm has adapted over the years to embrace the technological advancements of the industry which has enabled them to design successful, award-winning projects. The team's portfolio consists of a highly diversified list of projects throughout South Florida and the United States. By understanding the "business" side of development, Spina O'Rourke + Partners has been tremendously successful in delivering projects that optimally integrate "design excellence" with carefully managed budgets and delivery schedules. A commitment to "responsible design" has made them a leader in energy-efficient architecture. The enduring relationships with clients and repeat business is a testament to their continued Commitment to Success.

### SCHMIDT NICHOLS LANDSCAPE ARCHITECT

Schmidt Nichols is an award-winning landscape architecture and urban planning firm providing a full-service approach to the site development process. The practice was originally founded in 2000 by Jon Schmidt, who then expanded the company with Josh Nichols to offer a wide array of design and planning solutions. Several recognized industry leaders have referred to Schmidt Nichols as the go-to-team to accomplish any project envisioned whether small or large.

The full-time team has contributed to locally iconic places throughout South Florida including The Breakers Resort, Antique Row, The Greene School, International Polo Club, Tropical Shipping Headquarters, and the South Florida Science Center. Schmidt Nichols is licensed and certified as a Small Business Enterprise in the heart of West Palm Beach, Florida.





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### ONE SOTHEBY'S INTERNATIONAL REALTY EXCLUSIVE SALES & MARKETING

ONE Sotheby's International Realty is the premier source for luxury real estate and development opportunities along Florida's East Coast, with 30 offices spanning from Miami and Key Biscayne to Vero Beach and Jacksonville. For more than 250 years, the Sotheby's name has exemplified the promise of a life well lived, and ONE Sotheby's International Realty's direct affiliation with Sotheby's and Sotheby's International Realty has offered the company unparalleled, global reach with a network of more than 26,000 associates in more than 81 countries and territories with more than 1,000+ offices. The firm's Development Division is a leader in luxury pre-construction sales and marketing along Florida's East Coast, offering an insider perspective and superior market intelligence to help partners navigate the unique real estate landscape from pre-acquisition to sell-out.

### ORANGE DOG COLLECTIVE CREATIVE, MARKETING & OWNER'S REPRESENTATION

An independent design and consulting studio that combines strategic marketing, digital, film and event coordination for the real estate sector, with a specialized focus on new development, ground-up projects. Working with trusted partners means we're able to execute small and big opportunities while always offering the best quality and service to each of our clients. Founded in 2004, Orange Dog Collective is a dynamic team of proven professionals who share the belief that effective marketing should inspire as well as generate results. Our unique collaborative process is rooted in creating tailor-made solutions that engage audiences, motivate sales, and give properties a competitive advantage.

### GREENBERG TRAUIG LLP LEGAL COUNSEL

Greenberg Traurig, LLP (GT) has approximately 2300 attorneys in 40 locations in the United States, Latin America, Europe, Asia, and the Middle East. GT has been recognized for its philanthropic giving, diversity, and innovation, and is consistently among the largest firms in the U.S. on the Law360 400 and among the Top 20 on the Am Law Global 100. The firm is net carbon neutral with respect to its office energy usage and Mansfield Rule 4.0 Plus Certified.

