

HORIZON

DEVELOPMENT + ENTITLEMENT

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CAPABILITIES STATEMENT



HORIZON is a complete Entitlement Consulting, Permit Expediting, Project Management, Political Advocacy, and Community Outreach firm. Our experience includes over 75 real estate developments and investments valued at over \$315 Million in the private and non-profit sectors. Through a portfolio of successful developments, HORIZON has developed a synergistic network of relationships that expedite each new project. Our goal for each client is to establish a fabric of trust and common vision with the communities in which we work.

- **Expedite Layered Entitlements:** Zone Change, Variances, Conditional Use Permits, Density Bonus, Plan Approvals, Radius Map Prep, etc.
- **Restaurant, Alcohol, Residential, Commercial, Industrial, Hotel, Institutions, Schools, Historic Preservation/Reuse**
- **Due Diligence Feasibility Studies**
- **Subdivisions + Final Map Expediting**
- **Site Selection, Project Management**
- **Community Relations, Political Advocacy + Government Relations**

HORIZON is your secret weapon; adding value to go beyond, in some cases far beyond, what zoning regulations allow by right. Our expedited services are delivered on budget to increase project cash flow and decrease project costs. HORIZON Development + Entitlement helps each client quickly navigate the complex land use regulatory environment by leveraging expertise, cultivated political relationships, and context-sensitive community outreach. We specialize in complex developments with layered entitlements. We create persuasive informative messages to highlight the critical technical components of each project. Our cultivated ethical political relationships with key officials, representation and advocacy before government agencies, and input from community stakeholders. Horizon Development + Entitlement goes beyond expert land use consulting to deliver and implement tailored strategies and strategic permit expediting, on time and within budget.

HORIZON is a certified minority woman owned small business with bilingual Spanish capability, qualified for contracting and subcontracting opportunities.

HORIZON NAICS Codes: **541310, 624229, 51620, 531390, 531210, 541820, 541611**

MISSION

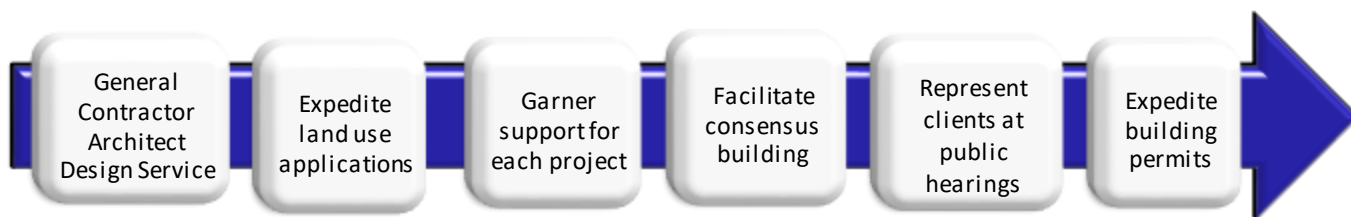
At HORIZON Development + Entitlement, our Mission is to help developers, investors and expanding businesses quickly navigate the complex land use regulatory environment by leveraging expertise, cultivated political relationships, and context-sensitive community outreach. HORIZON delivers as a trusted single-source solution es to cut red tape and ultimately reduce the risk associated with development, to provide piece of mind for our stakeholders and facilitate projects that enhance the built environment.

ALIGNMENT

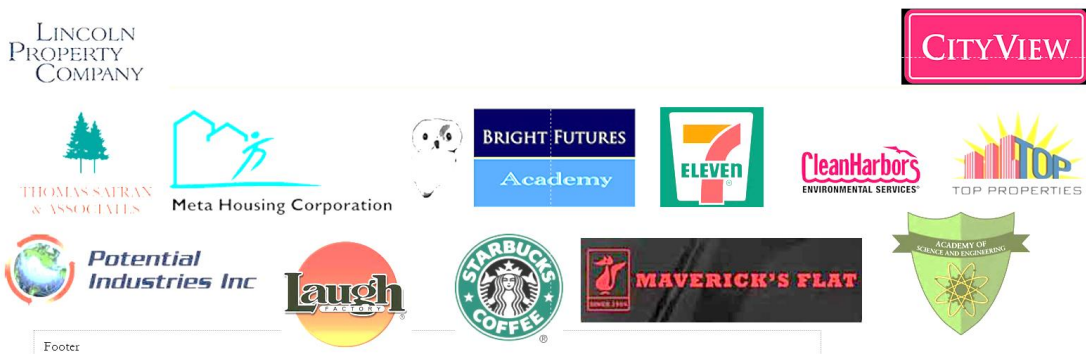
The HORIZON Development + Entitlement team is aligned with the needs of our clients in that we:

1. Strive to maintain relationships with customers and leverage those relationships to attract new business.
2. Work to provide development that positively reflects communities. This is done through respect for the existing community context, as context influences development and creates a space where community members feel inspired to create a further enhance a sense of community.

PROCESS



PORTFOLIO



HISTORY

HORIZON, a MBE/SBE/WBE, was established in 2014 by Nichole Smith, a second generation land use entitlement consultant committed to building generational wealth. Nichole is a real estate broker with a Masters in Real Estate from Pepperdine Graziadio Business School and a BA from UC Berkeley. She serves her community as Chair of the Crenshaw Corridor Design Review Board.