

# HORIZON

DEVELOPMENT + ENTITLEMENT

323-528-7674, Nichole.Smith@HORIZONworks.net, www.HORIZONworks.net

## CAPABILITIES STATEMENT



**HORIZON** is a complete Entitlement Consulting, Permit Expediting, Project Management and Community Outreach firm. Horizon Development and Entitlement offers the best comprehensive land use, political advocacy, and community relations services to executives in the real estate industry. Our experience includes over 75 real estate developments and investments valued at over \$400 Million in the public, private, and non-profit sectors. Our goal for each project is to establish a fabric of trust and common vision with the communities in which we work.

- **Site Selection, Acquisition Lease/Purchase**
- **Due Diligence Highest Use Feasibility Studies**
- **Mortgage Brokerage, New Market Tax Credits**
- **Promote and Partnership Opportunities**
- **Expedite Layered Land Use Zoning Entitlements:**  
Zone Change, Variances, Conditional Use Permit,  
Density Bonus, Alcohol/Entertainment
- **Subdivisions + Final Map Expediting**
- **Restaurant, Alcohol, Residential, Commercial,  
Industrial, Hotel, Institutions, Schools, MRF,  
Historic Preservation/Reuse**
- **Public Affairs + Community Relations**
- **Political Advocacy + Government Relations**
- **Building Permit Expediting and Construction  
Project Management**

**HORIZON** develops unique persuasive informative messages and layered land use entitlement strategies for complicated projects. The critical technical components of each project are facilitated with 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 tailored strategies and strategic permit expediting, on time and within budget.

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

**HORIZON** NAICS Codes: **531390, 531210, 541310, 624229, 512110, 522310, 541820, 541611**

**ALIGNMENT**

The HORIZON Development + Entitlement team is aligned with the needs of each client. We:

1. Strive to maintain relationships with existing 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.
3. Value each of our team members for their commitment to their client relationships, desire to contribute to communities, and take pride in the growth and success of our company and the lasting impression of their development projects on the local community.

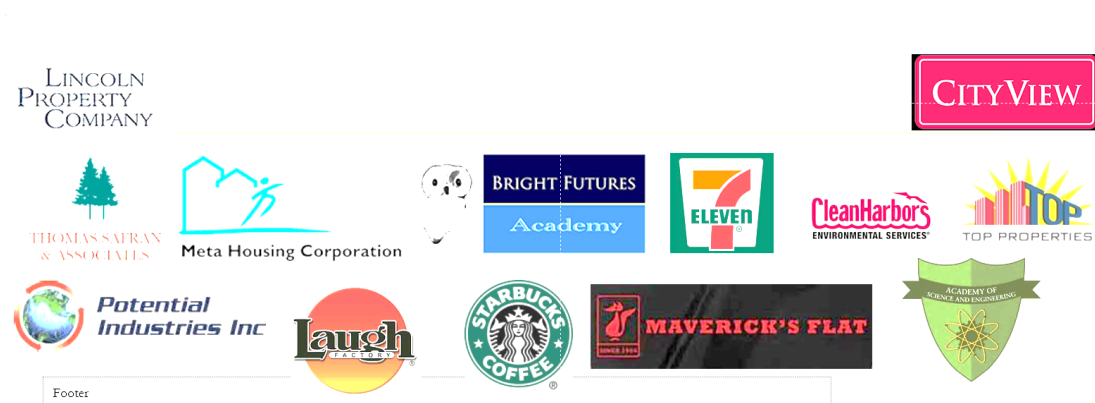
**STRATEGY**

Our team works with our clients in the development of lean solutions that drive efficiency, maintain budgets and plan for the future. We offer solutions that will be developed through an integrated process with the Owner and Consultants through needs analysis that begin with the client goals and strategies then narrow to comprehensive development solutions.

**SERVICES**

HORIZON was founded on November 14, 2014 and provides land use zoning entitlement services, commercial real estate sales and leasing transactions, and commercial real estate finance. We act as a Sponsor in development projects and can be an equity partner for infill development projects in Southern California.

## Project Portfolio



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## **ABOUT**

**Nichole Smith**, Principal of HORIZON Development + Entitlement, leads a team of professionals and specializes in layered land use entitlements, permit expediting, political advocacy, community outreach, and project management. Having entitled, permitted, and/or provided project management for over 50 projects, totaling over \$215 Million in real estate investment, she prides herself in taking development from conception to occupancy. Political advocacy and community outreach are critical to each project. Through a portfolio of successful developments, Nichole Smith has developed a synergistic network of relationships that expedite each new project.

Nichole excels at engaging key community members and connecting developments to their surrounding communities. Projects include movie production studios, housing developments, commercial developments, the Port of Long Beach, charter schools, alcohol serving uses, hospitality, subdivisions, grocery stores, and entertainment venues.

A graduate of UC Berkeley and the Pepperdine Graziadio with a Master's Degree in Real Estate, Nichole is an annual guest lecturer at the USC Ross Development Program and serves her community as the Chair of the Crenshaw Corridor Design Review Board. Nichole Smith is a licensed real estate broker and member of ULI.