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JAMES T. COLLINS, LAND PLANNER  
(NOT A MEMBER OF THE FLORIDA BAR)

February 9, 2016

**VIA HAND-DELIVERY ONLY**

Edward F. Lavallee, City Manager  
City of Venice  
401 W. Venice Avenue  
Venice, Florida 34285

~~RECEIVED FEB 10 2016~~

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Re: Proposal for Venice Island Resort

Dear Mr. Lavallee:

We represent Venice Island Resort, LLC, and this letter is written on its behalf.

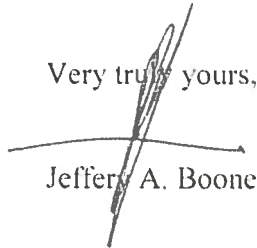
Enclosed please find a Proposal for a Resort to be located on the former Circus property at the Venice Municipal Airport. As you will see from the Proposal, the Resort anticipates to include hotel and resort villa accommodations, a restaurant[s], spa, pool, meeting rooms, recreational facilities and related resort uses.

As the first step in the process of developing the proposed Resort, we believe we would need to negotiate a long-term lease for the former Circus property. If that is the correct procedure, we would want to begin that process as soon as is possible.

Please contact me at your earliest opportunity to confirm the process and to discuss any other matters that we need to address at the outset.

Thank you very much for your attention to this Proposal.

Kind regards.

Very truly yours,  
  
Jeffery A. Boone

JAB

Enclosure

cc: Venice Island Resort, LLC  
David P. Persson, City Attorney (via email only)  
Chris Rozansky, Airport Director

W130-15379/Ltr.lavallee020916

*VENICE ISLAND RESORT, LLC*  
*Airport Project Proposal*  
TO THE CITY OF VENICE



## **AIRPORT PROJECT PROPOSAL TO THE CITY OF VENICE**

Please accept this as a "Airport Project Proposal" from Venice Island Resort, LLC as to its interest in entering into a long term lease for the 11.5 acre, former Circus Property located at 1401 Ringling Dr., Venice Fl.

Venice Island Resort, LLC is owned by MPS Development and Construction, LLC, Michael W. Miller, as Manager. The company's office is located at the Tandem Center, 333 S Tamiami Trail Suite #205, Venice, Fl 34285.

Current operations include the development and construction of various projects located in Venice, including Tra Ponti Villaggio, a 23 unit courtyard and town home development located on the Island of Venice adjacent to the Intracoastal Waterway and Venetian Waterway Trail, 132 unit San Lino Condominiums, located on East Venice Ave in Venice, a 14 unit Che Vista Beach Condominiums located on N. Esplanade, across from the Venice Beach and Villa Veneto, a condominium located on the Island of Venice.

The Owners and Managers have over 30 years experience designing, financing, developing, constructing and managing similar projects in Venice Florida and surrounding area. Please see Exhibit "B" for company profile and Exhibit "C" for additional projects completed by it's Principals.

The Proposed Project which will be called "Venice Island Resort" will include the following: (see Exhibit "A" – Conceptual Project Plan)

### Parcel A:

Approximately 3.5 acre commercial parcel located adjacent to US 41 Tamiami Trail located in the northeast portion of the site. This site will provide the entry into the resort where a hotel, office and retail center will be located. The facilities will include hotel accommodations, meeting rooms, spa, pool and retail facilities including retail sales of Venice circus memorabilia, event catering, bike and golf buggy rentals and office facilities.

### Parcel B:

Approximately 5 acres dedicated to resort facilities, which will include 6 buildings of approximately 144 rooms surrounding a large lake, man made beach area, resort pool, cabana and club house. Each unit is designed for over night guests as well as short and extended stay.

**Parcel C:**

Approximately 2.5 acre commercial parcel located in the south east portion of the site, which will be a focal point of the development as well as the entry into the City of Venice from the south arriving over the Circus Bridge. This parcel will include a restaurant and a golf putting green course surrounded by water with meandering landscaping and putting greens around the lake. This facility will be strategically located with excellent views of arriving and departing aircraft to and from the Venice Municipal Airport.

**Parcel D:**

An approximately one half acre parcel, currently being utilized as a trapeze academy, which is anticipated to be part of this proposal with the intent to keep in operation subject to entering into an agreement with the current tenant that will include updating the existing facility in conjunction with the proposed development.

The "Venice Island Resort" will be strategically located at the south entry to the Island of Venice one mile from the Venice Beaches, less than two miles from the Historical Downtown and adjacent to the Venice Airport, the Venetian Waterway Trail and one of the largest marina facilities located in the Venice area.

Due to the considerable financial commitment our proposal is to enter into a long term lease at agreed upon terms and conditions. The lease payments will be based on fair market value of the property multiplied by an annual factor acceptable to the parties.

Our development plan will be consistent with the intent of the 2010 City of Venice Comprehensive Plan Southern Gateway Corridor, the Airport Layout Plan, and the Venetian Urban Design Overlay District as follows:

1. The uses will have convenient access and bike/walk ability for the areas residents, businesses and visitors.
2. The uses are commercial, restaurant, retail, hotel, office, recreational and resort.
3. The Development Plan will establish pedestrian linkages between the surrounding Island neighborhoods.
4. The Development Plan will provide transportation alternatives including, shuttle, pedestrian access and bikeways.
5. The Development Plan will provide access to the Venetian Waterway Trail.
6. The Development Plan provides appropriate access to the Venice Airport.
7. The Development Plan limits traffic speeds to encourage pedestrian and bicycle movement along the corridor.

8. The maximum height of the buildings will not be greater than three stories and locations of buildings will be located to comply with air safety zones for the Venice municipal airport.
9. The Development Plan will include a variety of community places and public spaces, such as pocket parks, courtyards, plazas, open air sitting areas, urban trails, recreation areas and playgrounds that could be included.
10. The Development plan will include urban trails and sidewalks as connectors between commercial and residential uses.
11. The Development Plan will utilize Northern Italian Renaissance Architectural design standards.

The Development Plan will provide various benefits to the City, Airport and general public as follows:

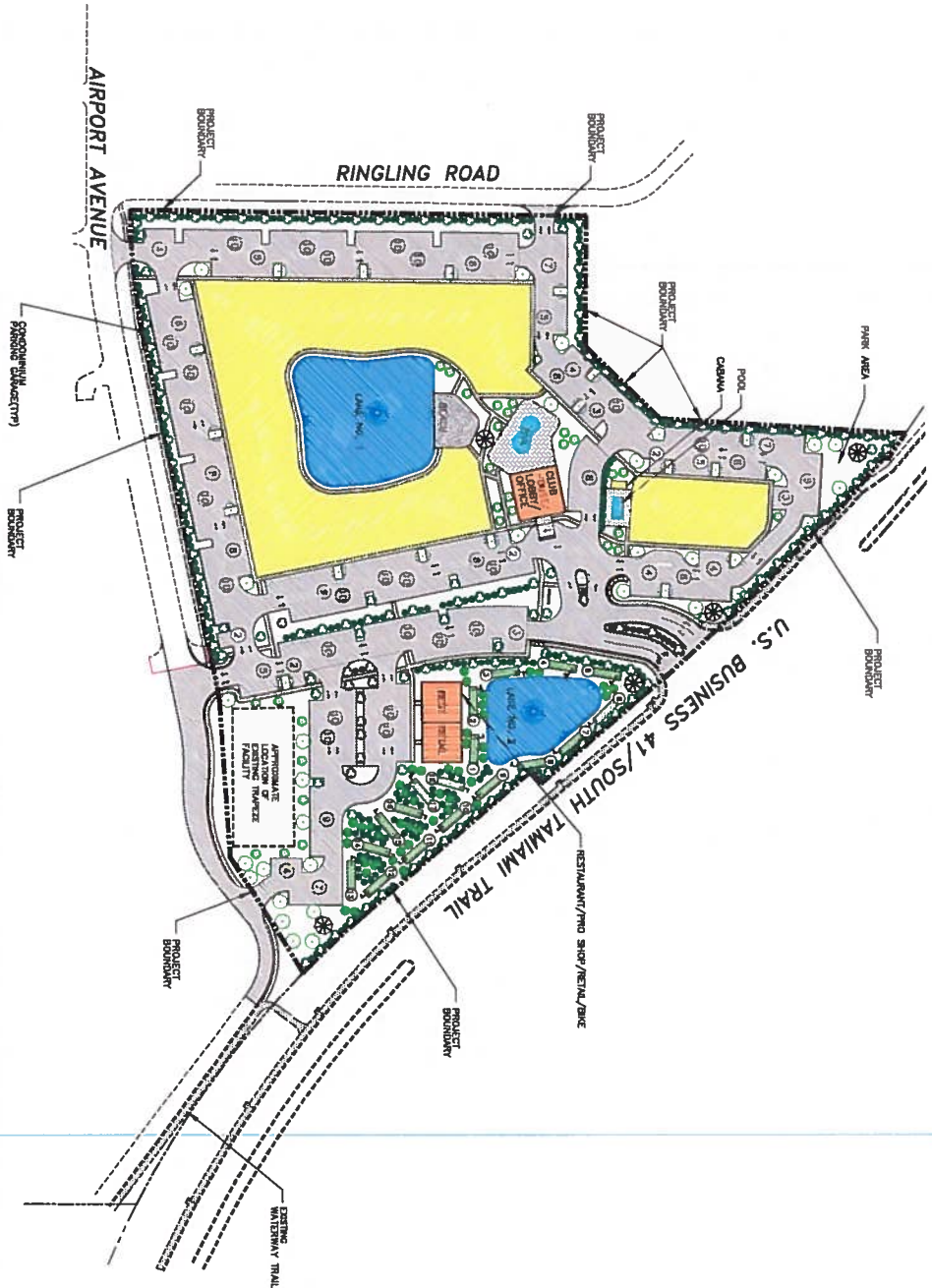
1. The City/Airport will receive land lease revenues, real estate taxes, sales taxes, hotel taxes and various income from related business that will have additional revenue generated from guests of The Venice Island Resort.
2. The Hotel, Spa, Meeting Rooms and other Amenities will be available to residents, their guests and Venice area visitors for various business and non-business activities for short and extended stays, both during seasonal and non-seasonal periods. This Resort will provide the community with on-site resort amenities as well as close proximity to the Venice beaches, Venice Airport and Venice Main Street.
3. We would consider the possibility of recognizing the history of the Venice Circus in various ways, provided it is economically feasible and acceptable to the community and city officials. The gateway to Venice from the southern entrance will include a beautiful landscape entry with water features and recreational activities.
4. The Development Plan will provide access to the Venice Municipal Airport, Venice Beaches and other recreational locations along the western portion of Venice.
5. The Resort will generate additional long term revenue from tourism over the term of the lease.
6. By providing both short and long term lodging the Venice Island Resort will reduce the negative impact from transient visitors in nearby single family neighborhoods (including short term rentals).

Upon successful negotiation of a long term lease for the 11.5 acre site with the City of Venice, we will proceed with obtaining all required governmental approvals. Once obtained, we will proceed with the development of the site as agreed to by the City of Venice. Attached is Exhibit "A" which is a project plan depicting the proposed uses.

Thank You for the opportunity to pursue the development of this property in a manner that will be beneficial to the City of Venice and will most certainly be enjoyed by its citizens and guests.

Michael W. Miller, Manager  
Venice Island Resort, LLC  
333 S Tamiami Trail Suite #205  
Venice, FL 34285

# Exhibit A



PROPOSED USES  
 HOTEL/SPA/MEETING ROOMS  
 RESY/RETAIL/OFFICE  
 RESORT VILLAS



CLIENT:		PROJECT NAME:		SEC. 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100	
333 S. TAMAMI TRAIL SUITE 205 VENICE, FL 34285		VENICE ISLAND RESORT CONCEPTUAL PROJECT PLAN			
PROJECT NO.	DATE	BY	REVISIONS		
PROJECT SCALE	1" = 150'				
<p><b>PEER</b>          PROFESSIONAL ENGINEERING ASSOCIATION OF FLORIDA          REGISTERED PROFESSIONAL ENGINEER NO. 12345          1000 N. W. 10TH AVENUE, SUITE 1000          MIAMI, FL 33136          (305) 555-1234          WWW.PEERFL.COM</p>					
DRAWING TYPE		DESIGNED BY: EJE		SHEET NUMBER	
<input type="checkbox"/> PRELIMINARY <input checked="" type="checkbox"/> FINAL <input type="checkbox"/> REVISION		DRAWN BY: JAE CHECKED BY: EJE APPROVED:		1	

# **VENICE ISLAND RESORT, LLC**

## **VENICE FLORIDA/SARASOTA COUNTY**

### ***Exhibit "B"***

#### ***Company Description***

Since 1987, the principals of Venice Island Resort, LLC have had first-hand dealings in the Venice marketplace, as well as the surrounding Southwest Florida, including Charlotte County and Sarasota County. Specifically, these projects involved the development of both vertical and horizontal infrastructure along with short-term and long-term ownership of properties. Employee growth exceeded 100 and gross annual sales peaked at \$110 million.

Our company's primary role and responsibility throughout various projects (outlined in Exhibit "C") include the development of the conceptual plan, design and completion of horizontal improvements, design and construction of vertical improvements, soliciting and cooperating with various other developers, operators and construction entities, development of deed restrictions, condominium documents, providing equity (short-term, as well as long term) for the horizontal infrastructure as well as the vertical construction.

The principals of Venice Island Resort, LLC's entry into the Venice market were established with the development of the Waterford Championship Golf Community. This project was originally owned by two lenders who were unsuccessful in the development of the parcel and who later sold the property to the principals of Venice Island Resort, LLC for development.

Later, the Laurel Interchange Business Center was purchased and developed primarily to provide a solution to the relocation of PGT/Vinyl Tech, a local window manufacturing company. Once developed, many other local companies relocated to the 150 acre Laurel Interchange Business Center. The 40 acre Jacaranda Commercial Center was developed primarily due to the need for interchange development in the Venice area located on the west side of I-75.

From 1987 – 2008 the principals of Venice Island Resort, LLC primary business was developing residential single family and multifamily communities totaling over 2,212 units and developing commercial, retail and industrial property containing 211 acres including the construction of 333,575 square feet.

Since 2009 the principals of Venice Island Resort, LLC have constructed various area single family custom homes and commenced development on various Venice projects including Tra Ponti Villaggio, San Lino Condominiums, Che Vista Condominium, Villa Veneto Condominiums

### ***Financing***

The principals of Venice Island Resort, LLC have provided and obtained private capital in excess of \$50 million dollars and institutional financing of over \$175 million dollars, totaling over \$225 million dollars from various sources including corporate equity, outside private capital and various institutional financing.

### ***Performance***

The principals of Venice Island Resort, LLC have grown with the Venice/Sarasota market initially building approximately 60 homes per year to over 300 homes a year. Company gross revenue grew from \$14,000,000 in 2000 to over \$100,000,000 in 2007, as noted in Exhibit "C".

### ***Summary/Conclusion***

Attached as Exhibit "C" is a list of the projects the principals of Venice Island Resort, LLC have developed in the Venice area since 1987. Our involvement includes completing various permitting, designing, constructing of horizontal improvements as well as various vertical improvements. Our Company has performed in various capacities including developer, contractor, landlord, project manager and long term manager of the assets.

The principals of Venice Island Resort, LLC are currently specializing in the revitalization of the Venice downtown and adjacent areas along the Intracoastal Waterway as well as exploring investment opportunities requiring workout related construction and development operations.

Consultant: Michael W. Miller  
333 S. Tamiami Trail, Suite 205  
Venice, Florida 34285  
(Phone) 941/441-1441  
(Fax) 441-1491  
Email mmillerlrgf@gmail.com

**Please visit [www.TraPontiVillaggio.com](http://www.TraPontiVillaggio.com) for project summary and work experience.**

### *Exhibit "C"*

<u>Year</u>	<u>Project Description</u>	<u>Lots/Acres/ Square Feet</u>	<u>Completed</u>	<u>Responsibility Owner/ Developer/ Builder</u>	<u>Project Value</u>
1987-1997	Waterford Championship Golf Community	639 Lots	100%	O/D/B	\$32,000,000
1987-1997	Waterford Single Family Homes	85 Homes	100%	O/D/B	\$11,900,000
1987-1997	Waterford Maintenance-Free Homes	350 Villas	100%	O/D/B	\$35,000,000
1995-1999	LIBC - Industrial Sites	80 Acres	100%	O/D	\$6,821,120
1995-1999	LIBC - Commercial Sites	18 Acres	100%	O/D	\$5,880,600
1998-1999	Technology Park - Industrial Condos*	19,300 S.F.	100%	O/D	\$1,640,000
1999-2000	Endeavor Court - Offices/Warehouses*	12,600 S.F.	100%	O/D/B	\$1,071,000
2001-2002	LIBC Auto/Convenience Facility	2 Acres	100%	O/D/B	\$3,400,000
1996	Nielsen Media Research Center	42,000 S.F.	100%	D/B	\$5,600,000
1996-2002	Jacaranda Commercial Center	35 Acres	100%	O/D/B	\$9,600,000
1997-2002	Hidden Lakes Club Home sites	95 Lots	100%	O/D/B	\$5,700,000
1997-2002	Hidden Lakes Club Homes	95 Homes	100%	O/D/B	\$9,600,000
1997	Lake View Office Park-Building 1	11,950 S.F.	100%	O/D/B	\$1,400,000
1998	Lake View Office Park-Building 2	9,650 S.F.	100%	O/D/B	\$1,096,180
1999	Waffle House*	3,500 S.F.	100%	O/D	\$475,000
1999-2000	Lake View Office Park-Building 3	9,355 S.F.	100%	O/D/B	\$1,309,000
2001	Lake View Office Park-Building 4	9,420 S.F.	100%	O/D/B	\$1,318,800
1999-2001	Auburn Lakes Condominiums	80 Condos	100%	O/D/B	\$10,400,000
1999-2001	Fountain View Villas Home sites	48 Lots	100%	O/D/B	\$2,016,000
1999-2001	Fountain View Villas Homes	48 Villas	100%	O/D/B	\$4,896,000
1998-2002	Shore Oaks	16 Homes	100%	D/B	\$2,450,000

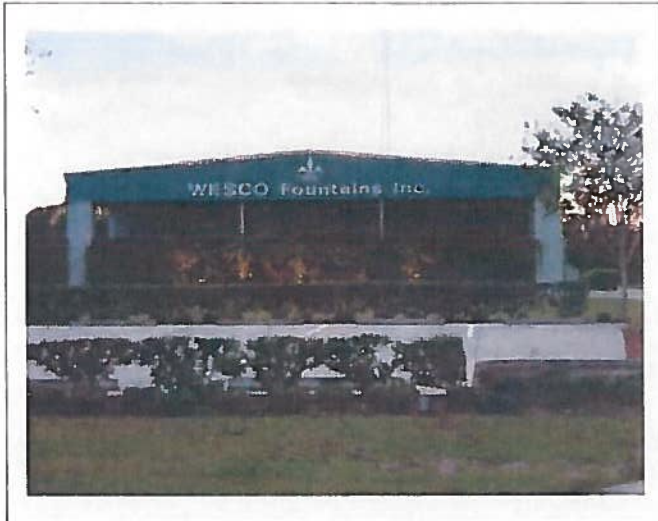
<u>Year</u>	<u>Project Description</u>	<u>Lots/Acres/ Square Feet</u>	<u>Completed</u>	<u>Responsibility Owner/ Developer/ Builder</u>	<u>Project Value</u>
1998-2002	Nokomis Oaks	32 Homes	100%	D/B	\$3,450,000
1999-2003	Santa Maria Place Homes	4 Homes	100%	O/D/B	\$1,150,000
1999-2002	Santa Maria Place Home sites	4 Lots	100%	O/D/B	\$1,200,000
2000-2002	Villa Vivaci @ Venetia	64 Homes	100%	D/B	\$3,740,000
2002	Lake View Office Park-Building 5	6,962 S.F.	100%	O/D/B	\$975,000
2001	Vista del Lago Phase I Home sites	50 Lots	100%	O/D/B	\$2,500,000
2001	Vista del Lago Phase I Homes	50 Villas	100%	O/D/B	\$5,500,000
2002	Auburn Cove Villas Home sites	25 Lots	100%	O/D/B	\$1,000,000
2002	Auburn Cove Villas Homes	25 Homes	100%	O/D/B	\$2,250,000
2002	Casa del Lago Condominiums	36 Condos	100%	O/D/B	\$5,400,000
2002	Lake View Office Park-Building 6	7,500 S.F.	100%	O/D/B	\$1,050,000
2002	L'Pavia Condominiums	80 Condos	100%	O/D/B	\$10,800,000
2002	Auburn Woods Home sites	76 Lots	100%	O/D/B	\$3,952,000
2003	Auburn Woods Villas	76 Villas	100%	O/D/B	\$9,728,000
2002	Contractor/Minority Ownership Woodmere Condominiums	189 Condos	100%	B	\$12,500,000
2004	Absolute Window	12,000	100%	O/D/B	\$1,200,000
2005	Mirabella Condos	56 Condos	100%	O/D/B	\$11,200,000
2005	Auburn Hammocks Villas	46 Villas	100%	O/D/B	\$11,500,000
2003-2005	Casa Di Amicci Villas	46 Villas	100%	O/D/B	\$35,200,000
2003-2008	Waterfront I, II, III	98 Condos	100%	O/D/B	\$58,800,000
2003-2005	Oak Forest	250 Homes	100%	B	\$62,500,000
2004-2005	Island Park Condos	48 Condos	100%	O/B/D	\$13,200,000

2003-2006	Tuscany Commons Office	15,000 sq. ft.	100%	O/B/D	\$3,200,000
<u>Year</u>	<u>Project Description</u>	<u>Lots/Acres/ Square Feet</u>	<u>Completed</u>	<u>Responsibility Owner/ Developer/ Builder</u>	<u>Project Value</u>
2005	American Legion	12,000 sq. ft.	100%	D/B	\$1,600,000
2005	Moose Lodge	6,000 sq. ft.	100%	D/B	\$1,200,000
2005	Elks Lodge	12,000 sq. ft.	100%	D/B	\$1,600,000
2005-2006	YMCA	60,000 sq. ft.	100%	B	\$6,000,000
2005-2007	Riviera Dunes Condos	56 Condos	100%	O/D/B	\$2,800,000
2003-2005	Tuscany Lake Condos	72 Condos	100%	O/D/B	\$21,000,000
2005-2007	Lake View Condos	80 Condos	100%	O/D/B	\$20,000,000
2005	Pinebrook Preserve Villas	48 Villas	100%	O/D/B	\$15,000,000
2005-2010	San Lino Condos	72 Condos	100%	O/D/B	\$18,000,000
2006-2010	Magnolia Park Condos	68 Condos	100%	O/D/B	\$15,000,000
	<b>Total Completed as of 2010</b>				<b>Exceeds \$517,820,000</b>
	<b>Projects as of 2013</b>				
2014-present	Tra Ponti Villaggio	23 Custom Homes	5%	O/D/B	\$16,100,000
2013-present	San Lino Condos	60 Condos	80%	O/D/B	\$5,040,000
2014-present	Magnolia Park Condos	28 condos	0%	O/D/B	\$6,000,000
2015-present	Che Vista Condos	14 condos	5%	O/D/B	\$9,100,000
	<b>Sub Total</b>				<b>\$27,156,000</b>
	<b>Total</b>				<b>\$544,976,100</b>

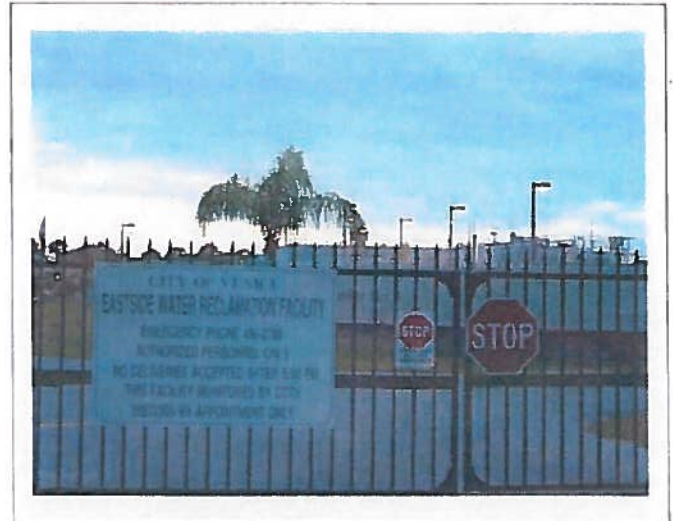
**Summary: Total Residential Units = 2,226**

Lots Developed	1,047	Commercial Acres	61 Acres
S. F. Homes Constructed	482	Industrial	150 acres/43,900s.f.
Condos	1,037	Office	104,875s.f.
Villas	707	Retail/Commercial	97,000s.f.





**Wesco Fountains, Inc. is one of the many businesses relocated to the Laurel Interchange Business Center.**



**Eastside wastewater treatment plant 12 acres donated to the City of Venice by The Waterford Companies to free up land where the decommissioned Westside wastewater treatment plant is located.**



**Nielsen Media Research was previously located on the Island of Venice and is now located in the Laurel Interchange Business Center. State of the art office and research center consists of 42,000 Square feet.**



**Coach House Van Conversion Facility, previously located in the Seaboard Industrial Park, is now at the Laurel Interchange Business Center.**



Jacaranda Commercial Center consists of 35 Acres and is located at 1-75 and Jacaranda Blvd.



The Waterford Companies worked with Sarasota County to construct a deceleration lane and a new traffic signal located 1-75 and Jacaranda Blvd. Cost sharing for The Waterford Companies exceeded \$300,000.



McDonald's Corporation worked with The Waterford Companies for their new location at Jacaranda Commercial Center.



With its close proximity to 1-75, Hess Convenience Store and Fuel Center located in the Jacaranda Commercial Center has exceeded sales projections.



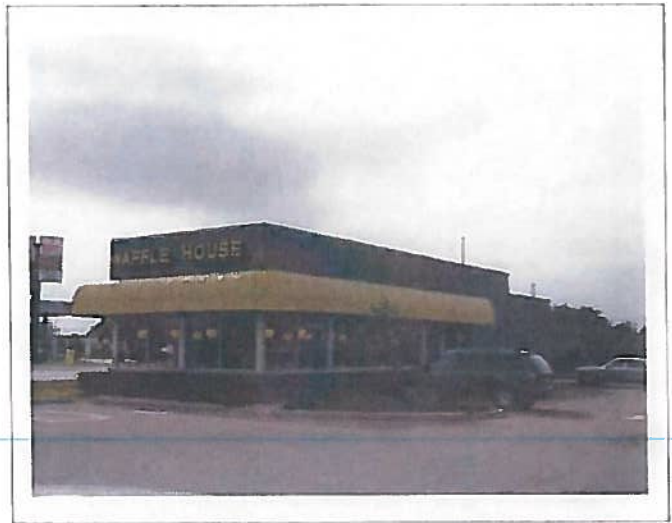
Lake View Office Park, located in the Jacaranda Commercial Center.



Lake View Office Park, Building 1, located on a 10-acre campus style setting.



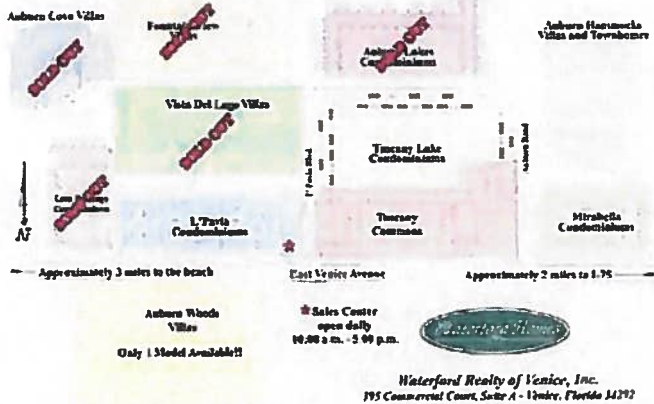
Example of Waterford Companies completed project, Vista del Lago Villas. Located in Venice Gateway area.



Waffle House Restaurant, now Brew Burgers was built close to 1-75 at Jacaranda Commercial Center.

*An overview of our Villa and Condo communities*

Over 400 Sold!! Starting from the 1750's



**Waterford Realty of Venice, Inc.**  
 795 Commercial Court, Suite A - Venice, Florida 34292

As a constant endeavor to improve our products, we reserve the right to stop or the design and/or specifications as well as price, terms and availability. © 2007



The Waterford Companies worked with city officials to keep designs consistent with the "Venetian Theme" on all of Venice Gateway projects.

East Venice Avenue is the Gateway to Venice. The Waterford Companies agreed to install a traffic signal at Auburn Road and East Venice Avenue to ease traffic flow.



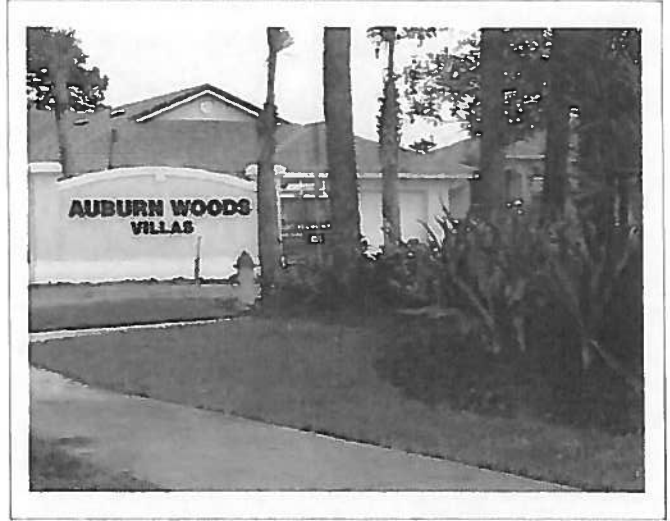
Thick natural landscaping buffers were utilized on the projects along the Venice Gateway.



Vista del Lago consists of 50 home sites with like views as shown here.



L'Pavia condominiums consist of 80 units. Shown here is the clubhouse for residents to enjoy.



Waterford Companies project, Auburn Woods Maintenance-Free home sites consist of 76 Villas.



Venetia gated entry along Jacaranda. A 600 unit community.



Villa Vivaci, located in Venetia, was completed in late 2002 and it consists of 64 villa home sites.



**Hidden Lakes Club**



**Auburn Hammocks**



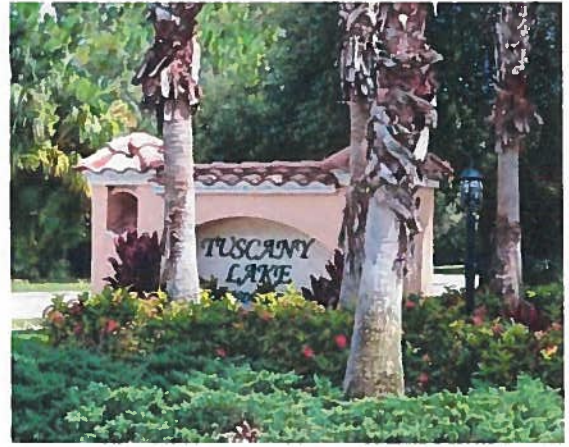
**Magnolia Park Condominiums**



**Santa Maria Place**



**Tandem Center**



**Tuscany Lake Condominiums**



**Villa Veneto Condominium**