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Edward Lavallee
City Manager
City of Venice Florida
401 W. Venice Ave.
Venice, FL. 34285

March 14, 2017

RE: 11 Acre Ringling Brothers / Airport Site Proposal

Mr. Lavallee,

It is with great pleasure and anticipation that I forward our proposal for the 11 acre Ringling Brothers/Airport site in the City of Venice Florida. As you no doubt heard from your departed airport Manager, Chris Rozanski, I have been working on this proposal for over a year. During that time many uses and users have been considered. We now know with certainty that the submitted plan is exactly what your city needs and will be very successful. The architecture and elevations (depicted on the plan) will favorably represent the history of The City of Venice at the new gateway to the island. We have a created a more generic plan and will look to the Council to direct us in the exterior finishes such as type of tile roof, colors, exterior façades and landscaping. We anticipate a great deal of impute from the Council from an architectural standpoint. Not to mention we were only given less than two weeks to come up with this lengthy part of the design process.....

The team of developer/builders I have assembled are extremely capable and talented and most importantly financially capable of building a development that the City of Venice can take pride in. We are committed to a first class development that will serve the residents of the City and surrounding area as well as the airport. Let it also be known that we intend this to be the first of many infill development projects on the island. We welcome any opportunities that may present themselves to improve the City of Venice. Please find in our package, resumes and bios of the key participants. The group will be completely forthcoming with financial reports of the main investors at the time we are asked to negotiate the lease with the FAA. As you can imagine, this is very confidential information.

Note a couple of key inclusions in the package including a market study from a well respected leasing company in Venice and also and perhaps most importantly a disclosure form that will alleviate any complaints from you airport management. I find it just as necessary to have one for the hotel as for the apartments for lease. A hotel guest can call and complain as easily as a tenant.

Finally, I would be remise to mention that my in-laws first began to reside in the Venice area 20 years ago and have brought with them many Detroit area "snow birds" that love the area. Venice definitely means something to our family and friends☺ our development group will do whatever it takes to make this site plan a reality. It is made up of very diligent, hard working men with great vision and dedication to perfection and success.

Please let me know when it is prudent for Mr. Eppink (architectural partner) to present the plan to the council and answer any questions you may have. I have made it a priority listen to suggestions of those in the local community to include what is wanted and needed for the site. We are of course open to modifications at the request of your City Council. In particular, we look for guidance on how to use the Ringling Park Area of the site plan. If some sort of structure is desired, we are open to building one. It may however need to be moved to a less intrusive area of the plan.

Regards,

Kent T. Jacoby

Ringling Park

Venice, Florida

Traditional Design
 The building design within Ringling Park will be inspired by traditional Venetian - Coastal Florida style architecture. Quality design and construction practices will ensure this vibrant new neighborhood becomes a beautiful addition to the Venice area for both residents and visitors.



The 200,000 sq ft Ringling Park will feature 100,000 sq ft of high-quality, Venetian-style architecture with 100,000 sq ft.



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Proposed Land Uses:

| | |
|----|----------------------------|
| 54 | Ground-Flat Combos |
| 64 | Bayfront Homes |
| 1 | 3-story Hotel |
| 1 | 3-story Hotel & Restaurant |
| 1 | Ringling Park |
| 1 | Clubhouse & Pool |

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EXECUTIVE SUMMARY

JCRE Development LLC, with a partnership comprised of Promoter and Commercial Real Estate Agent, Kent Jacoby; Architect and Planer, James Eppink; Multiple Family and Commercial Developer, Michael J. Furnari; and an unnamed financial partner, desire to develop the City of Venice/Venice Airport Property located at South Tamiani Trail and Airport Avenue East according to the attached site plan entitled Ringling Park, with elevations represented by the adjacent renderings that depict the architecture and likeness of what will be built.

THE PLAN

The site plan includes four (4) principle uses described below. The plan creates a nice interconnected residential neighborhood, with all units facing inward, using a grouping of distinct housing and rental types. The residential neighborhood is buffered by the Venice Airport to the south, the light industrial uses to the west, the existing _____ use to the north, and the proposed retail buildings and US-41 (South Tamiami Trail) to the east.

- 1) The portion of the property facing South Tamiami Trail consists of two (2) commercial uses:
 - (a) 90 - 120 room, three (3) story hotel for daily and multiple day stays. The hotel component would have a small gym, dining area, and possibly indoor pool, and would be a traditional hotel servicing short stay travelers. The number of rooms would depend on the size and design of the rooms and the size and number of in-building amenities.
 - (b) 15,000 square foot retail component situated in two buildings. The northern retail building can accommodate a drive thru user on the north end and a small "coney island" type restaurant on the south end, with one or two retail uses in between, such as a small coffee shop; and the southern building is designed for a full-service restaurant, serving alcohol, which would have a nice outdoor seating patio. There is also additional room at each building for landscaping and wide sidewalks around the buildings. The retail component has the potential to be a very comfortable, cozy setting servicing hotel guests, residents within the development, and the Venice community in general.
- 2) The interior portion of the property that faces Ringling Drive and Airport Avenue East contains the residential uses. There are two (2) primary types of buildings:
 - (a) The first, which are the square buildings situated behind the hotel, are sixty-four (64) bungalow style units spread over eight (8) buildings. These units represent short-term leasing units and are modeled after the "Residence Inn by Marriot" building type. The buildings have four (4) units upstairs and four (4) units at ground level. These units range in size from 750 – 1100 square feet, and service week-long travelers and short-term residents that do not want a hotel room setting, but prefer a more home-like setting with small kitchens and living areas, which can service multiple guests, but still has hotel-like amenities. Some would be one (1) bedroom and some two (2) bedroom. These buildings have surface parking around the buildings with no garages but possibly carports over the surface parking.

- (b) The others, which are the rectangular buildings situated behind the retail buildings and along Ringling Drive, are fifty-four (54) stacked-flat townhouses spread over five (5) buildings. These units create a nice longer term product. Residents or guests can rent these units on weekly, monthly, and in some instances, with good disclosure regarding the potential for noise disturbance from the airport, can be for multiple months. The building types are stacked flats, with twenty-seven (27), one (1) bedroom units on the ground level, which are approximately 900 square feet; and twenty-seven (27), two (2) bedroom units on the second floor, which are about 1,200+ square feet. Some of the second-floor units could even be three (3) bedroom. Each unit would have a one (1) car attached garage and a single parking space on the driveway. The garage doors are on the rear of the building. There is also parallel parking on the streets in front of the buildings. The buildings on Ringling Drive are situated so that they face inward to the development and the garage doors face Ringling Road. Typically this might be a problem if the property to the west were residential, but its light industrial uses will not be impacted. It definitely makes for a more cohesive, walk able community if the homes face inward toward the clubhouse and pool.
- 3) The residential component will be serviced by a centrally located pool and clubhouse, which will service both the onsite residents as well as the short-term guests. The pool will be equipped with lounge chairs, tables and seating, with most-likely a fire-pit area and possibly small play-structure. The clubhouse will have restrooms, with showers and changing areas, and could be equipped with a kitchen and bar to service the users as well as small outside events. Please note the noise contour map and disclosure contract for hotel guest and apartment tenants!!!!
- 4) Ringling Brothers Memorial Park has been moved to the corner, just off-site, on the public land. This is an unused area that is perfect for the park. It is high visible and uses land that would otherwise go unused and unmaintained. It would have features that show deference to the history of the Ringling Brothers property and its gateway position on the island. It would be designed in conjunction with the City, the Airport Authority, and the developer, and could be either an active park that people go to and use, or more of a sculpture and marker/sign that pays honor to the heritage of the site as you look at it on the drive by, or of course both. We envision using the idea of a large ring element on the ground to represent "the big top" with three low forms that create a "three ring" circus idea.

THE LAND LEASE TERMS

The following terms and conditions shall be included in a mutually negotiated and agreed upon land lease agreement with the following general economic terms:

- | | |
|--|------------------|
| 1) Initial Term Gross Annual Land Lease Amount: | \$285,000 |
| 2) Length of Initial Land Lease Term: | 45-years |
| 3) Gross Annual Land Lease Amount Increases (Initial Term Only): | 3% every 5-years |
| 4) Extension Term Gross Annual Land Lease Amount: | \$375,000 flat |
| 5) Length of Extension Land Lease Term: | 30-years |

The initial term annual land lease payments would commence thirty (30) days after the developer has obtained site plan approval, Airport Authority approval, and all building permits for the various uses, and any periods of appeal or referendum have expired.

TAX ABATEMENT

Developer requests that the City of Venice grant a 35% tax abatement for the stacked flat townhomes for the entire period of the land lease and optional extension. This abatement will allow the condo developer to reduce rents initially to an affordable monthly payment of approximately \$1,450. The other uses shall be taxed at normal rates.

FINANCING

The financing for the project will come principally from private equity funds, and the balance from institutional lending, preferably local lenders.

SCHEDULE OF DEVELOPMENT

| | |
|---|-----|
| Ground Lease Agreement with City of Venice: | TBD |
| Governmental Approvals and Permits: | TBD |
| Construction of Park, Roads and Utilities: | TBD |
| Vertical Construction of Buildings: | TBD |

DEVELOPMENT BUDGET

| | |
|--|-------------------|
| Construction of Road and Utilities: | \$ 1,500,000 |
| Landscape: | \$ 250,000 |
| Vertical Construction: | |
| 1) Hotel, clubhouse & pool (50,000 sq ft x \$325): | \$16,250,000 |
| 2) Retail Commercial (15,000 sq ft x \$150): | \$ 2,250,000 |
| 3) Rental Units (118 x \$120,000): | \$14,160,000 |
| 4) Memorial Park: | <u>\$ 500,000</u> |
| Total | \$34,910,000 |

ESTIMATED EMPLOYMENT IMPACT

| | |
|--------------------|--------------|
| Hotel: | 60 Employees |
| Restaurants: | 50 Employees |
| Commercial Retail: | 30 Employees |

Condominiums:

15 Employees

Total

155

VENICE MUNICIPAL AIRPORT DISCLOSURE FOR RINGLING PARK

HOTEL AND EXTENDED STAY APARTMENTS

Based on the hotel guest and extended stay renter's proximity to the Noise Contours Map of VMA; Each owner by executing the hotel stay contract or extended stay rental contract acknowledge (for such guest and tenant and its family members or friends residing therein) that:

- (a) Ringling Brothers Park is located in close proximity to VMA
- (b) The VMA is currently in operation and operates take offs and landings of single, twin engine propeller plans, corporate and private jets and larger jets up to DC-9's
- (c) Plans taking off and landing may come very close and perhaps over Ringling Brothers Park with low altitudes
- (d) Most takeoffs and landings occur during the hours of 6:00 am and 11:00 pm
- (e) Flights taking off and landing at the airport may generate noise levels that could irritate or distract guests of the hotel or tenants at the residential development
- (f) Management of VMA has policies in place to mitigate such noise and disturbance
- (g) All guests and tenants hereby accept any and all risks, burdens and inconvenience caused by or associated with VMA and its operations (including and without limitation to noise) and agrees to not complain or assert any claims with VMA, the City of Venice or its management, commissioners, representatives, council members, agents or employees
- (h) Any complaints either verbal or written to the above identified will result in immediate default of tenants lease or hotel guest contract and vacation within 48 hours

Note: Please find attached Noise Contours Aerial Map

Tenant or Guest

Owner/Landlord

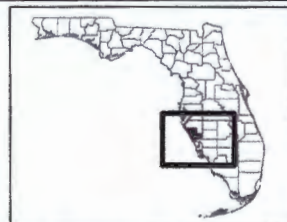
Date:

Date:

← SITE



Source Data:
 FDOT- Aerial Imagery, 2013
 ESAssociates - Noise Contours
 Atkins - Project Area



ATKINS
 482 S. Keller Road
 Orlando, FL 32810
 407.647.7275
 lisa.munsch@atkinsglobal.com

Noise Contours
 2016 No Action Alternative

Venice Municipal Airport
 Runway 13-31
 Safety Improvement Project

Legend

Project Area

- Runway, EMAS, and Taxiway Project Area
- Select Tree Removal Area
- Temporary Construction Staging Area

DNL Level

- 65
- 70
- 75

1 inch = 800 feet

Exhibit Date:
3/13/14

Section: 19
 Township: 39S
 Range: 19E

Figure 18



HORSE and CHAISE

Rentals and Property Management, Inc.

Rental Market Analysis

Prepared by Horse and Chaise Rentals and Property Management, Inc.

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Executive Summary

Horse and Chaise Rentals and Property Management, Inc. is dedicated to providing honest, professional, and quality property management services to our Owners, Tenants, and Community. Our vision is to continue a tradition of excellence and be the property management company of choice for Venice and the surrounding areas.

We are grateful for the opportunity to consult with the development project at the former Ringling site. Our niche and expertise is in single family housing, condominium, and villas within the short-term and long-term rental markets. We have been in business for more than 20 years with a focus on the Venice market. We are pleased to offer our opinions and recommendations for this project.

Market Analysis Conclusions

- Strong Short-Term Rental Market indicators
- Long-Term Rental Rates following the nationwide trend and making up higher than normal percentages of income
- Market Segmentation by Annual, Monthly, Weekly buckets
- Median Monthly Rent during season increases nearly 3X compared to Annual rentals
- Median Weekly Rent is nearly 2X when compared to Monthly rates
- Vacancy Rates for Annuals remain lower than the national average at 7.7%
- Vacancy Rates for Short Term Rentals vary dramatically at 72-76%
- Customer in the area expect certain amenities; namely a pool, along with cable and internet services.

Recommended Strategies

- Provide flexible rental options aimed at driving down vacancy rates
- Focus efforts on the most economical units that will drive an improved Net Operating Income
- Supplement revenue estimates with costing breakdowns
- Provide amenities that match customer expectations

Local Market Overview

Continually improving economic conditions and the “Baby Boomer” generations ongoing retirement, reinforce the strong outlook for the short-term rental market (6 months or less). Combine these factors with the publicity Venice has received for being a top retirement destination by Forbes (<http://www3.forbes.com/lifestyle/the-25-best-places-to-retire-in-2014/>), Reuters (<http://www.ibtimes.com/where-best-place-retire-us-look-some-best-options-retirees-2430224>), Southern Living (<http://www.southernliving.com/travel/best-places-to-retire/venice-florida>), Trip Advisor (<http://www.mysuncoast.com/news/local/venice-ranks-no->

[in-a-tripadvisor-list-of-best-places/article_56dfb318-a129-11e6-bb06-8b9e996b2aa3.html](https://www.tripadvisor.com/TravelersChoice/Hotels/US/Florida/Venice/Hotels/Hotels-in-a-tripadvisor-list-of-best-places/article_56dfb318-a129-11e6-bb06-8b9e996b2aa3.html)), etc. and our confidence in the current and future short-term rental market is robust.

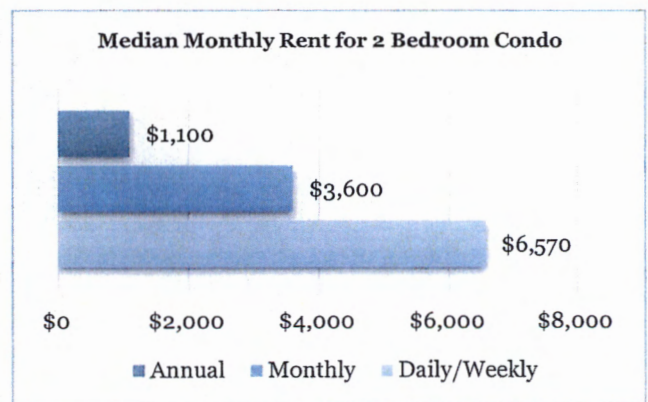
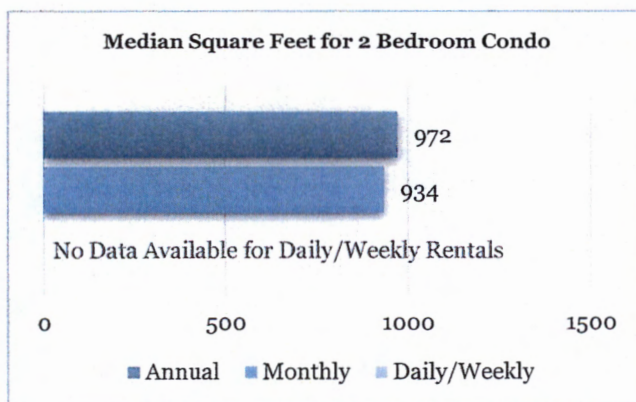
Concerns, however, do loom over the long-term rental market. Recent studies by the Gulf Coast Community Foundation and the Florida Housing Coalition show that wages are not keeping with rental rates and a growing number of households are paying a higher percentage of their income or commuting from more affordable areas. The trend appears to be a nationwide phenomenon and a lingering effect of the recession and housing crash nearly a decade earlier. While these trends continue, vacancy rates remain higher than normal in our community; although our business has experienced vacancy rates well below the reporting published by the US Census and other data sources.

Market Segmentation

For the purposes of this study, we narrowed the scope of our efforts on 2 bedroom condominiums. We segmented this market into annual rentals, monthly rentals, and daily/weekly rentals. Our organization's niche is within the annual and monthly rental market in Venice and the surrounding areas. While we do manage several weekly rentals, this is not our specialty and our volume of business may not reflect the market at large. In order to provide a useful market analysis for this segment, we combined our knowledge with data from AirDNA (a data and analytics organization specifically focused on the daily/weekly rental market).

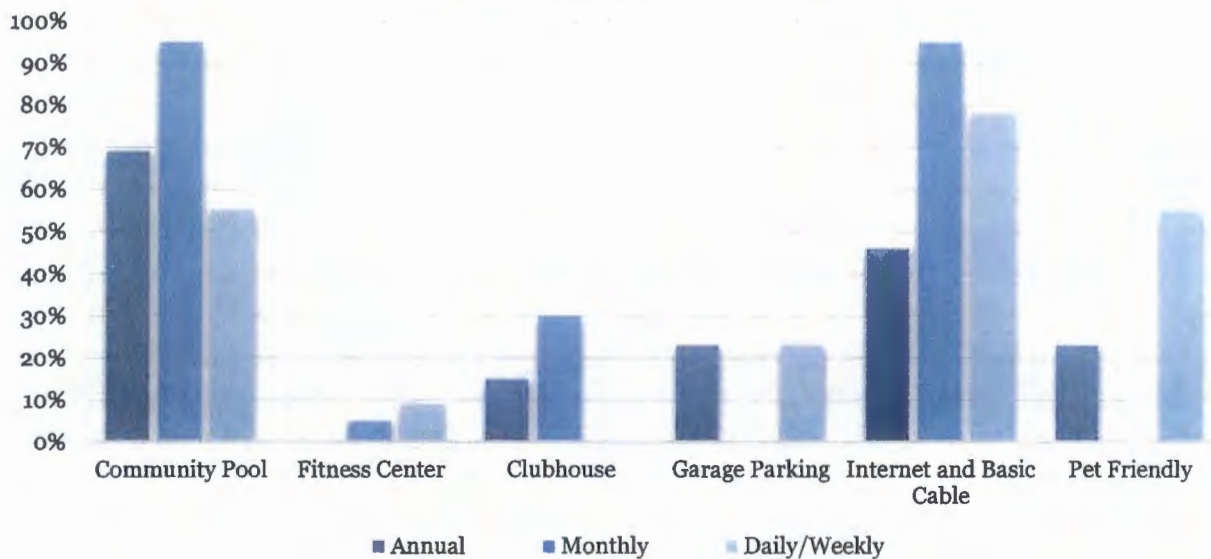
Market Data and Analysis

The information below is representative of the Venice rental market and current economic conditions; specifically, 2 bedroom condominiums on the Island of Venice. The data does not include any taxes, deposits, or fees and focuses on rent only. Additionally, the Median Monthly Rent for Daily/Weekly rentals was derived from the \$216 daily rate average compiled by AirDNA. The daily to monthly conversion was made to compare market segments directly.





Amenities Provided by Unit



Proposed Development and Evaluation

As outlined to Horse and Chaise Rentals and Property Management, Inc., we understand the proposed development and description of property to include:

- Site location on the Island of Venice at the old Ringling Brothers Circus
- Site plan to include 120 room Hotel and 106 attached 2 story Condos
- Site plan to include designated commercial building with shopping and dining
- Site plan to include a common area at or near the center of the complex
- Site plan to include 2 detention ponds near the exterior of the property
- Site plan to include walking paths around complex with access to nearby marina and bike paths
- Condos are an estimated 1200 square feet of living space
- Condos include a rear loaded single car garage for parking

- The minimum duration of occupancy for Condos will vary (weekly, monthly, 3 month, 6 month, etc.) and each variant will be grouped by building

The following assessments and proposals are limited to the Condos being planned. The Hotel development is out of scope and not to be considered in our findings. Our evaluation also excluded an in depth look at costs for each of the separate market segments; including taxes, maintenance, management, advertisement/marketing, etc. While these measures should certainly be considered in the decision-making process, they were not in scope for our analysis and we will only express in general terms when costs are involved.

Development Site

Location: The site location is conveniently located near beaches, shopping, dining, and trail access. These features will prove easy to utilize in advertisements and marketing. While on the Island of Venice, there are several competitors that do enjoy locations that are walking distance to some of Venice’s main attractions; namely Main Street and the Venice Public Beaches. While not a deterrent for many customers, this would most impact rental rates when comparing directly.

Parking: The inclusion of a single car garage will be an added bonus for many customers, most similar condo developments only include a designated car port parking space. We would encourage further evaluation on guest parking locations and policy. Based on the site plans we reviewed, there appears to be some limitations due to the hotel, retail shops, and restaurants with limited street options.

Amenities: The amenities planned appear to be in line or above similar condo developments, with the exception of a community pool. We strongly suggest incorporating this feature into the development, as many prospective customers request pool access. Not including a community pool may limit a demand component.

Pet Policy: Many of our properties do not allow pets, either at the request of the owner or by the association that governs the property. We find that many of our seasonal and annual tenants prefer properties where they are able to keep their pets with an additional deposit and/or fee. Our experience overall has been positive with pets, but expect added costs and problems if the policy is to accept them on the premises. Additionally, we would suggest adding “pet stations” throughout the site to aide in cleanliness if the property is pet friendly.

Condo Features

Size: The size of the units will be significantly larger than the median size we find in the current market; 1200 square feet versus about 950 square feet. The added square footage will bring in some additional revenue, but probably not a direct or linear relationship with the rent per square feet for some of the comparables. Additionally, the 2-story concept will limit some of the potential occupants in the short-term rental market. A significant measure of our seasonal guests have limitations on their mobility and prefer single level, 1st floor units. Many of the

competitors in this market are single story units. While some are multilevel buildings, they enjoy the flexibility of having a bottom level that can accommodate.

Network and Cable: No mention of internet, Wi-Fi, or cable was discussed in the development plans. Our suggestion would be to offer these services at no additional charge. These are services most occupants have come to expect and an overwhelming majority of our managed properties include.

Furnishings: Expectations for furnishings will vary between the market segments. Short-term rentals (Daily/Weekly/Monthly) will expect the premises be fully furnished. This would include standard items such as:

- Living Room Furniture: Sofa/Couch, Chairs, Coffee Table, Entertainment, etc.
- Bedroom Furniture: Beds, Nightstands, Dressers, etc.
- Dining Table and Chairs (if applicable)
- Kitchen Appliances: Refrigerators with Icemakers, Self-Cleaning Oven, Range, Microwave, etc.
- Bedding and Linens
- Cookware, Dining Ware, Utensils, etc.
- Decorations and Window Treatments
- Cleaning Supplies and Equipment

Additionally, many short-term rentals look for other items they wouldn't otherwise bring. These items may include:

- Beach Equipment: Floats, Umbrellas, Towels, Chairs, etc.
- Bicycles

Longer term rentals, on the other hand, prefer unfurnished premises so they can move in their own furniture and belongings.

Minimum Occupancy Duration

Proposed Concept: It is the understanding of Horse and Chaise Rentals and Property Management, Inc. that the proposed minimum duration of stay in the condos will vary by building. For example: Buildings 1 & 2 are weekly rentals, Buildings 3 & 4 are monthly rentals, Buildings 5 & 6 are 3 month rentals, etc. It is the opinion of Horse and Chaise Rentals and Property Management, Inc. that this may not be the most effective approach.

Limiting duration by building will put an immediate constraint on demand; particularly when that demand could fluctuate weekly, monthly, annually. Weekly rental demand could exceed availability at the same time your monthly buildings are experiencing high vacancies. This demand pattern will most likely shift over time where annual demand may exceed availability, but vacancies exist in monthly buildings.

The lack of flexibility also prevents management from making the most economical decisions for the business. While we did not provide detailed costing of managing property, our general

working standard is that longer term rentals are more profitable than short-term rentals. This is most often the case due to the costs involved with maintaining a furnished short-term rental and the drastic change in vacancy rates (~72-76% for short term and 7-9% for long term). Here is an example to illustrate:

| Market Segment | Rent | Vacancy | Annual Revenue |
|----------------|-------------------|---------|----------------|
| Annual | \$1,100 per month | 8% | \$12,144 |
| Monthly | \$3,600 per month | 72% | \$12,096 |
| Weekly | \$1,000 per week | 76% | \$12,480 |

As visible in this example, using an estimate of our current rent and vacancy rates, the annual revenue ends up relatively similar per market segment. However, the gross margin not shown becomes diminished by the increased costs outlined below:

| Cost | Annual | Monthly | Weekly |
|-------------|--------|---------|--------|
| Furnishings | \$ | \$\$\$ | \$\$\$ |
| Maintenance | \$ | \$\$ | \$\$\$ |
| Cleaning | \$ | \$\$ | \$\$\$ |
| Utilities | \$ | \$\$\$ | \$\$\$ |
| Management | \$ | \$\$ | \$\$\$ |

This formula will be dependent on these key variables:

- Demand in the Market Segment
- Rental Rates
- Vacancy Rates
- Costs

The complexity, rigidity of the availability, and the constraints lead Horse and Chaise Rentals and Property Management, Inc. to recommend an alternative option.

Alternative Concept: It is the opinion of Horse and Chaise Rentals and Property Management, Inc. that the most effective strategy is to retain a flexible minimum stay for each unit and/or building within the development. Our recommendation is based on the overall target of capitalizing on rent, minimizing vacancies, and maintaining a minimum cost to maximize gross profit. A flexible strategy provides the means to manage this formula through the most economical means and adjust as the variables change day-to-day, month-to-month, and year-to-year.

The one exception may be an allotment of long-term rentals versus short-term rentals. The primary reason to partition this inventory is due to the furnishing requirement for short-term rentals. Solutions do exist to work around this variant, for example, utilizing an onsite or offsite storage facility to warehouse furnishings and supplies. This would allow for a quick turn process to change over a unit from long-term to short-term without jeopardizing lost income due to vacancy. Further research and study is warranted to fully understand costs and validate this and/or other alternative concepts.

Pricing and Leasing Strategy

Pricing Strategy: The pricing recommendations shown below are based on the comparables, the description of property, and the current market. Many variables could affect the price, including, but not limited to: furnishings, amenities, utilities, changes in market demand, unit-to-unit variances, and booking model. The table below illustrates an estimated rent price for each condo:

| Rental | Jan -Mar | April | May – Nov | Dec |
|---------|---------------|---------------|---------------|---------------|
| Annual | \$1,400/month | \$1,400/month | \$1,400/month | \$1,400/month |
| Monthly | \$4,000/month | \$3,000/month | \$1,500/month | \$3,000/month |
| Weekly | \$1,200/week | \$900/week | \$600/week | \$900/week |

Applying the estimated vacancy rates for each market segment, we project the following Revenue Per Available Room (RevPAR).

| Rental | Vacancy | Mean Monthly Rate | Est. RevPAR |
|---------|---------|-------------------|---------------|
| Annual | 8% | \$1,400/month | \$1,288/month |
| Monthly | 72% | \$2,375/month | \$665/month |
| Weekly | 78% | \$3,450/month | \$759/month |

An added granularity not shown may be some added Weekly variations in price based on local events and holidays. Demand during these periods may be at a heightened level and warrant price increases. However, the above only considers a more holistic value to the price along with seasonal fluctuation.

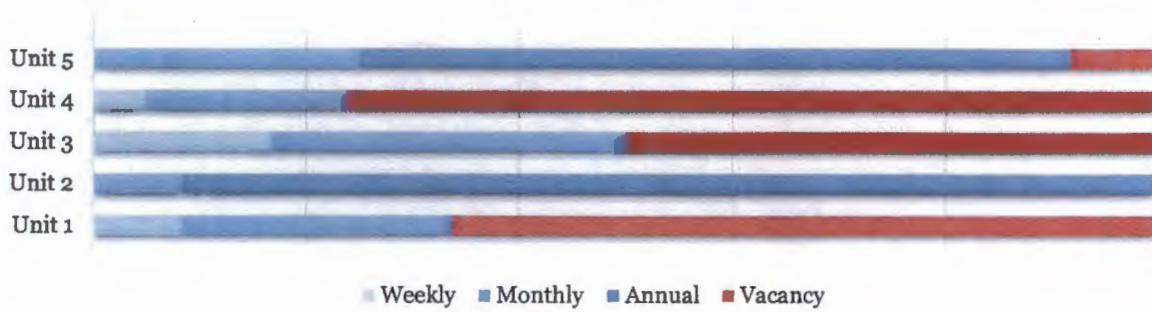
As expected, we estimate the Annual rentals will bring in the most revenue per room and contain the least costs to operate. Not enough information exists to determine whether Monthly or Weekly rentals would be the most economical until the operating costs are known.

Leasing Strategy: Our suggested leasing strategy is aligned with our flexible unit arrangement and the estimated Net Operating Income per room. While there is a lack of cost information to determine whether Monthly or Weekly rentals are more economical, we will surmise that the added cleaning and maintenance cost for a Weekly rental surpasses the RevPAR difference (which is less than \$100/month). Therefore, we would suggest a prioritization of rental efforts accordingly:

1. Annual Rentals
2. Monthly Rentals
3. Weekly Rentals

This can be easily managed with the simple nature of the rentals and technology. Securing an annual lease by default will reserve the unit for a long period of time. Monthly and Weekly rentals would capture all the units not booked annually. Below is an illustration of what we would expect under this arrangement:

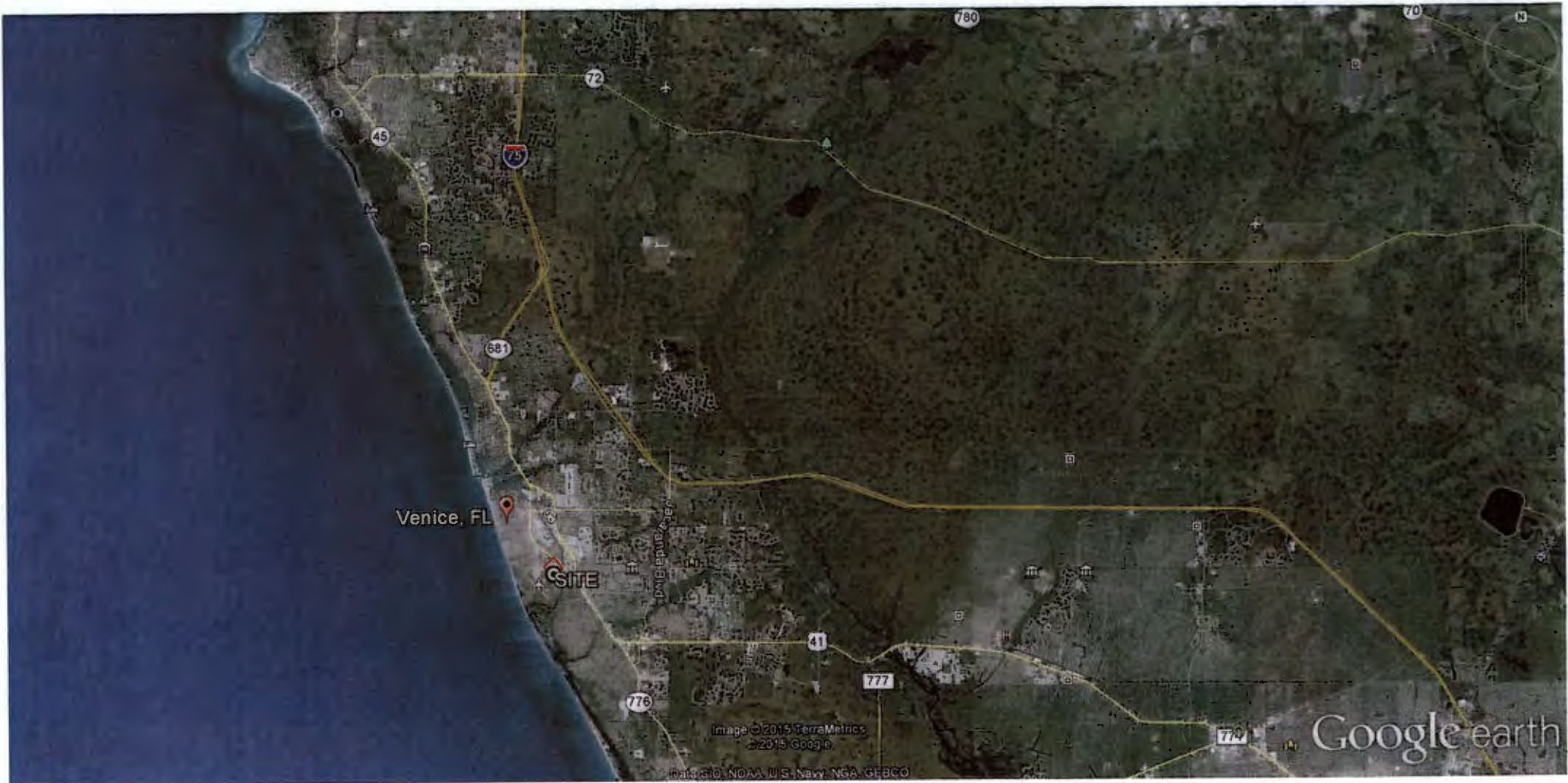
Annual Bookings per Unit



There exists several software applications and website widgets that can manage the flexibility required. Below is a sample platform Horse and Chaise Rentals and Property Management, Inc. is in the process of launching which creates reservations at the daily level to prevent double bookings and allow a search engine for customers. More automated systems exist and we would assume could be used in conjunction with the Hotel booking system.



In conclusion, it is the opinion of Horse and Chaise Rentals and Property Management, Inc. that a flexible utilization and arrangement be incorporated into the condo marketing concept. The goal being to maximize Net Operating Income and prioritizing efforts towards units that will be the most economical and profitable.





Venice, FL

SITE

Google earth

Image ©2015 TerraMetrics
©2015 Google
Data SIO, NOAA, U.S. Navy, NGA, GEBCO





Venice11 Ac

Bill Furst
Sarasota County Property Appraiser



This map is a product of, and prepared for use by the
Sarasota County Property Appraiser Office.
No warranties are expressed or implied.



| | | | |
|---|----------------|---|------------------------|
|  | Parcels |  | Plat Boundaries |
|  | Lots |  | STR Data |

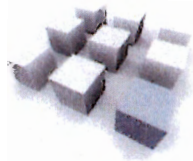
Disclaimer The information appearing on this website was extracted from the records of the Sarasota County Property Appraiser's Office. Our goal is to provide the most accurate information available. However, no warranties, expressed or implied, are provided for the data, its use or interpretation. The property values relate to the last valuation date. The data is subject to change. Copyright @ 2001 - 2010 Sarasota County Property Appraiser. All rights reserved. Printed on Tue Mar 10 2015 02:13:52 PM.



FAIRVIEW

DEVELOPMENT - CONSTRUCTION - COMMUNITIES

2685 Lapeer Road Suite 100
Auburn Hill, MI 48326
Phone: 248.373.8600
Fax: 248.373.8605



FAIRVIEW

DEVELOPMENT CONSTRUCTION COMMUNITIES

Summary of Commercial Projects

Detroit Correctional Facility \$17,500,000
Detroit, MI

Owner: State of Michigan

Project Description: 1,056 cell, medium security prison consisting of 6 two story and 4 four story buildings constructed of structural steel, cast in place concrete walls and decks with masonry block and brick exterior.

Peachwood Nursing Home of Aged \$ 7,000,000
Rochester, MI

Owner: Crittenton Hospital

Project Description: 100,000 sq. ft., 232 bed congregate care home with ice cream parlor, movie theater and hair salon.

U.S Coast Guard Base \$ 6,000,000
Detroit, MI

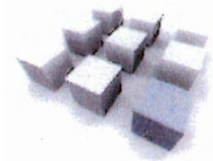
Owner: U.S. Coast Guard

Project Description: 3 story, cast in place concrete building with 300 ft. seawall

Signet Investment \$ 4,400,000
Rochester, MI

Owner: Signet Investment

Project Description: New construction of a 40,000 sq. ft. brick industrial complex



FAIRVIEW

DEVELOPMENT CONSTRUCTION COMMUNITIES

Summary of Commercial Projects

Loek's Movie Theatre \$ 4,100,000
Rochester, MI

Owner: Loek's

Project Description: New construction of a 36,000 sq. ft. 12 screen theatre

Mervyn's Department Store \$ 3,000,000
Pontiac, MI

Owner: Mervyn's

Project Description: 80,000 sq. ft. masonry brick and block anchor tenant at Oakland Point Shopping Center

Wayne Bank \$ 1,800,000
Wayne, MI

Owner: Wayne Bank

Project Description: 2 story, 18,000 sq. ft. brick building

Chemlawn \$ 1,600,000
Rochester Hills, MI

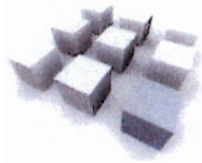
Owner: Chemlawn

Project Description: 9,500 sq. ft. 2 story administration/warehouse building

Southeastern Michigan Transit Authority Intramodal Bus Facility \$ 1,200,000
Royal Oak, MI

Owner: SEMTA

Project Description: New construction of a 6,000 sq. ft. Central Bus Station/Terminal



FAIRVIEW

DEVELOPMENT CONSTRUCTION COMMUNITIES

Summary of Commercial Projects

Cardell Manufacturing & Office \$ 1,200,000
Sterling Hts., MI

Owner: Cardell Corporation

Project Description: New construction of an 8,000 sq. ft. brick industrial complex

Frenchtown Square Mall \$ 1,000,000
Elder, MI

Owner: The Cafaro Company

Project Description: Construction of 2 department store anchors (shell only)

Lipuma's Restaurant \$ 800,000
Rochester/Lake Orion, MI

Owner: Salvatore Lipuma

Project Description: 6,000 sq. ft. addition to existing brick building

Gloria's Pharmacy & Office Building \$ 625,000
Detroit, MI

Owner: Dan Jacobs

Project Description: New 6,000 sq. ft single story brick office building/pharmacy

Penrickton Center for the Blind \$ 500,000
MI

Owner: Penrickton Center

Project Description: 10,000 sq. ft. addition to existing building



FAIRVIEW

DEVELOPMENT CONSTRUCTION COMMUNITIES

Summary of Commercial Projects

Pride Auto Wash \$ 450,000
Waterford, MI

Owner: Roger Hawkins

Project Description: New Construction of a 3,600 sq. ft. 1 story brick, 2 bay car wash

Prange Auto Wash \$ 450,000
Utica, MI

Owner: Kenneth Lee Prange

Project Description: New Construction of a 3,600 sq. ft. 1 story brick, 2 bay car wash

Troy Fire Station \$ 400,000
Troy, MI

Owner: City of Troy

Project Description: New Construction of a 6,000 sq. ft. 2 story brick building



FAIRVIEW

DEVELOPMENT CONSTRUCTION COMMUNIT:ES

Summary of Residential Projects

Grand Haven \$ 2,900,000
Hamtramck, MI

Owner: Grand Haven Homes, LLC

Project Description: Single Family Homes. In progress with 20 units completed

Fairview Estates Condominiums \$ 2,900,000
Pontiac, MI

Owner: Fairview Estates, LLC

Project Description: Condominium Development. In progress; 12 buildings consisting of 69 units total with 4 buildings and 21 units completed

Fairview Place Condominiums \$ 1,300,000
Hazel Park, MI

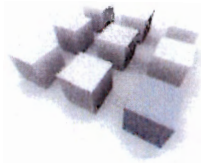
Owner: Fairview Place, LLC

Project Description: Condominium Development. In progress; 5 buildings consisting of 48 units ranging from 1100 sq. ft. to 1500 sq. ft with 12 units completed

Fairview Village \$ 1,300,000
Pontiac, MI

Owner: Fairview Village, LLC

Project Description: Single Family Homes Gated Community. In progress; 50 units total ranging from 1300 sq. ft. to 1800 sq. ft. with 9 units completed



FAIRVIEW

DEVELOPMENT CONSTRUCTION COMMUNITIES

Summary of Residential Projects

Fairview Hills \$ 5,200,000
Goodrich, MI

Owner: Fairview Builders, Inc.

Project Description: Single Family Homes. In progress; 45 units total ranging from 1600 sq. ft. to 3000 sq. ft. with 21 units completed

Fairgrove Manor Condominiums \$ 9,000,000
Rochester Hills, MI

Owner: Fairview Builders, Inc.

Project Description: Single Family Detached Condominiums consisting of 79 units

Fabulous Ferndale \$ 3,500,000
Ferndale/Hazel Park, MI

Owner: Ferndale Place, LLC

Project Description: Single-Family Urban Infill consisting of 20 units

Windcliff \$ 1,750,000
Flint, MI

Owner: City of Flint

Project Description: Single-Family Urban Development consisting of 14 units

Carriage Park Senior Apartments \$ 3,100,000
Canton, MI

Owner: Ultra Ventures, Inc., HUD project

Project Description: Multi-Family Apartment Complex. 77,000 sq. ft. 3 story building encompassing 91 units.



FAIRVIEW

DEVELOPMENT CONSTRUCTION COMMUNITIES

Summary of Residential Projects

Noel Village \$ 5,150,000
Detroit, MI

Owner: Noel Village Ltd., MSHDA project

Project Description: Multi-Family Town home and Apartment Complex. 18 buildings consisting of 92 town homes, 36 apartments, and community center

Tivoli Manor \$ 3,500,000
Warren, MI

Owner: Italian American Cultural Society, HUD project

Project Description: Multi-Family Apartment Complex. 3 story building encompassing 80 units

Liberty Park Senior Citizen Apartments \$ 2,800,000
Westland, MI

Owner: Ultra Ventures, Inc., HUD project

Project Description: Multi-Family Apartment Complex. 3 story building encompassing 80 units

New Haven Housing Project \$ 3,550,000
New Haven, MI

Owner: New Haven Housing Commission, HUD project

Project Description: Multi-Family Town home and Apartment Complex. 15 buildings consisting of 81 units and a community center

Michael J. Furnari

5179 Belmonte Drive Rochester, Michigan 48306 (248) 635.6837
furnarimichael@yahoo.com

Summary: Highly organized and energized self-starting professional who is a success oriented team player with strong analytical skills. Possess excellent written, oral, and interpersonal communications skills. Ability to thrive in a fast paced challenging environment with integrity, professionalism and an approachable demeanor. Focus on strong client service with excellent follow up skills and an aptitude to prioritize and multi-task.

Experience:

Fairview Construction, Inc.

Auburn Hills, MI

1978-Present

Director of Operations/Vice President

- Responsible for start-up and growth of the commercial general contracting firm that reached its peak at 50 Million dollar per year in sales throughout the mid 1980s and early 1990s
- Head Coordinator of over fifty staff members, monitoring performance
- Experienced in all facets of construction management; Including contract negotiations and administration, project scope evaluations, estimating, budget forecasting, scheduling, implementing safety procedures, and local trade practices, create and maintain all documents
- Consulting and maintaining good standing relationships with clients through successful project execution with minimal assistance
- Track future work opportunities by preparing and submitting proposals for generating new business
- Attending and participating in meetings with high level professionals: architects, contractors, attorneys
- Prepare and draft contracts, proposals, bids, set up general conditions, and forecast major milestone schedules, all minimizing and mitigating the potential risks
- Implement a guaranty price proposal with a 90% success rate
- Completed Projects within the following industries: **Federal Government, Retail, Tenant build-out, Office, Public/State Projects, Industrial, Automotive (Ford Motor, Chrysler Tech Center), Car Dealership, Senior Citizen's and Assisted Living Centers, Hospitals, Health-Care, Multi-Family, and affordable housing developments**
- Initiated expansion into the real estate sector of the Residential Market and Land Development including land acquisition and site analysis and selection, procuring financing, working with vendors, developing budgets, purchasing and leading the individual projects through infrastructure (roads, underground utilities) to final development of subdivisions including sales and marketing

Specific General Contractor Projects

- Detroit Regional Correctional Facility. This was a **\$36 million dollar** contract to construct the medium security correctional facility in the city of Detroit for the state of MI. This project consisted of 6 2-story and 4 4-story cast-in-place buildings with a total 1056 cell blocks.
- Crittenton Hospital - assisted living elderly care facility in Rochester, MI. This was a **\$12 million dollar** project, which received the CAM Construction Showcase award for this project
- Fairgrove Manor. This is a **\$17 million dollar** 79-unit single-family detached condominium development in Rochester Hills.
- U.S. Coast Guard Base in Detroit, MI. This is a **\$6 million dollar**, 33,000 sq. ft., three story cast-in-place concrete structure on the waterfront.
- Noel Village in Detroit, MI. This is a **\$5.2 million dollar**, 18 building development consisting of 92 townhouses and 36 apartments with a community center.
- Mervyn's Department Store in Pontiac, MI. This was a **\$3 million dollar** project consisting of 80,000 sq. ft. of masonry block and brick.

Auburn Fire Protection/Mechanical

Rochester Hills, MI

1995-2003

Director of Operations

- Subject Property Project ranging from 50,000 dollars to 1.5 Million dollars
- Fire protection contracting for various commercial projects including office, retail, schools, theaters, and the **Detroit VA Hospital**

Michael J. Furnari

5179 Belmonte Drive Rochester, Michigan 48306 (248) 635.6837
furnarimichael@yahoo.com

Property Manager

1991-1998
2005-2008

Fairgrove Manor Association in Rochester Hills, MI
Fairview Place Condominium in Hazel Park MI

- Managed 79 unit complex of detached single family condominium for Fairgrove Manor Association
- Manage 12 unit complex of attached condominium for Fairview Place Condominium
- Manage physical operation of property including engineering cleaning, repairs, warranty, landscape
- Manage property finances, including all bookkeeping and budgets
- Coordinate all construction activities of property maintenance

Macomb Community College

Warren, MI

1974-1976

Evening Electronic Technology instructor

Royal Oak School District – SE Oakland Vocational Center

Royal Oak, MI

1972-1977

Full time Electronic Technology Instructor

General Motors Technical Center

Warren, MI

1968-1972

Electrical Designer

Education:

University of Michigan

Ann Arbor, MI

Master of Science Administration

1976

Wayne State University

Detroit, MI

Bachelor of Science Degree Vocational Education with Minor in Electronic Technology

1972

Licenses: Michigan Real Estate Broker License, Michigan Real Estate Residential Builder License, Michigan General Contractor License, Michigan Mechanical Classification Contractor License, Certified OSHA Certification, State of Michigan Teaching Certificate

Additional: Finalist for Entrepreneur of the year award in Business, Michigan Recognition in Top Private 100 Companies (1986), Trustee Construction Association of Michigan, Long Standing Member of BIA Association in Southeast Michigan, Top 25 Commercial Contractors for Metro Detroit Area (1986), Active Participant in Industry Seminars and Continuing education

References available upon request

Michael S. Furnari

2954 Birnam Court Oakland Township, Michigan 48306

248.770.3677

michaelfurnari@hotmail.com

Summary:

Highly motivated professional who is a success oriented team player with strong analytical and interpersonal skills. Michael has a unique blend of experience that enables him to understand real estate from multiple perspectives, thereby expediting the development and construction process from start to finish.

Education:

Oakland University

Bachelor of Science Degree in Business Administration, Minor in Accounting
Dean's List

Rochester, MI

June 2001

Work Experience:

Jan 2005-Present

Fairview Land Developers

Director of Operations

Auburn Hills, MI

- Manage commercial/residential transactions
- Extensive acquisition experience
- Coordinate all entitlement activities (perform due diligence, site selection analysis, city approvals, etc.)
- Highly energized negotiator (incentives negotiator and package development, costs management etc.)
- Procurement of project financing
- Pre-development and construction project on site management
- Manage staff of over 25 during construction/development projects
- Responsible for expansion and growth into the residential development and construction aspect of Fairview
- Consulting and maintaining good standing relationships with clients through successful project execution with minimal assistance
- Track future work opportunities by preparing and submitting proposals for generating new business
- Attending and participating in meetings with high level professionals: architects, contractors, attorneys
- Prepare and draft contracts, proposals, bids, set up general conditions, and forecast major milestone schedules, all minimizing and mitigating the potential risks
- Implement a guaranty price proposal with a 90% success rate

Licenses:

Michigan Real Estate Residential Builder License

STULBERG DEVELOPMENT CONSULTANTS, L.L.C.
EDWARD BARRY STULBERG, MANAGER
ebstulberg@gmail.com
(248)310-8308
REAL ESTATE CREDENTIALS
FOR THE ZONING, PLANNING AND DEVELOPMENT OF VACANT LAND

A. DEVELOPMENT ACTIVITIES:

LAND ACQUISITION, ZONING AND DEVELOPMENT SPECIALIST FOR OVER 50 YEARS;

LICENSED REAL ESTATE ATTORNEY (54 YEARS);

LICENSED REAL ESTATE BROKER (40 YEARS);

STARTED OWN DEVELOPMENT FIRM IN 1986 TO DEVELOP LOTS FOR SALE TO BUILDERS. DEVELOPED 14 SUBDIVISIONS. DID OWN REZONING, PLAT AND CONDO APPROVALS. INSTALLED ALL INFRASTRUCTURE AND GRADING TO PRODUCE DEVELOPED LOTS. APPEARED COUNTLESS TIMES AT APPROVAL HEARINGS BEFORE TOWNSHIP BOARDS AND PLANNING, WETLANDS AND WOODLANDS COMMISSIONS;

NEGOTIATED AND DRAFTED PURCHASE AGREEMENTS AND CLOSED ON THOUSANDS OF ACRES FOR SINGLE FAMILY, MULTIPLE FAMILY AND COMMERCIAL DEVELOPMENTS.

B. EDUCATIONAL BACKGROUND:

UNIVERSITY OF MICHIGAN LAW SCHOOL – JURIS DOCTOR;

ASSISTANT EDITOR, MICHIGAN LAW REVIEW;

PRESIDENT, LAW SCHOOL FRATERNITY;

COURT CLERK TO MICHIGAN SUPREME COURT JUSTICE.

C. AWARDS FOR LAND DEVELOPMENT:

FIRST PLACE STATEWIDE AWARD FROM MICHIGAN SOCIETY OF PLANNING OFFICIALS FOR EXCELLENCE IN PLANNING PRINCIPLES AND DESIGN FOR A 117 LOT SUBDIVISION IN WEST BLOOMFIELD TWP;

FIRST PLACE NATIONAL AWARD FROM NATIONAL ARBOR DAY FOUNDATION FOR CREATIVE TREE PRESERVATION TECHNIQUES IN THE DESIGN AND DEVELOPMENT OF A 40 LOT FORESTED SUBDIVISION IN WEST BLOOMFIELD TWP. AND RECEIVED SPECIAL TRIBUTE FROM MICHIGAN GOVERNOR FOR SAME;

DEVELOPER OF THE YEAR AWARD BY HOME BUILDERS ASSOCIATION OF SOUTHEASTERN MICHIGAN (HBA OF S.E. MICH).

D. DEVELOPMENT RELATED PUBLIC SERVICE BACKGROUND:

MEMBER, BOARD OF DIRECTORS OF HBA OF S.E. MICH.;

FOUNDER AND CO-CHAIR OF LEGISLATIVE COMMITTEE OF HBA OF S.E. MICH.;

FORMER MEMBER OF BOARD OF DIRECTORS, HOME BUILDERS ASSOCIATION OF MICHIGAN (HBA OF MICH.);

FORMER CHAIR, ENVIRONMENTAL AND LAND DEVELOPMENT SUB-COMMITTEE, HBA-MICH.;

PRO-BONO ZONING AND LAND DEVELOPMENT CONSULTANT FOR PAST 20 YEARS FOR 40 ACRE RELIGIOUS CAMPUS DEVELOPMENT IN WEST BLOOMFIELD TWP.;

FORMER MEMBER OF FOUR YEAR BLUE RIBBON SPECIAL STUDY COMMITTEE OF 23 REPRESENTATIVES OF THE PRIVATE AND PUBLIC SECTOR APPOINTED BY MICHIGAN GOVERNOR TO REVIEW AND MAKE RECOMMENDATIONS TO THE STATE LEGISLATURE FOR AMENDMENTS TO THE SUBDIVISION CONTROL ACT;

MEMBER OF THE STATE BAR OF MICHIGAN REAL ESTATE SECTION LAND USE AND REZONING SUBCOMMITTEE;

HBA OF S.E. MICH. REPRESENTATIVE ON COMMITTEE FORMER BY MICHIGAN DEPT. OF NATURAL RESOURCES TO HELP WRITE DNR (NOW MDEQ) REGULATIONS DEFINING WETLANDS WHICH WERE ADOPTED BY STATE LEGISLATURE;

FORMER MEMBER OF THE INFRASTRUCTURE AND LAND USE COMMITTEE, AND CURRENT MEMBER OF TRANSPORTATION AND ECONOMIC DEVELOPMENT COMMITTEES, OF THE OAKLAND COUNTY BUSINESS ROUNDTABLE, A BLUE RIBBON PANEL OF 125 LEADERS FROM BUSINESS, EDUCATION AND GOVERNMENT BROUGHT TOGETHER BY OAKLAND COUNTY EXECUTIVE, L. BROOKS PATTERSON TO HELP DEVELOP A LONG-RANGE ECONOMIC BLUEPRINT FOR OAKLAND COUNTY.

E. ACTIVE IN CIVIC AFFAIRS :

THREE YEAR PRESIDENT OF A HOMEOWNERS ASSOCIATION AND CO-FOUNDER OF A COALITION OF FIVE NEIGHBORING HOMEOWNER ASSOCIATIONS TO CONSULT WITH THE MUNICIPALITY ON NEIGHBORHOOD REZONING AND LAND USE AND TO PROTECT PROPERTY RIGHTS;

THREE YEAR PRESIDENT OF ANOTHER HOMEOWNERS ASSOCIATION AND CO-FOUNDER AND FORMER TRUSTEE OF A COUNCIL OF HOMEOWNER ASSOCIATIONS OF APPROXIMATELY 50 DIFFERENT HOMEOWNER ASSOCIATIONS CREATED TO ADVISE THE MUNICIPALITY OF HOMEOWNER INTERESTS AND TO PROTECT PROPERTY RIGHTS;

FORMER MEMBER, SEMCOG (SOUTHEASTERN MICHIGAN COUNCIL OF GOVERNMENTS) FISCAL IMPACT ADVISORY COMMITTEE, WHICH CONDUCTED AN EXHAUSTIVE STUDY OF THE FISCAL COSTS AND BENEFITS OF DEVELOPMENT IN 15 SAMPLE MICHIGAN COMMUNITIES;

FORMER MEMBER, OAKLAND LAND CONSERVANCY; CURRENT MEMBER, SIX RIVERS REGIONAL LAND CONSERVANCY.

STULBERG DEVELOPMENT CONSULTANTS, L.L.C.

**Strategic Land Acquisition, Zoning
and Development Services**

**342 Sycamore Court
Bloomfield Hills, MI 48302
Email: ebstulberg@gmail.com
Cell Phone: (248) 310-8308**

August 6, 2014

Michael J. Furnari
1700 W. Big Beaver Rd., Suite 120
Troy, MI 48084

RE: Twin Beach Golf Club, West Bloomfield, Michigan

Dear Michael;

I am pleased to be working with you on the above development and this will serve as our Consulting Agreement. You are engaging Stulberg Development Consultants, L.L.C. ("SDC") to advise you on the planning and approval of the above property in West Bloomfield Twp. including the site layout, site plan approval, amendment of the existing zoning and engineering.

My fees for the above consultation services is as follows:

1. \$5,000 retainer, to be applied to the first of fees due below.
2. If rezoning is obtained from the Township my fee is \$30,000.
3. If tentative or preliminary site plan approval is obtained from the Township my fee is \$10,000.
4. If final site plan approval is obtained from the Township my fee is \$10,000.
5. If final engineering is obtained from the Township my fee is \$10,000.
6. Should you or any entity you are affiliated with in any way sell the subject property for a profit over the direct cost for the property before all of the above are obtained my fee is \$60,000 less whatever has been already paid under paragraphs 1 through 4 above.

It is understood that I will have a lien on the subject property to secure payment for my above fees.

It is also understood that you will be retaining other professional services at your expense as needed such as a site planner, civil engineer and an attorney, and SDC will be guiding and consulting with them. It is also understood and agreed that while Barry Stulberg is a Michigan licensed attorney, he and SDC are not acting as your attorney and will not at any time be providing legal advice, and SDC will be acting only in the capacity as your consultant.

If the above agreement is satisfactory, please acknowledge by signing and returning a copy of this letter. Thanks.

The above acknowledged and agreed.

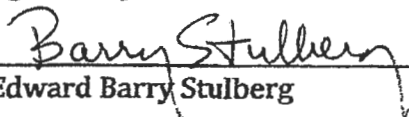
Best Regards,

Michael J. Furnari

Dated: _____

Stulberg Development Consultants, L.L.C.

By: _____


Edward Barry Stulberg

Jim Eppink
LLA, ASLA - Principal

Professional Experience



J Eppink Partners is a nationally known Landscape Architecture & Urban Design firm which identifies creative solutions in which people, urban development and environmental systems are designed and integrated to become successful civic space through inspired design and an understanding of how we live within our community

Education & Affiliations

J EPPINK
PARTNERS INC

TRADITIONAL TOWN PLANNING - URBAN DESIGN

9336 Sashabaw Road
Clarkston, Michigan 48348
248-922-0789 jim@jeppink.com

Jim Eppink established J EPPINK PARTNERS, INC. (JEP) with a foundation in Traditional Planning Principles based in the tenets of The New Urbanism and the belief that better communities are built through inspired design, environmental balance and measured economic forces. Eppink has extensive traditional design, urban planning and retail market analysis experience, and during the last twenty years he has been active in leading the development community with practical solutions that result in superior projects, better built mixed-use neighborhoods, and successful Town Centers.

Eppink has successfully completed Neighborhood Design, Town Center and Urban Retail Design projects throughout the United States, including the Village of Oxford, MI., the City of Kentwood, MI., Woodbridge Estates - Detroit, MI., Iowa City Iowa, Naples Park & West Palm Beach Florida and Shelby Twp Michigan. In addition to Traditional Town Planning and Urban Design, Eppink works as an Urban Retail Consultant, identifying innovative ways in which urban centers can improve their competitive standing through economic analysis and creative design alternatives. As an active member of The Congress of The New Urbanism, Eppink is at the forefront of combating suburban sprawl in our communities by designing and developing cohesive communities aimed at inspiring commercial success and civic pride.

Prior to founding JEP in 2001, Eppink was vice president of Gibbs Planning Group, Inc. where he worked with both private developers and public agencies on projects in more than twenty-five states. He consults regularly with national planning and research firms on large mixed-use planning projects and design charrettes.

Eppink is a Town Planner and Licensed Landscape Architect and has earned the degree of Master of Landscape Architecture from the University of Michigan and a Bachelor of Science from Michigan State University. He has also received advanced training from Michigan State University Management Education Center. Eppink is a member of The Congress of The New Urbanism, the American Society of Landscape Architects, Sigma Lambda Alpha International Honor Society of Landscape Architects, and was awarded the University of Michigan's Landscape Architecture Alumni Award. Eppink has been a visiting instructor at Michigan State University; teaching advanced community planning, and also a guest lecturer at the University of Michigan. Eppink recently served as the Vice President of the American Society of Landscape Architecture - State of Michigan chapter.

BIOGRAPHY FOR KENT THOMAS JACOBY

A graduate of Michigan State University with a BS in Agronomy and a Minor in Turf grass Management, Mr. Jacoby has been a managing partner at an respected daily fee golf course: Devils Ridge in Oxford, Michigan, a builder of large custom built homes, developer of small sub divisions and responsible for providing land for large residential builder/developers such as Pulte Homes of America, Toll Brothers and many Detroit area builders. Mr. Jacoby's specialty is locating vacant land for National commercial retailers such as Menards, CVS, many fast food chains as well as Detroit area commercial center developers.

Mr. Jacoby was also responsible for locating three school sites for the Lake Orion School district and has sold numerous properties for local municipalities.

Mr. Jacoby is presently prospecting the Gulf Side Coast of Florida, Nashville, Tennessee and Denver, Colorado for Southeastern Michigan developer/builders. Specifically, Mr. Jacoby is targeting land in the Venice and Sarasota Florida Areas.

A devoted Catholic, Mr. Jacoby attends daily mass and considers honesty, integrity and hard work to be key characteristics of business dealings and personal life situations. He is an avid sports fan and attends as many high school and college sporting events as time permits.

Yearly winter visits to Venice has encouraged Mr. Jacoby to move to the area and become a prominent fixture in the land acquisitions and land development of Venice area. His main priority is to promote and manage the redevelopment of the Ringling Brothers Circus site and make it a gateway to the City of Venice, honor the Ringling Brothers Circus and provide affordable housing for the local worker force and residents on the Island.

KENT T. JACOBY
110 SOUTH WASHINGTON ST.
OXFORD, MICHIGAN 48371

(248) 969-8070

(248) 622-7145

EDUCATION

Michigan State University

B. S. in Agronomy & Turfgrass Science
Minor: Landscape and Horticulture and Business Administration

State of Michigan

Commercial Real Estate License and Builders License (Great House)

PROFESSIONAL EXPERIENCE

COMMERCIAL/RESIDENTIAL REAL ESTATE AGENT

Independent contractor specializing in residential and commercial raw land sales and development

- Develop marketing programs for sale and lease of income properties and new construction
- Market and sales of existing homes and multiple family improved properties
- Marketing and sales of other real estate services including "Property Tax Appeals"
- Market Evaluation for National Lenders to Market and Sell REO Properties
- Review and Implement Environmental Phase I and II audits for Industrial Properties Under Contract
- Conduct Wetland Delineations for Raw Land Marketing and Sales
- Entitle and Develop Residential Subdivisions

DEVIL'S RIDGE GOLF CLUB

Golf Course Developer/General Contractor/Owner

- Entitled and Constructed Golf Course, Club House and Related Facilities
- Supervised the Club House Grounds and Building Maintenance
- Supervised all Golf Course Related Maintenance
- Built in house 7000 sq. ft. Cart Storage Facility and 4000 sq. ft. Golf Maintenance Facility
- Installed 220 Vehicle Parking Lot and all Underground Utilities

BUILDER OF CUSTOM SPEC HOMES

Sole Proprietor for Spec Homes

- Built Custom Speculative Homes for Sale ranging from \$1,600,000 to \$150,000
- Installed Plumbing, Attached Light Fixtures, Painted Walls and Installed Kitchen and Bathroom Cabinets and Fixtures

MICHIGAN BICKSCAPE COMPANY

Landscape Design & Sales

- Designed and Sold Residential and Commercial Landscape and Hardscape
- Supervised the layout and installation of all sold jobs including irrigation installation
- Supervised Construction of Custom Homes with Owner
- Managed Large Customer Base Regarding Maintenance of Existing Installation Accounts
- Responsible for Commercial Snow Removal Jobs

MOMANY LANDSCAPE COMPANY

Commercial Fertilization and Maintenance Sales and Service

- Bid and Sold Commercial and Residential Lawn Maintenance and Fertilization
- Bid, Sold and Serviced Commercial Snow Removal
- Managed Large Account Base For Pesticide Management Including Commercial & Multiple Family Properties
- Designed, sold and supervised Commercial and Residential Landscaping
- Sold and Installed Irrigation Systems

ASSOCIATIONS AND AFFILIATIONS

- Keatington Subdivision Treasure Lake Orion
- Usher St Joseph Catholic Church Lake Orion
- Member National Superintendents Association
- Member USGA
- Member Golf Course Owners Association
- Member Landscape and Horticultural Association Michigan State University
- Member Turfgrass Science Club Michigan State University
- Class President Tecumseh High School

David A. Goldberg, Esq.

President, Law Office of David A. Goldberg, P.C.

Principal Broker, Cedarwood Realty, LLC

David Goldberg is a real estate / land use attorney specializing in all aspects of real estate transactions, particularly real estate entitlement, development and construction. In addition to being a licensed attorney for 20 years, David is also a licensed Residential Builder, licensed Real Estate Broker, certified MDEQ Stormwater Management Operator and a current Member of the Village of Franklin Planning Commission. David has been directly involved as legal counsel and as a principal in the acquisition, entitlement, development, construction, leasing and sale of well over 100 residential communities and commercial developments over the past 28 years.

Traditional Design:

The building design within Ringling Park will be inspired by traditional Venetian - Coastal Florida style architecture. Quality design and building materials, along with walkable streets, sidewalks, open spaces and outdoor patios will ensure the mixed use neighborhood becomes a beautiful addition to the Venice area for both residents and visitors.



The 80-120 room hotel at Ringling Park will front along US 41 and be inspired by Venetian architecture such as this.



106 Townhomes, fronting along tree-lined streets will form a friendly, walkable community. Attached garages at each unit will be accessed from rear lanes and will be inspired by architecture similar to this.



Two small retail buildings will mark the entrance to Ringling Park. Restaurants or small shops will add to the fabric of the community with active sidewalks, Venetian inspired architecture and outdoor patios.



The 11.5-acre Ringling Park site is located north of the Venice Municipal Airport with access onto US 41, Airport Road and Ringling Drive.

Ringling Park

Venice, Florida

JCRE
Development, LLC
248-969-8070
April 23, 2016



Proposed Land Use:

| | |
|-----------------------------|-----------|
| Residential Townhouse Units | 106 |
| 3-story Hotel | 1 |
| Village Retail & Restaurant | 15,000 sf |
| Ringling Park | 1 |

SCALE: 1" = 50'
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