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Murdock Village  
Redevelopment Proposal

February 23, 2006

# Murdock Village Redevelopment Proposal

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**Murdock Village  
Redevelopment Proposal**

- **The Charlotte County Representative for Kitson & Partners, LLC is Terrence Holihen**
- **Kitson & Partners, LLC is entering into a multi-year commercial lease for 3,000 sf at Murdock Professional Center, with expected occupancy of Summer 2006**

**Executive Summary**

**Proposal Submittal Signature Form**

The undersigned attests to his/her authority to submit this proposal and to bind the firm herein named to perform as per contract, if the firm is selected by the Charlotte County, FL (County). The undersigned further certifies that he/she has read the Request for Proposal, Terms and Conditions, and any other documentation relating to this request, had complied in all respects with all conditions thereof including, but not limited to prohibited communications referenced in County Resolution 95-025 and this proposal is submitted with full knowledge and understanding of the requirements and time constraints noted herein.

The undersigned hereby further acknowledges that it accepts the terms of Request for Proposals #2006000119 in its entirety and by the submission of its proposal, hereby waives any claims or claims to irregularities that arise out of such RFP, the process employed by the County to solicit and develop proposals, the RFP evaluation process described in the RFP, and agrees to release and hold harmless the County, its employees, agents and consultants from any claim, loss or damage arising therefrom.

As Addenda are considered binding as if contained in the original specifications, it is critical that the Consultant acknowledge receipt of same. The submittal may be considered void if receipt of an addendum is not acknowledged.

Addendum No. 1 Dated 12/29/05, Addendum No. 2 Dated 01/18/06, Addendum No. 3 Dated 02/06/06, Addendum No. 4 Dated 02/08/06, Addendum No. 5 Dated 02/17/06

Type of Organization (please check one):

INDIVIDUAL	<input type="checkbox"/>
PARTNERSHIP	<input type="checkbox"/>
CORPORATION	<input type="checkbox"/>
JOINT VENTURE	<input type="checkbox"/>
LLC	<input checked="" type="checkbox"/>

**Kitson & Partners, LLC**

Firm Name

**9055 Ibis Blvd**

Home Office Address

**West Palm Beach, FL 33412**

City, State, Zip

**Murdock Professional Center, Bldg. 10, Port Charlotte, FL 33948 (Summer 2006 Occupancy)**

Address: Office Servicing Charlotte County, other than above

**Terrence Holihen/Senior Vice President** (561) 624-4000 (561) 624-4537

Name/Title of your Charlotte County Rep Telephone Fax

Signature

Date



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## Murdock Village Redevelopment Proposal

- **Kitson & Partners, LLC has been reviewing the Murdock Village redevelopment opportunity for the past two years and is pleased to submit this redevelopment proposal to Charlotte County**
- **Murdock Village is a 1,200-acre parcel located in Charlotte County, Florida**
  - Approximately 870 acres will be redeveloped
- **K&P shares the vision and goals of the CRP and believes that Murdock Village will lead the future growth of Port Charlotte and the greater Charlotte County area**
- **K&P has formed a strategic partnership with the Charlotte County Contractors Collaborative**
  - The CCCC will be the primary builder of single family homes in Murdock Village

## Executive Summary

# Introduction

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- Kitson & Partners, LLC (“K&P”) is pleased to present this proposal (the “Proposal”) to purchase and redevelop Murdock Village (the “Property” or the “Project”) in partnership with Charlotte County (the “County”). K&P has assembled a local and regional contingent of consultants who, together with K&P, have studied the Request for Proposal (“RFP”) bid materials extensively, and have created a conceptual plan which reflects the vision and objectives of the Murdock Village Community Redevelopment Plan (the “CRP”).
- The CRP’s goal is for Murdock Village to be a mixed-use, high-tech, energy efficient and environmentally friendly community that embraces the following fundamental concepts: (i) a vibrant and attractive Town Center, (ii) “five-minute walk” access to parks, facilities and services, (iii) pedestrian friendly street access network, and (iv) interior greenway and blueway open space linkages that are integrated with the existing County and community resources.
  - K&P and its team of consultants have made every effort to preserve the goals, vision and objectives of the Community Redevelopment Agency (“CRA”) as well as the themes and concepts generated through the Murdock Village Sustainable Design Charrette.
  - As master developer of the Project, K&P will create strict design and architectural guidelines for the Property (and for the Property’s builders) to ensure that this vision will be achieved.
  - Murdock Village will offer several product types, including workforce housing, condominiums, townhomes, apartments and single family homes. The price points for these products are expected to range from approximately \$150,000 to \$500,000.
- K&P and the Charlotte County Contractors Collaborative (“CCCC”), a consortium of ten local Charlotte County homebuilders, have formed a strategic partnership whereby the CCCC would be the primary homebuilder of single family homes in Murdock Village.
  - Together, K&P and the CCCC are committed to providing Charlotte County with a high quality mixed-use development project that the local citizens will be proud of.

## Introduction (cont'd)

- **Murdock Village will be a high quality mixed-use development that offers moderately priced housing options to the marketplace**
- K&P has assumed, pursuant to the instructions of the Purchasing Department, that the statements and assumptions made by the County in the RFP bid materials (Addenda and pre-submittal meetings) are accurate and complete. K&P understands that as due diligence continues and a redevelopment agreement is finalized with the County, some of the assumptions and statements may be modified by the County, and will eventually be reflected in the redevelopment agreement and the final approved concept plan.
- K&P has spent extensive time conducting market research in Charlotte County and has gained a unique understanding of what is important from a community and lifestyle perspective to the people of Charlotte County.
  - K&P has used this “local” knowledge as a tool to help create the conceptual plan for Murdock Village. In certain instances K&P has deviated slightly from the County’s concept plan and RFP materials, where in its opinion, in light of market conditions and recent developments, K&P could better reflect and meet the vision and objectives of the CRA.
  - One of the guiding principles of K&P’s development plan is to ensure that Murdock Village provides housing opportunities to a broad group of prospective homebuyers. Therefore, K&P’s development plan is based upon moderately priced housing options.
- K&P will work with the County to develop, or modify as needed, the proposed land development regulations necessary to meet the vision and objectives of the CRA.

- The Murdock Village CDD will interface with the CRA to ensure that all necessary infrastructure is in place and funded
- K&P's experience in residential and commercial development will be crucial to the success of Murdock Village
- K&P's purchase price for Murdock Village is \$40MM
  - In addition to the Purchase Price, the County will receive \$42MM from the CRA by 2014
  - The sale and redevelopment of Murdock Village should result in approximately \$127MM of economic benefit to the County
- K&P's Proposal is being made without collusion with any other person or entity submitting a proposal pursuant to this RFP
  - K&P is fully capable of meeting all the requirements of the RFP

## Introduction (cont'd)

- K&P will work closely with the CRA in orchestrating the objectives and vision of the CRA plan. As discussed in the Company Overview section of the Proposal, through its management of Posner Park, K&P has the unique expertise of establishing a CRA and creating its plan in collaboration with Polk County.
- K&P intends to establish a community development district ("CDD"), which will "partner" with the CRA through an interlocal agreement to best ensure that the infrastructure that is necessary to serve the Property, both on-site and off-site, is properly funded, phased and in place as development progresses.
- As demonstrated throughout the Proposal, K&P has the track record, experience, commitment, vision and financial resources that are necessary to make Murdock Village a success.
- Based upon extensive research, evaluation and consideration, K&P is offering the County a \$40MM purchase price for Murdock Village (the "Purchase Price"), to be paid in cash at the closing. In addition to the Purchase Price, the County will also receive the following economic benefits:
  - \$42MM of cash proceeds from the CRA, paid-out annually through 2014.
  - \$32MM in incremental tax revenues generated over the life of the Project.
  - \$13MM in impact fees generated over the life of the Project.
    - Through the sale and redevelopment of Murdock Village, the total economic benefit to the County is approximately \$127MM.
- The remainder of this section of the Proposal summarizes K&P's vision for Murdock Village. K&P is looking forward to working with the County and the CRA to implement and execute its development plan.

- **The Town Center will contain approximately 1.1MM sf of retail and office space**
  - Retail: 823,000 sf
  - Office: 252,000 sf
- **In addition to the retail and office space, there will be approximately 1,000 mixed-use multifamily residential units located within the Town Center**
- **K&P’s goal is to create a walkable, mixed-use Town Center providing side-by-side complimentary uses**
- **The CRA, CDD and POA are instrumental in creating high quality public gathering spaces**

## Executive Summary

# Town Center

- K&P’s goal in designing the Town Center is to create an authentic downtown experience. The Town Center will be located in the eastern quadrant of Murdock Village, thereby building on the energy from nearby commercial activity on US 41 and SR 776.
- Designed as a walkable downtown, the Town Center will contain a mixture of retail, office and residential life. K&P will create a true main street with a build-to-line setback from buildings and roadways, thereby framing the relationship between people and structures.
- The two-lane street pattern will have on-street parking and will create a conduit that will tie each side of the street and the pedestrian pathways together. Sidewalks will enable the pedestrian to browse as well as move from one point to another. Street trees and plantings will provide shade as well as soften the street and make the overall area intimate and inviting.
- Buildings will be multi-story with design requirements for varied heights, thereby creating an architecturally enhanced skyline.
- In creating the mixed-use district, residential units will be permitted on the third and fourth floors, while retail and office space will be assigned to the first two floors.
- Through the CRA, the CDD and the Property Owner’s Association (“POA”) created for the Project, the activities of the Town Center will be designed to attract residents from Murdock Village as well as the greater Charlotte County area.
  - This will be accomplished not only through a variety of retail and employment opportunities, but orientation of Project elements through the construction and planning of many community spaces.

## Town Center (cont'd)

- **The Town Center will have minimal on-street parking (primarily parking garages)**
- **Keys to Town Center success**
  - The extension of Toledo Blade Boulevard from State Road 776 to US 41
  - The installation of a lake and waterway system at the west end of the Town Center
  - The creation of two community parks that will serve as anchors for the Town Center
  - The attraction of financial centers to anchor Main Street
  - The ability to attract a variety of mid-size and smaller retail tenants
- Main Street will generally run east to west and will be anchored at each end by community parks and public spaces. At the eastern end will be a community park that will provide opportunities for the downtown employees to relax during their lunch hour, as well as providing a setting for various weekend activities. The open-air theater located in the park will provide a cultural centerpiece available for hosting concerts, plays and other community events throughout the year. The western end of Main Street will contain a community park that will overlook the scenic lake system.
- Street side parking in the Town Center will be provided on a limited basis on Main Street with the primary parking for shoppers and employees being provided through centrally located parking garages.
- Dining activities will be available through a variety of restaurants, from sandwich shops to more formal dining, with a combination of inside and outside seating. This will ensure that Main Street is a vibrant area not only during business hours, but also during the evening. The vision is to create an authentic “city center” atmosphere.
  - In designing the Town Center, K&P’s goal is to create an integrated mixed-use district. This is accomplished not only vertically through the mixed uses, but also horizontally.
  - The Town Center will be designed on a grid pattern with residential opportunities radiating from the Main Street area. These opportunities will be a combination of multifamily and single family residences located within the “five-minute walk” model.
    - Many of the merchants and employees will be able to live in this area, conveniently enabling them to walk to work, thus reducing trips on the roadway system.
    - Likewise, many of the residents who work outside Murdock Village will be able to walk to Main Street to fulfill various retail and professional service needs, as well as satisfying their desires for dining and general entertainment.

- **K&P plans to develop approximately 1.8MM square feet of commercial mixed-use space in Murdock Village**
  - Town Center Office: 252,000 sf
  - Town Center Retail: 823,000 sf
  - Stand-Alone Office: 351,000 sf
  - Stand-Alone Retail: 360,000 sf
- **K&P has established relationships with national and regional real estate brokerage companies**
- **K&P is prepared to deliver a 150,000 sf municipal complex in phases to assure maximum flexibility**

## Commercial Highlights

- The commercial component of Murdock Village will complement the residential density by targeting a diverse blend of retail, government and corporate users. K&P's marketing efforts will utilize the extensive experience of team members capitalizing on national and regional senior level relationships with major real estate brokerage entities. These brokers often represent the desired tenants, as well as the users and the various regional and national specialty developers who construct projects for the national and regional retailers.
- K&P's experience and its relationships assure that the Property's commercial component will have maximum exposure to the logical user groups.
  - Murdock Village will capture the pent up demand caused by the lack of existing critical mass of retail and office product by delivering quality new construction in a downtown setting that provides the density and setting of a destination showplace.
  - K&P is prepared to address the 150,000 sf municipal requirement via 50,000 sf increments in a flexible build-to-suit lease structure, including options to purchase, upon refining and prioritizing the needs of the end users projected to occupy the government space.
- Neighborhood commercial centers will be a key component of the commercial activities at Murdock Village.
  - These centers will be located at the major entrances to the community at both the north and south entrances of Flamingo Boulevard and Toledo Blade Boulevard.
- While the Town Center will meet many of the retail and shopping requirements, it will also be essential to have neighborhood commercial centers. The design of the neighborhood commercial centers will accommodate the needs of the residential community while being visible and accessible from the County transportation network. Public access to Murdock Village will assist in the success of the Project's neighborhood commercial component.

- The creation of the K&P conceptual master plan was primarily guided by TND design principles
- The Murdock Village Community Redevelopment Area will be transformed into a mixed-use, high-tech, energy efficient and environmentally friendly community
- K&P is focused on providing a “five-minute walk” development plan for the Project

## Urban Design Concepts

- Traditional neighborhood development (“TND”) is a comprehensive planning system that includes a variety of housing types and land uses in a defined area.
  - The central focus of a TND is to provide for educational facilities, civic buildings and commercial establishments which are located within walking distance of private homes.
- A TND community is served by a network of paths, streets and alleyways suitable for pedestrians as well as vehicles.
  - This provides residents the option of walking, biking or driving to places within their neighborhood.
  - Alternative means of transportation will ease congestion on the roadway network.
- The new community will feature vibrant and attractive gathering places, a Town Center, a “five-minute walk” to community parks, facilities and services, pedestrian friendly street access network, and interior greenway and blueway open space linkages that connect Murdock Village with existing County and community resources.
- Public and private spaces will be designed with equal importance, creating a balanced, sustainable community that serves a wide range of homeowners and business owners.
- The inclusion of civic buildings and civic space in the form of plazas, greens, parks and squares will enhance community identity and value.

- **Murdock Village will truly be a spectrum of residential product types and prices, thereby enabling a cross-section of active workers and retirees to live in and enjoy the community**
  - **Workforce Housing:** fee simple ownership and rental housing will comprise at least 10% of the total residential units at Murdock Village
  - **Condominiums:** average price of approximately \$200,000 (29% of inventory)
  - **Townhomes:** average price of approximately \$270,000 (9% of inventory)
  - **Multifamily Apartments:** K&P will offer approximately 24% of the inventory as multifamily apartment rentals
  - **Single Family TND:** average price of approximately \$360,000 (20% of inventory)
  - **Single Family Conventional:** average price of approximately \$500,000 (8% of inventory)

## Residential Highlights

- In order to create a community that caters to the needs of the broader market, which is in need of moderately priced housing options, Murdock Village will provide a variety of housing products and price points to its future residents.
  - The Project will offer workforce housing, condominiums, townhomes, apartments, conventional single family houses (driveway and garage in front) and TND single family homes (front porch and rear-yard alleys).
    - A majority of the neighborhoods will be designed as TND, thereby enriching the neighborhood experience and better connecting the residential experience with the greenway system.
- While most residential communities concentrate a large number of multifamily or single family products in one area, the K&P design pattern encourages a true mixture of housing sizes and types, as well as a mixture of multifamily and single family products within the same neighborhood.
- Housing for essential service personnel, such as teachers, policemen, firefighters, nurses, and other service personnel, will be provided through a variety of homeowner opportunities. These will vary from smaller single family homes with unique designs to more conventional multifamily structures.
- The binding Letter of Interpretation of Vested Rights from the Florida Department of Community Affairs provides for the availability of 2,744 single family units and 538 multifamily units. K&P believes that there needs to be a much higher component of multifamily product in order to meet the housing needs of the workforce community.
  - K&P's development plan calls for approximately 352 workforce housing units, 1,028 condominiums, 325 townhomes, 836 apartments, 717 TND single family units and 267 conventional single family units (3,525 total dwelling units).

- **The K&P land plan calls for workforce housing to be interspersed among the townhomes, condominiums and rental apartments located in and around the Town Center**
  - There will be approximately 352 workforce housing units in Murdock Village
- **In addition to the workforce housing units, Murdock Village will offer approximately 1,353 condominiums and townhomes at an average expected price of approximately \$220,000**

## Executive Summary

# Workforce Housing

- With increasing land and home prices throughout the State of Florida, it is difficult to find workforce housing. Charlotte County is no exception. K&P is committed to ensuring the availability of workforce housing within Murdock Village to serve the demand created by the non-residential uses within the community.
- Under K&P's development plan, 10% of the total dwelling count will be provided as workforce housing. In particular, these units will be affordable to residents in Charlotte County at 100% of the area median income.
  - Murdock Village will offer approximately 217 condominiums and/or townhomes at an average expected price of \$150,000. In addition, the Project will also have approximately 135 workforce housing apartments as well.
  - The exact locations of these units will be determined during the site planning process. However, it is anticipated that these units will be located in the Town Center and neighborhood residential areas. It is anticipated that some of the residential units located above the Town Center commercial will be developed as workforce apartments.
- Realizing that the challenge facing affordability is ensuring that units remain affordable over time as the value of land continues to increase, K&P will work with the CRA and/or the County in establishing mechanisms, such as a community land trust and/or deed restrictions, which can ensure the long-term affordability of these units.

- **North County Regional Park will be fully incorporated into Murdock Village**
  - K&P is focused on preserving the park's integrity and functionality

## County Lands, Facilities and Programs

- Within Murdock Village, there are certain existing County facilities and/or planned facilities and uses. These include groundwater storage tanks, the North County Regional Park, a proposed school site and the extension of Flamingo Boulevard and Toledo Blade Boulevard.
- The groundwater storage tanks create an interesting challenge and, likewise, a unique opportunity. Due to the size and cost of these facilities, K&P has determined that it is not practical to have them relocated.
- The North County Regional Park has been incorporated into the Murdock Village master plan and will function as a true regional facility. Remaining in its current location, additional recreational opportunities will be added to the Regional Park. The lake and water management systems of the Project will be incorporated into the Regional Park.
- In designing the pedestrian and bicycle system for Murdock Village, a system of trails, paths and open greenways has been created. These will also be integrated into the Regional Park system so residents of Murdock Village will be able to conveniently access the Regional Park. Likewise, they will be open to the public, and, therefore, visitors to the Regional Park can use this internal greenway system for their own recreation and enjoyment.
- K&P acknowledges the desire of the County and the School Board to create recreation and open space activities around the school, thereby creating the campus as a true community asset and destination. The shared facilities will, therefore, be available during both school and non-school hours.

## County Lands, Facilities and Programs (cont'd)

- **Acquiring the parcels adjacent to Flamingo Boulevard and Toledo Blade Boulevard in Area A-2 is important to the ingress and egress of the Project**
  - K&P anticipates that acquiring these parcels will be challenging
- **The 150,000 sf government complex is a means to integrate Murdock Village and the County**
- In considering the transportation master plan for Charlotte County, Flamingo Boulevard and Toledo Blade Boulevard must traverse the Property, thereby creating arterial opportunities to the greater Murdock Village area.
  - K&P's master plan reflects the important role that Flamingo Boulevard and Toledo Blade Boulevard will play in fulfilling the circulation goals of Murdock Village as well as the greater Charlotte County area.
  - Nearly all of the parcels that would be required to create the ingress and egress to and from the Property along US 41 are not included in the RFP. Therefore, K&P will have to work with the County to attempt to acquire the appropriate parcels adjacent to Flamingo Boulevard and Toledo Blade Boulevard.
- With the anticipation of a 150,000 sf County administrative complex within the Town Center, County activities and programs will be conducted within the Town Center and the Murdock Village community thereby connecting the greater Charlotte County area to Murdock Village.

- **A central sales center is key to the success of K&P's marketing strategy for the Project**
  - K&P has been successful in the past with developing community-wide marketing and sales programs for large communities
- **Architectural review guidelines will ensure that there will be a consistent design and theme throughout the Project**

## Executive Summary

# Marketing Strategy

- K&P's plan for Murdock Village will involve a master marketing program designed to draw large numbers of visitors to a central sales and reception center.
  - K&P will be developing the community with a diverse team of local, regional and national builders whose products will be marketed from the central sales center.
  - Home models located throughout the community will be staffed by sales support personnel.
- A central sales operation allows the master developer to better present the underlying "story" of the community to all prospects.
  - After first learning about the larger community, potential buyers can be properly directed to the builder, neighborhood or product that is best suited to their needs and price range.
- Displays in the central sales facility will highlight the master plan and the home products for the various development stages, as well as strong visual displays presenting the lifestyles and amenities that will be offered to prospective residents of Murdock Village.
- K&P, through covenants and restrictions in a master POA, will work with the County to establish design guidelines for Murdock Village which will ensure that the general style and themes, as well as overall desired product mix, are realized.
- Product diversity will allow K&P to offer a broad range of prices and products to local and regional buyers.
  - Murdock Village will offer residential housing options that are expected to range in price from approximately \$150,000 to \$500,000.

- K&P is committed to enhance and incorporate the natural environment into its communities
- The proposed land plan for Murdock Village uses greenways and blueways as a feature element in the master plan
  - K&P is recognized as a “good neighbor” to the Grassy Waters Preserve, a twenty square mile watershed within the Everglades that abuts Ibis Golf & Country Club, a master planned community located in West Palm Beach and owned by K&P

## Environmental Philosophy

- K&P is committed to incorporating many of the design standards and strategies of the Florida Green Building Council into the architectural guidelines for residential construction, and will develop many of the non-residential buildings in accordance with the best management practices fostered by the Florida Green Building Council.
  - K&P has performed a “self-evaluation” of the Project against the Green Development Designation Checklist formulated in the County’s Sustainable Design Charrette, and will continue to strive to meet these standards.
- K&P will develop the Project with “green infrastructure” as a dominant theme in its horizontal construction efforts.
- The “built” infrastructure will support and enhance the natural conditions and systems that currently exist on the Property.
- K&P will create a storm water system that will follow the natural system of surface water movement through lakes, littoral shelves and grass swales within the Property. K&P will also consider “re-use” water for community-wide irrigation.
- K&P will utilize native landscape materials throughout the community and will seek to reduce water consumption in all of its building applications.
- Murdock Village will be designed to be recognized as a “best practices” community in Florida for greenbuilding technology and the utilization of alternative energy sources.

- In the commercial and park areas, design features will encourage the use of bicycles as an alternative mode of transportation
- To create the pedestrian and bicycle-friendly environment, Murdock Village will have the following design components:
  - Dedicated paths for both pedestrians and cyclists
  - Lighting for safety at night
  - Traffic calming areas designed to accommodate cyclists, pedestrians, and vehicles

## Executive Summary

# Greenways/Pedestrian System

- An integrated system of bike paths and walkways will be created, thereby providing functional alternatives to vehicular traffic. In the Town Center, sidewalks and bicycle lanes will be separated. The bicyclists will become part of the street system, while the sidewalks will be reserved for pedestrians. On Main Street, a sidewalk system will be installed enabling the pedestrians to browse the retail shops as well as move safely from one point to another.
- The collector system of the Property will be designed with bicycle lanes on each side with sidewalks constructed in a meandering fashion generally removed from the road. Residential streets will be designed with sidewalks, thereby protecting the pedestrian from vehicle movements.
- In addition to the normal roadway system, a greenway system will be designed through the community. This will connect the entire community with shopping, employment, residential, and leisure activities. Dedicated parks with bicycle and pedestrian lanes will be provided through the heart of each of the residential communities.
- The residential grid pattern has been designed to provide for a walkable community, creating convenient access to the parks and gathering places located throughout the community. Residents will be encouraged to walk or bicycle to and from their destination.
- The internal greenway system will focus on the natural landscape located around the water management systems and provide easy access to the Town Center.

- Utilizing the greenway and blueway systems, the residents of Murdock Village and the general public will be able to enjoy existing and future community facilities and resources

## Executive Summary

### Greenways/Pedestrian System – (cont'd)

- In addition to the greenway system, Murdock Village will incorporate a blueway system.
  - The current man-made canals that traverse the Property will be redesigned to create large lakes and waterways. These will serve for water management and water quality purposes as well as recreation activities.
- While Murdock Village wraps around the current regional park facility, the new greenway and blueway systems will be designed to connect and incorporate the park into the community.
  - A kayak/canoe launch facility will be located adjacent to the park and will allow the public as well as the residents of the Property to meander through the blueway systems of Murdock Village.
  - The paths will become part of the County greenway and blueway systems and will be open to all residents and visitors of the greater Charlotte County community.

- **The North County Regional Park has been incorporated into the K&P plan and will function as a true regional facility**
  - K&P will work with the County to provide sufficient access along the park's western boundary

## Executive Summary

# Park System

- Recreation opportunities in Murdock Village will be provided through passive and active recreational facilities. The lake system is designed to permit a combination of boating and leisure activities. Each neighborhood will also have specific parks designed to encourage family use.
- Within each of the residential communities, neighborhood parks will be provided.
  - Unlike conventional parks which are predominantly geared towards younger children, the Murdock Village neighborhood parks will be a combination of open spaces built around various lake systems, walking trails, bicycle paths and open greenways.
  - These neighborhood park systems will become destinations for not only young children but for all residents of Murdock Village and Charlotte County.
- The Town Center will contain two unique parks:
  - At the eastern end of Main Street will be a community green, including an amphitheatre that will accommodate a variety of community functions including concerts in the park.
  - At the western end of Main Street, an urban downtown park will feature dramatic vistas across a large lake system.
- Through the POA and CRA, Main Street itself will function for local activities such as homecomings, holiday parades and festivals.
  - These festivals will range from art shows to food fairs, thereby inviting the overall community of Charlotte County into Murdock Village.

- **K&P's goal is to create a circulation system which encourages internal trip capture**
  - East-west collector streets
- **Flamingo Boulevard and Toledo Blade Boulevard are important components of the circulation system within Murdock Village**

## Circulation System

- The goal of the circulation system for the Property is to create an internal system which encourages residents to shop, work and recreate within its borders.
  - K&P will create two east-west collectors, which will begin at the Town Center and continue through the residential communities and the park areas. These internal east-west collector streets will be designed with two lanes for vehicles and a five-foot lane for bicycles.
  - Sidewalks for pedestrians will be installed along the collector roads.
- In order to enhance the general circulation within the community and to build a connection between the mixed-use elements of Murdock Village and the general community, Flamingo Boulevard and Toledo Blade Boulevard will become important components of this plan.
  - Flamingo Boulevard will be designed as a multi-lane facility with a divided median. At both the north and south entry points, neighborhood commercial facilities will be constructed to provide shopping opportunities for the residents of Murdock Village as well as the general community.
  - Toledo Blade Boulevard is an important component of the Town Center and is designed as a divided roadway system with traffic calming circles as well as landscaped medians. Toledo Blade Boulevard will be the gateway to the Town Center area and will be considered the heart of the circulation system for the Town Center.
    - K&P will work with the County to ensure that the hurricane evacuation route designation for Toledo Blade Boulevard will be preserved.

- **K&P will work with the School Board of Charlotte County in creating recreation and open-space activities around the school site**

## Executive Summary

### School Site

- Per the “Exchange Agreement” between The Board of County Commissioners of Charlotte County and the School Board of Charlotte County, K&P has incorporated into its Conceptual Plan the 35-acre site designated as Tract A3.
- K&P’s development plan calls for the school site to be located adjacent to a conventional single family neighborhood and the North County Regional Park, which should foster the creation of a family-oriented environment as originally envisioned by the Murdock Redevelopment District.

- **K&P recommends that the US 41 corridor be treated as an integral part of the Murdock Village redevelopment effort**
- **Gaining control of Area A-2 will be challenging as the vast majority of the land is owned by private individuals**

**Executive Summary**

## Development Plan For Area A-2

- The entrances at Flamingo Boulevard and Toledo Blade Boulevard (at both US 41 and SR 776) are considered entry parcels and will depart from the suggested Overlay District regulations. Uses proposed for these areas are consistent with the neighborhood commercial plan and will support the “five-minute walk” for many residents and users of Murdock Village.
  - The CRA owns seventy-four of the lots contained within Area A-2 of the Murdock Village CRA. K&P will attempt to acquire as many of the additional lots as needed for the development of Murdock Village. The primary focus will be the acquisition of lots to complete the intersections of Toledo Blade Boulevard and Flamingo Boulevard at US 41.
- Along the US 41 corridor the CRA and K&P will provide a series of Overlay District Regulations to manage the development of these individually owned parcels.
  - An urban trail is proposed along US 41 which will provide an expansive urban open space corridor for walking, jogging and biking. The structures are setback from the right-of-way to provide a landscape trail to soften the structural hard-scape.

- **K&P's Murdock Village design recognizes and incorporates the County's ground storage tanks in their existing location**

## Executive Summary

# Central Water/Wastewater

- Central water and wastewater will be provided to Murdock Village through the Charlotte County Utility System.
  - Due to the cost and size of these facilities, K&P has determined that it is not realistic to relocate them and instead, they will be properly landscaped and buffered.
- The provision of central water and sewer systems for distribution and collection will be accomplished through the creation of a CDD and/or special taxing district.
  - Utilizing this approach, the public infrastructure will be created without any additional tax burden to the residents of Charlotte County.
- In order to reduce potable water consumption, Murdock Village will use reclaimed water where available.
  - Specifically, parks, medians and passive green areas will be irrigated by reclaimed water.
  - Residential communities will utilize reclaimed water based on availability and capacity from Charlotte County Utilities.

- The lake system will be designed to comply with water management and County requirements

## Executive Summary

# Drainage System

- Surface water drainage in Murdock Village is routed through two central man-made canals. K&P proposes to redesign these canals to create a system of waterways and lakes.
  - The system will be designed to handle the inflow from properties north of Murdock Village and they will also meet the water management standards for on-site retention.
- Water quality improvements will be accomplished through a series of smaller isolated lakes that scrub and clean discharge, as well as through the creation of littoral shelves and other methods for water quality improvement.

- **Charlotte County is uniquely positioned to play an important role in the future growth of southwest Florida**

## Executive Summary

# Growth of Charlotte County

- Positioned between Sarasota and Lee County, Charlotte County has, to a large degree, been buffered from the high pace of development experienced by its neighboring counties. However, Lee, Collier and Sarasota Counties are nearing build-out and the development community is looking for a new growth corridor.
- The County's assemblage of the Property was an important first step in changing the future development pattern of Charlotte County.
  - Rather than accept the proposition that the existing platted single family lot network would continue to be the development pattern for its future, the County took the bold step of creating a new downtown and mixed-use community.

Section II

Company Overview

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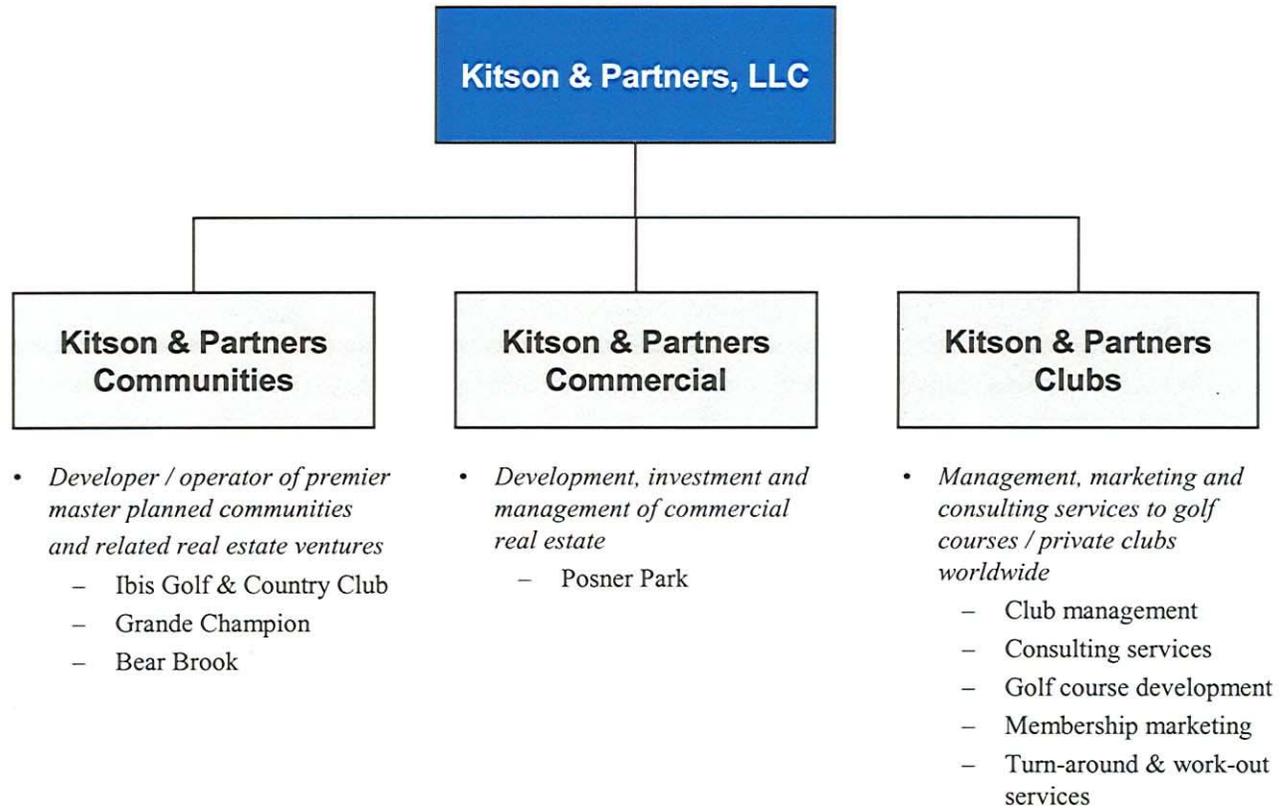
## Executive Summary

- **Kitson & Partners, LLC is a Florida based real estate company with over 14 years of residential development experience**
- **Kitson & Partners, LLC (“K&P” or the “Company”)** is a real estate development and management company headquartered in West Palm Beach, Florida which has three primary businesses.
  - **Kitson & Partners Communities** is K&P’s residential development and investment arm and is the division that owns all of K&P’s residential assets.
  - **Kitson & Partners Commercial** focuses on commercial investment opportunities as well as commercial development within the Company’s residential development projects.
  - **Kitson & Partners Clubs** is K&P’s golf management business which has provided management, marketing and consulting expertise to more than 200 private and public golf clubs around the world.

- K&P has three distinct businesses, yet the synergies inherent across the business units allow for an efficient sharing of employee skill sets
  - K&P has twenty-eight corporate level employees, the majority of which are used interchangeably across business units
  - In addition to its HQ in West Palm Beach, K&P has offices in Daytona Beach, Orlando and Florham Park, New Jersey
    - K&P is in the process of executing a lease for office space at Murdock Professional Center in Port Charlotte; expected occupancy is Summer 2006

Company Overview

# Organizational Structure



- Syd Kitson has been the leader of K&P since the Company was formed
  - 1992: GWD (President)
  - 2000: G&K (Chairman/CEO)
  - 2003: K&P (Chairman/CEO)
- In 1993, the Company shifted its focus from New Jersey to Florida
  - More growth potential for K&P given favorable demographics
- K&P entered into the South Florida market in 1996 with the purchase of Ibis Golf & Country Club in West Palm Beach

## Company Overview

# Company History

- Gale, Wentworth & Dillon (“GWD”), K&P’s predecessor, was formed in 1992 as the residential division of Gale & Wentworth, a privately held commercial office owner and manager.
  - Sydney W. Kitson, Chairman and CEO of K&P, bought out the partners of GWD in 2000 and formed Gale & Kitson.
  - In 2003, Gale & Kitson was restructured and became Kitson & Partners, LLC.
- Between 1992 and 1995, the Company focused on land development projects in New Jersey.
  - **The Hills:** Master planned community located in Bedminster, NJ.
    - 1,800 acres; 5,100 dwelling units (“du’s”); New Jersey National Golf Club.
  - **Cherry Valley:** Private country club community located near Princeton, NJ.
    - 644 acres; 480 du’s; Rees Jones golf course; fully-amenitized.
- In 1993, Syd Kitson decided to shift K&P’s focus to real estate opportunities in the State of Florida.
  - Florida became K&P’s focus because of favorable supply and demand characteristics (population growth, cost of living, second home market, “baby boomer”, tropical climate).
- In 1996, K&P purchased Ibis Golf & Country Club in partnership with the Blackstone Group.
  - This acquisition marked K&P’s entry into the South Florida market.

- K&P has been able to attract strong financial partners due to its track record and the expertise of its management team
  - Morgan Stanley
  - GMAC – RFC
  - The Blackstone Group
  - Bank of America
  - Credit Suisse First Boston
  - SunTrust Bank

## Company Overview

### Company History (cont'd)

- Owning and managing Ibis provided the Company with a platform to grow its business in Florida.
- K&P was introduced to the Morgan Stanley Real Estate Funds (“MSREF”) in 1999 through its relationship with Gale & Wentworth, one of MSREF’s operating partners.
- In 2002 MSREF and K&P created a programmatic joint venture to pursue land development in the State of Florida (“MSKP”).
- **Grande Champion** was MSKP’s first acquisition in August 2002.
  - Grande Champion is a 4,600-acre master planned community located in Daytona Beach, FL.
  - MSKP owns approximately 1,500 acres with development rights for 3,600 du’s and 900,000 square feet of commercial space.
  - Two championship public golf courses (Arthur Hills and Rees Jones), LPGA Headquarters.
- In February 2003, MSKP bought **Ibis Golf & Country Club** from Blackstone/GWD.
  - Ibis is a fully-amenitized 1,900-acre master planned community with 54 holes of Nicklaus designed golf.
  - Upon completion, Ibis will have approximately 1,900 du’s.
- In addition to Grande Champion and Ibis Golf & County Club, K&P also manages the development of Posner Park, a 366-acre mixed-use development in Polk County, FL.

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## Murdock Village Redevelopment Proposal

- **MSREF is K&P's joint venture partner on Grande Champion and Ibis Golf & Country Club**
  - K&P and MSREF have formed a third joint venture to purchase Babcock Ranch
  - K&P and MSREF will form a new joint venture to purchase Murdock Village
- **Tom Hoban was Vice President of Domestic Acquisitions with MSREF prior to joining K&P as President and COO**

## Company Overview

# MSREF – Joint Venture Partner

- Morgan Stanley Real Estate is one of the largest global real estate investment managers with \$39.8Bn in assets under management worldwide including \$18.3Bn in the United States.
- With approximately 500 employees dedicated to real estate, the firm operates globally in investment banking, lending, and investing on a fully integrated basis. Transaction activity (acquisitions, dispositions, financings) totaled more than \$27Bn over the past year.
- The company has had a dedicated real estate business since 1969. Morgan Stanley has an established track record of successfully executing real estate investment programs on a global basis through its Morgan Stanley Real Estate Funds.

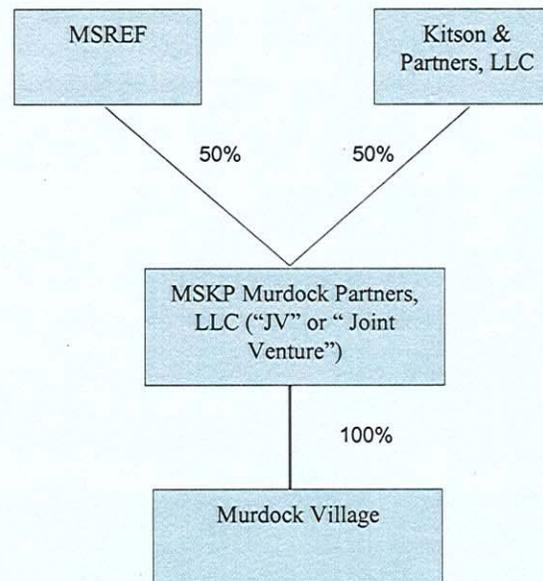
**Murdock Village  
Redevelopment Proposal**

- **K&P would purchase Murdock Village in partnership with MSREF**
  - The parties would form a joint venture named **MSKP Murdock Partners, LLC**
  - K&P and MSREF would be **50/50** partners in the Joint Venture

**Company Overview**

**Murdock Village Joint Venture Structure**

**Ownership Structure**



**Murdock Village  
Redevelopment Proposal**

- **Acquired in August 2002**
  - 4,500 total acres; 1,500 acres owned by MSKP
  - 3,600 du's; 900,000 sf of commercial
- **K&P is master developer and is responsible for all permitting, approvals, land planning and development that takes place at the project**

**Company Overview**

**Grande Champion – Daytona Beach**



**Murdock Village  
Redevelopment Proposal**

- Acquired in February 2003 by MSKP (1996 by Blackstone/ GWD)
  - 1,900 acres (fully-amenitized) with 1,900 du's and 54 holes of Nicklaus golf
- K&P is master developer and is responsible for all permitting, approvals, club operations, home sales and development that takes place at the project

**Company Overview**

**Ibis Golf & Country Club – West Palm Beach**



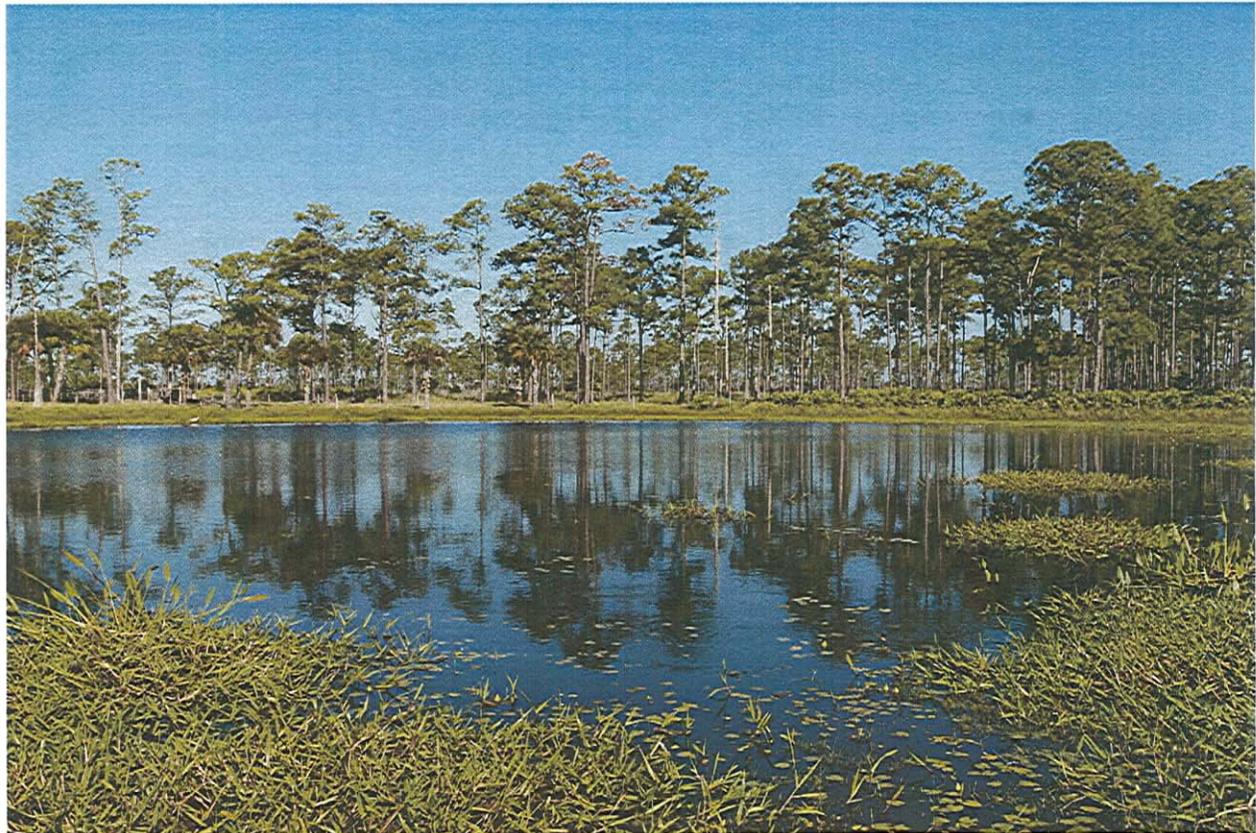
## Posner Park – Polk County

- In 2001, K&P was retained by Victor Posner Enterprises to provide asset management and development services for this 366-acre mixed-use development
  - 1.8MM sf of commercial
  - 1,141 du's
  - 1,300 hotel rooms
- Responsibilities include development concepts and plans, securing approvals and entitlements, establishing the CDD and TIF concepts, construction management and leasing
- Posner Park presented K&P with a unique opportunity to partner with Polk County in the creation of the Northridge CRA for an approximate 17,000-acre area located at the intersection of I-4 and US 27.
  - The CRA is responsible for the application of a CRA plan that provides for traffic, housing and park improvements totaling in excess of \$100MM



- K&P, in partnership with MSREF, executed a contract to purchase the Babcock Florida Company in July 2005
  - This transaction includes the purchase of the 91,000+ acre Babcock Ranch
  - K&P has agreed to sell the State/Lee County 74,000 acres for \$350MM
  - K&P is seeking approvals for development of 19,500 residential units as well as 6MM sf of commercial mixed-use space on the remaining 17,000+ acres
- Syd Kitson and K&P have spent the past seven months working with the State of Florida, Charlotte County and Lee County in an effort to gain support for this unique development project

## Babcock Ranch – Charlotte and Lee Counties



- **K&P worked with the City of Orlando and presented a new vision for Dubsdread Golf Course as a critical community asset, important to quality of life, property values and economic development**
- **This innovative development project illustrates K&P's proven ability to work with municipalities, and community residents, in support of major community-based planning and capital improvement initiatives**

## Company Overview

# Public Sector Projects – Dubsdread Golf Course

- Dubsdread Golf Course, built in 1924, is the centerpiece of Orlando's College Park community. In recent years, however, the golf course had been an under-performing asset for the City of Orlando, the owner. Playing conditions had deteriorated and the reputation of the golf course had suffered. Late in 2003, the City undertook a national search for new management, and K&P was selected. One reason was the vision K&P had for renovating the golf course, and in the process, injecting new energy into the College Park neighborhood to benefit homeowners and community businesses.
- K&P's broad experience in community planning and development enabled it to see what others had been missing – that Dubsdread was more than just a golf course.
- For two years K&P has worked with City officials and community residents to create and implement a \$4MM plan for golf course renovation and related neighborhood improvements, such as new storm sewers and new street layouts. The first phases of the project are underway, with the major work on the golf course scheduled for 2007.
- **Contact:** Ms. Laurie Botts-Wright  
Director of Real Estate  
City of Orlando, FL  
Phone: 407-246-2653

- **K&P was hired in 2005 by the District's Board of Supervisors to manage the golf operations and assets of Sun 'N Lake, which had a history of losing money and consistently disappointing community residents with respect to service and golf course conditions**

## Company Overview

# Public Sector Projects – Sun 'N Lake

- Sun 'N Lake is a special development district near Sebring, created by Highland County, Florida. The District essentially is a municipality, with most of the associated responsibilities and powers. Among the District's assets are two golf courses and a related lakefront clubhouse with pool, tennis and restaurant facilities.
- K&P outlined a comprehensive plan for improving golf course conditions and operations, and for eliminating the golf course operating deficits. K&P's strategy included open and candid communications with community residents, to ensure that they had an opportunity to provide input and that they were kept fully informed of issues, priorities and progress.
- Within one year K&P had accomplished a major turn-around in golf course conditions, while at the same time reducing the size of the golf course budget. The chairman of the Board of Supervisors said at a community meeting, "Not only has Kitson & Partners kept every promise they made to us, they have accomplished in one year what we thought would take at least two years."
- Contact: Mr. Robert Shafer  
Former Chairman, Board of Supervisors  
Sun 'N Lake Improvement District  
Phone: 863-314-9013

- **K&P has substantial relationships with industry leaders in the institutional and advisory sectors, as well as the private and public owner/operator arena on a national level**
- **In addition to its in-house expertise, K&P is able to leverage off its relationships with MSREF to gain access to regional and national leaders in the commercial sector**

## Company Overview

# Relationships With National/Regional Tenants

- Senior management of K&P has extensive experience in the commercial sector having purchased, developed, leased and advised clients on over \$5Bn of commercial real estate transactions.
- Tom Hoban is President of K&P's commercial division and brings over ten years of Wall Street experience and relationships to K&P's commercial platform.
  - While at Morgan Stanley, Mr. Hoban formed close relationships with many REITs, commercial operators and national brokerage companies.
  - Mr. Hoban has executed several billion dollars worth of commercial transactions over the past decade.
- Tim Wallace is Senior Vice President of K&P's commercial division and has over twenty years of experience in national brokerage, REIT and private real estate entities.
  - As a leasing agent, Mr. Wallace represented hundreds of tenants and landlords as well as performed asset management responsibilities for such landlords.
  - Mr. Wallace has executed over half a billion dollars worth of commercial transactions.
  - Having worked at Cushman & Wakefield, Highwoods REIT and T-Rex Capital, Mr. Wallace brings a wide range of commercial skill sets to K&P's commercial platform.
- In addition to its in-house commercial expertise, K&P is able to leverage off of its relationships with Morgan Stanley to gain access to many of the publicly-traded REITs as well.

- **K&P believes in giving back to the communities in which it develops**
  - NASCAR/LPGA Charity Golf Classic
  - Adam Walsh Children’s Foundation
  - Grassy Waters Preserve
  - Tom and Tim Gullikson Foundation

## Company Overview

# Community Involvement

- Kitson & Partners is proud of its ongoing commitment to help the cities and towns where it is actively developing. Giving back to the community has always been an important element of K&P’s operating philosophy. The following examples are representative of K&P’s commitment to community involvement:
  - **NASCAR/LPGA Charity Golf Classic**
    - This annual charitable event, presented by K&P, has become a highly anticipated and integral part of “Speedweeks”, one of the standout events leading up to the Daytona 500 race. Over thirty NASCAR drivers and LPGA tour professionals join K&P to help support The Betty Jane France Center of Excellence for Children and Women at the Halifax Medical Center. In 2006, K&P presented a check at the opening ceremonies of the Daytona 500 to Betty Jane France and the Halifax Medical Center for over \$225,000. In the three years that K&P has sponsored the tournament, over \$500,000 has been contributed to local charities.
  - **Adam Walsh Children’s Foundation**
    - In 2002 Syd Kitson received the prestigious Adam Walsh Children’s Fund Rainbow Award from the National Center for Missing and Exploited Children. The award was established in 1995 and is given each year to people who have demonstrated their dedication to protecting and nurturing the children of America and the world. Previous award recipients have included Florida First Lady Columba Bush, Lady Catherine Meyer (international child advocate and wife of the United Kingdom’s ambassador to the United States), former United States Senators Alphonse D’Amato and Dennis DeConcini, former U.S. Attorney General Janet Reno and former Director of the United States Secret Service Brian Stafford.

## Community Involvement (cont'd)

- **Grassy Waters Preserve**

- Syd Kitson recently was re-elected to his third three-year term on the Board of Directors of Grassy Waters Preserve. Grassy Waters Preserve is engaged in a multi-year campaign to protect twenty square miles of the Everglades and to create an Environmental Education Center. In addition, K&P has financially supported the Grassy Waters Preserve by hosting a fund-raising golf tournament at Ibis Golf & Country Club for the past nine years. The tournament has raised over \$500,000 for the Preserve's programs.

- **Tom and Tim Gullikson Foundation**

- K&P hosted and was event sponsor of "Swingtime", a Celebrity Pro-Am Golf & Tennis Tournament, for six years at Ibis Golf & Country Club. The televised event benefited The Tim & Tom Gullikson Foundation, an organization that assists brain-tumor patients and their families in managing the challenges presented by the illness. K&P helped raise more than \$625,000 during its six years of sponsorship.

## Company Overview

# Miscellaneous

- Public Entity Crimes
  - As required by RP-06, and Florida Statutes Chapter 287, no partner, member, or employee has been investigated or convicted of a public entity crime. Therefore, there is nothing contained in this RFP provision of this Statute reference which prohibits K&P from submitting a bid on this Project.
- Equal Employment Opportunity
  - K&P is committed to providing equal opportunity in all of its employment practices, including selection, hiring, promotion, transfer, and compensation to all qualified applicants and employees without regard to race, color, religion, gender, age, citizenship, marital status, sexual orientation, disability, national origin or any other basis provided by law. Pursuant to RP-08, at all times, K&P, and its affiliates have been and will continue to be in compliance with The Civil Rights Act of 1964, the Age Discrimination in Employment Act, the Rehabilitation Act of 1973, the Americans with Disability Act and the Florida Civil Rights Act. K&P does not know of any violation nor has it received any notice of any potential compliance issue.
- Statement of No Litigation
  - Pursuant to RP30, there are no projects for which K&P is in default and there is no threatened litigation that K&P is aware of. K&P is involved in only one project-related litigation matter. It involves a challenge by a neighboring property owner claiming that K&P's affiliate (MSKP Volusia Partners, LLC) is required to construct (under a developer's agreement with the City of Daytona) a turnlane which in fact is not required by the developer's agreement, and is unrelated to the Project. K&P anticipates that this matter will be resolved favorably.



## Company Overview

### K&P Principals – Sydney W. Kitson

- Syd Kitson is Chairman and CEO of Kitson & Partners.
- In 1992, Kitson joined Gale, Wentworth & Dillon and he later founded Kitson & Partners, LLC with Richard Brockway in 2000, locating the firm's headquarters in West Palm Beach.
- Kitson is an active member of the Urban Land Institute, lectures at Princeton University, and sits on the Board of Directors for the Grassy Waters Preserve, a twenty square mile wildlife sanctuary in West Palm Beach, Florida.
- Kitson had a notable career in the National Football League playing offensive guard for both the Green Bay Packers and the Dallas Cowboys.
- Upon his retirement from football, he founded a real estate company that was responsible for the development and sale of 1,100 homes, commercial properties, retail stores, medical offices and senior housing units.
- Kitson is a member of the NFL Alumni Association and the National Football League Players Association.
- In 2002, Syd received the Rainbow Award from the Adam Walsh Children's Foundation.
- Kitson is a graduate of Wake Forest University with a Bachelor of Arts degree in Economics.



## Company Overview

# K&P Principals – Richard S. Brockway

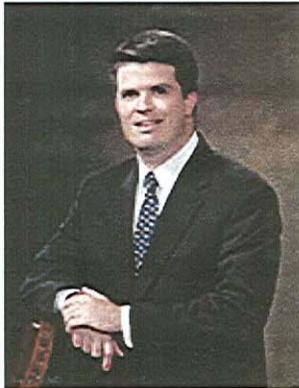
- Richard Brockway is Vice Chairman of Kitson & Partners.
- Since 1996 Richard has worked closely with Syd Kitson in creating, developing and implementing all strategic planning for Kitson & Partners and it's affiliated companies.
- In 1982 Richard was a founding partner of Dalbro Development Corporation, a residential real estate company that designed, built and marketed luxury homes on Long Island.
- Brockway was also the founder of Brockway Television Corporation, an award-winning television production company which produced programming for all four major television broadcast networks as well as many national cable networks (Arts & Entertainment Network, The Discovery Channel, The Travel Channel and The Learning Channel).
- Brockway's clients included Johnson & Johnson, Citibank, General Motors, Time Warner, Smith Barney, Black & Decker, Kodak, First Brands, Prudential, General Foods, DuPont, Merck, MCA/Universal and many others.
- In 1993 Brockway formed a joint venture with the Interpublic Group of Companies to produce paid commercial programs for Fortune 500 companies and national advertisers; the joint venture was acquired by Western International Media, a wholly owned subsidiary of IPG, in May, 1996.
- Brockway is a member of the Board of Directors of the Joseph C. Prince Entrepreneurship Program at Stetson University's School of Business and is on the Board of Advisors of Renaissance Foundation in Washington, D.C.
- Brockway is a graduate of Stetson University with a Bachelors of Business Administration degree.



## Company Overview

### K&P Principals – Charles W. DeSanti

- Chuck DeSanti is the Managing Senior Partner of Kitson & Partners.
- In 2000 Chuck joined Kitson & Partners and assumed the responsibility of new business development and management for the company.
- Chuck currently manages the land use planning and entitlement process for the Babcock Ranch located in Charlotte County and Lee County, Florida.
- Chuck has over thirty years of experience in the land use planning, entitlements and management of large, complex real estate and mixed-use projects; he is recognized as a leading expert in the Eastern United States.
- In the 1990's Chuck founded a real estate consulting firm where he developed a long-standing business relationship with the Morgan Stanley Real Estate Fund ("MSREF"). In 2002, MSREF and K&P forged a strategic business alliance, which continues today.
- In the 1980's Chuck worked for the Lennar Corporation, where he developed an expertise in residential, commercial and industrial real estate development.
- Early in his career Chuck developed an expertise in land use planning and zoning entitlements at the local, regional and state levels. In the 1970's Chuck assumed a management role in the Palm Beach County Planning, Building and Zoning Department. Subsequently, Chuck was named Executive Director of the WPB Downtown Development Authority (precursor to the Community Development Agency). This exposure to the public sector has been a key to Chuck's unusual effectiveness in leading projects through planning, zoning, permitting and regulatory approvals at the local, county, state and federal levels.
- Chuck received both his Bachelors Degree and Masters Degree in Urban and Regional Planning from Texas A&M University.



## Company Overview

### K&P Principals – Thomas M. Hoban, Jr.

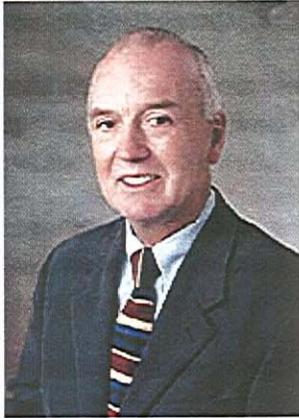
- Tom Hoban is the President and COO of Kitson & Partners.
- Hoban has extensive experience in the real estate industry and a broad understanding of the financial markets. Over the past seven years Tom has focused solely on real estate investment and development, spending the majority of his time executing commercial and residential real estate transactions.
- Tom joined Kitson & Partners in 2003 and his primary responsibilities include managing existing Kitson & Partners real estate investments as well as expanding the Kitson & Partners franchise through the acquisition of additional residential and commercial real estate transactions.
- Prior to becoming a member of the Kitson & Partners team, Tom spent eight years in New York City as an investment banker at Morgan Stanley, where he most recently served as Vice President of U.S. Acquisitions for the Morgan Stanley Real Estate Fund (“MSREF”).
- While working for MSREF, Tom spearheaded the formation of Morgan Stanley's joint venture with Kitson & Partners, and he was instrumental in executing the closing of Ibis Golf & Country Club and Grande Champion.
- During his career on Wall Street, Tom worked on both the agency and principal side of the real estate business and oversaw approximately \$9 billion of real estate mergers and acquisitions, capital markets transactions and principal investment and development.
- Tom graduated cum laude from the University of Notre Dame with a Bachelor of Business Administration degree in Finance and Computer Applications.



## Company Overview

# K&P Project Manager – Terrence Holihen

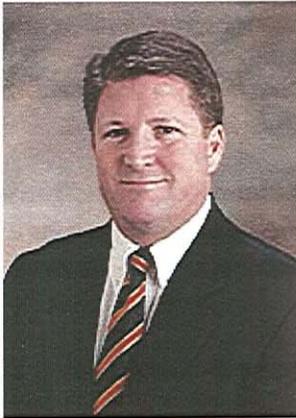
- Terrence Holihen is Senior Vice President and General Counsel of Kitson & Partners.
- Terry joined Kitson & Partners in 2005 and brings eight years of commercial transaction and land development experience to the Kitson & Partners team.
- Terry is responsible for overseeing due diligence, approvals, and permitting for K&P projects on the West Coast of Florida. Additionally, Terry serves as General Counsel for Kitson & Partners, LLC and its affiliated entities.
- Before joining K&P, he practiced as a land development and commercial real estate attorney with the law firm of Akerman Senterfitt in Orlando, and was instrumental in the acquisition and development phases of Grande Champion and Posner Park.
- Instrumental in the creation of the City Center Community Development District, and the Northridge Development Agency and its redevelopment plan.
- After a successful career in the United States Navy as a Naval Intelligence Officer during the first Gulf War, Terry graduated cum laude from Syracuse University College of Law.



## Company Overview

### K&P Key Team Members – Robert Frein

- Robert Frein is Senior Vice President – Asset Management of Kitson & Partners.
- Bob joined Kitson & Partners in 2004 and his extensive residential real estate and planned community marketing experience provides K&P with a unique and powerful resource that has helped ensure the success of Ibis Golf & Country Club and Grande Champion.
- As Senior VP of Asset Management, Bob participates in the due diligence and planning process of all K&P residential real estate projects, and is subsequently responsible for successfully marketing these properties to both builders and consumers.
- Bob's real estate career began in 1972 with a large residential brokerage company in Syracuse, New York where he worked as a salesman, broker, and ultimately regional sales manager. In 1980 he was recruited to manage PGA National in West Palm Beach , a 4,500 unit master-planned community that serves as home to the Professional Golfers Association.
- Over the past twenty-five years Bob has managed three major Florida residential planned communities, and has earned the respect of many of the nations largest builders and developers.
- Bob graduated with a BA from LeMoyne College and a Masters degree from Syracuse University.



## Company Overview

### K&P Key Team Members – Timothy Wallace

- Timothy Wallace is Senior Vice President – Commercial of Kitson & Partners.
- Tim brings over twenty years of comprehensive and transactional experience to Kitson & Partners.
- Tim joined Kitson & Partners in 2004 and his primary responsibilities include sourcing, negotiating and executing acquisitions of office, retail industrial and flex properties and portfolios, as well as supervising the leasing, property and construction management of the Kitson & Partners commercial portfolio.
- Prior to joining Kitson & Partners, Tim was Senior Vice President at T-Rex Capital, a private New York City-based real estate investment firm where he represented both tenants and landlords as a licensed Real Estate Broker. Tim also served as Vice President at Highwoods Properties, where he developed, leased and managed assets in the REIT industry. Tim was also a Broker in the Commercial Division at Cushman & Wakefield in Philadelphia, Pennsylvania for seven years.
- During his career, Tim has worked on both the agency and principal side of the real estate business and completed in excess of \$500 million of real estate leases, acquisitions and developments.
- Tim graduated from Villanova University with a Bachelor of Arts degree in Communications.



## Company Overview

### K&P Key Team Members – John Broderick

- John Broderick is Vice President – Development Services of Kitson & Partners.
- John joined Kitson & Partners in 2001.
- John has worked in real estate development and project construction for more than twenty years and has developed a wide range of expertise.
- His hands-on management experience encompasses all project elements that are critical to the success of a large real estate venture, from golf course construction to highway improvements.
- John is experienced in all phases of the planning and permitting process at the local, state and federal levels, and is an expert in managing environmental impacts associated with large real estate ventures.



## Company Overview

# K&P Key Team Members – Michael Pearlman

- Michael Pearlman is Vice President – Finance of Kitson & Partners.
- Mike joined Kitson and Partners in 1998 and has over fifteen years of diverse financial experience.
- As Vice President of Finance for Kitson & Partners, Mike’s responsibilities include preliminary analysis, due diligence and underwriting of potential acquisitions and management opportunities, including golf courses, residential, commercial and resort properties.
- Mike also participates in the senior corporate review and internal audit functions for Kitson & Partners’ existing properties, and oversees the preparation of all pro formas, budgets, and business plans.
- Previously he worked for Oppenheimer & Company on Wall Street as an equities trader. After seven years on Wall Street he served as a Senior Financial Analyst for a mid-size textile manufacturer before joining Kitson & Partners.
- Mike graduated from Syracuse University with degrees in both Finance and Statistics.



## Company Overview

# K&P Key Team Members – George Speer

- George Speer is the CFO of Kitson & Partners.
- George joined Kitson & Partners in 1996 and has over twenty years of experience in both hospitality and real estate accounting.
- As CFO at Kitson & Partners, George supervises all accounting, human resources, and treasury operations.
- George joined Panell, Kerr and Forster, an international CPA firm, where he specialized in the real estate, hospitality industry and country clubs clients. George later worked for Cenvill Development Corporation which specialized in large active adult master planned communities (7,700+ units) and luxury country clubs. George continued his career with the formation of Hilcoast Development Corporation where he was corporate controller and treasurer.
- George graduated from Florida State University with majors in both accounting and finance.



## Company Overview

### K&P Key Team Members – Adele Higgins

- Adele Higgins is Vice President – Advertising of Kitson & Partners.
- After operating a real estate company in Freehold, New Jersey, Adele was recruited by Metedeconk National Golf Club, Jackson, New Jersey, as Marketing and Public Relations Manager, a position she held for over nine years.
- Adele joined Ibis Golf & Country Club in 1997 as Director of Marketing, and was responsible for all advertising including TV, print, billboards, product brochures, and was editor of Ibis' signature magazine – Moments. Adele joined Kitson & Partners in 2004.
- In 2000, the Sales and Marketing Council of the Gold Coast Builders Association named Adele Marketing Director of the Year and K&P's Ibis Golf and Country Club as Community of the Year.
- Adele attended Monmouth University in Long Branch, New Jersey and the Parsons School of Design in New York City.

- **K&P and the CCCC have formed a strategic partnership whereby the CCCC will be the primary builder of single family homes in the Project**
  - Both parties share the same vision for Murdock Village

## Company Overview

# Charlotte County Contractors Collaborative, LLC

- Charlotte County Contractors Collaborative (the “CCCC”) is a consortium of ten local homebuilders from Englewood, Punta Gorda and North Port who are committed to the local building industry and are long-term residents of their respective local communities.
  - The CCCC was established in May 2005 to keep local contractors involved in the Murdock Village Project.
- The CCCC is comprised of independent business people who work in Charlotte County and are focused on keeping the Murdock Village project as “local” as possible.
  - As stakeholders in the local community, the principals of the CCCC are committed to making the vision for Murdock Village a reality.
- In February 2006, K&P executed a letter of intent with the CCCC, granting them exclusive rights to purchase all of the conventional single family lots as well as all of the 50’ TND single family lots in Murdock Village.
  - K&P was drawn to the CCCC due to its high moral and ethical standards as well as its sincere interest in the local community and commitment to enhancing the quality of life in Charlotte County.
- Together, K&P and the CCCC are committed to providing Charlotte County with a high quality mixed-use development project that local citizens will be proud of.

- The CCCC is comprised of ten high quality local homebuilders from Englewood, Punta Gorda and North Port

## Company Overview

### CCCC (cont'd)

1. Dailey Builders, Inc. (Kale Dailey)
2. Five Star General Contracting, Inc./Sandstar Custom Homes (Larry Sandles/Jim Sanders)
3. Hamsher Homes, Inc. (Donald Hamsher)
4. John Ursu Construction (John Ursu)
5. Masterpiece Custom Homes, Inc. (Nick Bonsky)
6. McGee Construction (Tim McGee)
7. Newport Homes, Inc. (Darryl Newell)
8. Pinnacle Building Corporation (Russ Pressly)
9. R.B. Sloan, Inc. (Sharon Fumei / Trey Sloan)
10. Tenbusch Construction, Inc. (Larry Tenbusch)

## Company Overview

# CCCC – Dailey Builders, Inc.

- **Professional Affiliations:**

- Member of Charlotte-DeSoto Building Industry Association
- Member of Florida Home Builders Association
- Port Charlotte Board of Realtors
- Punta Gorda Board of Realtors
- North Port Board of Realtors
- National Association of Realtors

- Dailey Builders was incorporated in August 2003 as a State certified building contractor. They specialize in custom homes, remodeling and a limited amount of commercial construction. They are currently establishing a new division, Forefront Construction, that will handle large volume residential, multifamily and commercial production. Dailey Builders provides service to Charlotte and Sarasota County with future plans to expand into surrounding counties.
- Kale Dailey, President.
  - Twelve years experience in construction industry.
  - Partner with licensed real estate broker.
  - Work closely with County and School Board officials.

• **Professional Affiliations:**

- Past President, Current Board Member, Charlotte Builders & Contractors Association (CBCA)
- President & Board Member, Punta Gorda Rotary Club.
- Past Chairman, Punta Gorda Block Party
- Charlotte County Chamber of Commerce
- National Builder's Advisory Board
- President, Church Council, Holy Trinity Greek Orthodox Church

**Company Overview**

**CCCC – Sandstar Custom Homes**

- Jim Sanders and Larry Sandles formed a partnership to focus on their award-winning custom home endeavors. Both are certified Class A General Contractors and have broad backgrounds in new home design, planning, and construction. They represent over thirty years combined residential real estate and construction industry experience.
- Jim Sanders, President.
  - Florida Real Estate Broker Classification.
  - Building Dept. City of Punta Gorda, Certificate of Competency.
  - Has served as President of Five Star General Contracting since 1983.
  - Bachelor's Degree in Building Construction, University of Florida.
  - Served as Construction Manager at Burnt Store Marina.
  - Project Manager with PGI, Inc.
  - Field Superintendent with Home America.

- **Professional Affiliations:**
  - Member of the Englewood-Cape Haze Area Chamber of Commerce
  - Charlotte-DeSoto Building Industry Association
  - North Port Area Chamber of Commerce
  - North Port Contractors Association
  - South Gulf Cove Homeowners Association
  - South Gulf Cove Property Owners Association
  - Better Business Bureau

## Company Overview

### CCCC – Hamsher Homes, Inc.

- Hamsher Homes Inc. is a family-owned and operated business with over twenty-three years of home building experience. Their family name and well-earned reputation for quality go with each and every home they build. Hamsher Homes Inc. is committed to go above and beyond expectations to ensure complete satisfaction with your new home. They currently have approximately 100 homes under construction serving the surrounding areas of North Port, Englewood, South Gulf Cove, Rotonda, South Venice, Port Charlotte and Boca Grande. Their main focus is building single family residential homes. A small percentage of their business involves commercial and remodel construction.
- Donald W. Hamsher, Jr., President.
  - Builder and licensed salesperson in New York State before moving to Florida in 1997.
  - Formed Hamsher Realty, Inc. in 2004.
  - Licensed real estate broker.

- **Professional Affiliations:**
  - Member of Charlotte-Desoto Building Industry Association

**Company Overview**

**CCCC – John Ursu Construction**

- Ursu Corporation is a family-owned business that builds custom homes. John Ursu, President, brings a unique perspective to his company. Long years as a framing carpenter have given him an in-depth portrait of a well-built home from the inside out. He takes pride in his craftsmanship. Solid construction and beauty make his homes appealing. Serving south Sarasota County and Charlotte County, his model homes can be expanded or contracted to meet the customer’s particular needs.
- John Ursu, President.
  - Builder began working as a framing carpenter with his father in 1984.
  - Framing sub-contractor in 1991.
  - Residential contractor in 2002.
  - Completed first model home in North Port in 2004.

- **Professional Affiliations:**
  - National Home Builders Association
  - Florida Home Builders Association
  - Sarasota Home Builders Association
  - Member of Charlotte-DeSoto Building Industry Association
  - Vice-President of North Port Contractors Association
  - Serves on Code Enforcement Board for City of North Port
  - Serves on Blue Ribbon Tree Committee for City of North Port
  - Trustee of Port Charlotte United Methodist Church
  - Charter Organization Representative for the Boys Scouts of America

## Company Overview

# CCCC – Masterpiece Custom Homes, Inc.

- Nick Bonsky is a custom homebuilder serving North Port, Port Charlotte, Punta Gorda Isles, Venice, Englewood, Rotonda and South Gulf Cove since 1989. They build approximately fifty to sixty single family homes per year. What sets their homes apart is their attention to detail. Nick and his wife, Anne Bonsky, strive to meet the needs of their customers through imagination and ingenuity in custom design.
- Nick Bonsky, President.
  - Built three-story multifamily units for US Homes in Sarasota/Manatee County.
  - Involved in the development of raw land from infrastructure through vertical construction at River Club in Manatee County.
  - Worked for Arthur Rutenberg, Mark Rutenberg, Todd Johnson Homes and US Homes to develop some of the most prestigious communities in Sarasota/Manatee Counties – The Oaks, Silver Oak, Lakewood Ranch, University Parkway – where they built everything from single story, to two-story, to zero lot line, to acre estates.

• **Professional Affiliations:**

- Sarasota Area Chamber of Commerce, Past Member
- Teaching staff Sarasota County Voc Tech, Construction trades
- Member of Charlotte DeSoto Building Industry Association
- Member of Sarasota Home Builders Association
- Beneva Christian Church, Past Deacon

**Company Overview**

**CCCC – McGee Construction**

- In 1999, Tim McGee formed McGee Construction, an offshoot business from Paint Pros USA. Their focus is on residential remodeling/additions, single family new construction, and large scale commercial and residential painting. Paint Pros originated in New York where Tim worked in his father's business of thirty-eight years doing residential, new construction. They expanded into remodeling, additions and painting. When the market softened, they diversified and went into roofing and fascia/soffit. Tim moved from New York to Florida 1994. He has been a residential remodeler in Florida since 1995.
- Tim McGee, President.
  - Teaching Certificate for Sarasota County Technical Institute in blueprint reading to contractors for licensing.
  - Developed a classroom for construction trades.
  - First area schools to use Construction Technology Careers, NCCR Writers for Trade curriculum, pilot program put together.

- Darryl Newell, President

## Company Overview

# CCCC – Newport Homes, Inc.

- Newport Homes is a family-owned and operated business engaged in residential and commercial construction and remodeling. Launched in 1978 by co-owners Darryl Newell and Bill Porter, they have over forty years of combined experience with serving the Englewood, Venice, North Port and Port Charlotte area as State certified building contractors. They build 75-100 custom homes each year. Newport Contracting and Development, Inc. is their commercial division. Newport Realty, Inc. is their real estate division consisting of eight sales people for new homes and seven licensed real estate agents. Commercial projects include Harborview (four-story condominium project), Gulf Island Strand (three-story condo project), Mad Sam's Restaurant, and the Englewood Board of Realtors building. They were recently awarded the contract to build the new Englewood Area Chamber of Commerce building.
- Bill Porter, Vice-President.
  - Certified Building Contractor.
  - Certified Construction Financial Officer.
  - Real Estate Broker, 1984.
  - Englewood/Cape Haze Chamber of Commerce / North Port Area Chamber of Commerce.
  - Englewood Board of Directors / North Port Builders & Contractors Association.
  - Charlotte DeSoto Building Industry Association / Englewood Board of Realtors.
  - Home Builders Association of Sarasota County / National Association of Home Builders.
  - First American Bank, Past Director / Lemon Bay Sunrise Rotary, President.
  - FPL BuildSmart Certification.

- **Professional Affiliations:**
  - Member of Charlotte DeSoto Building Industry Association, Past Board Member
  - Member of North Port Contractors Association, Past President 1998-1999
  - Member of Rotary Club of Englewood
  - FL State E Soccer Coach License Englewood Youth Soccer Association
  - Englewood/Cape Haze Area Chamber of Commerce.
  - Florida Marine Contractors Association
  - National Association of Homebuilders
  - Florida Home Builders Association
  - Member of Better Business Bureau of West Florida

## Company Overview

# CCCC – Pinnacle Building Corporation

- Pinnacle Building Corporation (“PBC”) was established in 1999. With over twenty years in the building industry, Russ Pressly offers residential new home construction and remodeling services to the communities of Englewood, Venice, Port Charlotte and North Port. PBC prides itself in offering many customarily considered upgrades as standard with its models. Pressly’s passion for construction has enabled his company to begin working in the commercial sector. PBC is presently working with two different developers on an eight unit mixed-use waterfront project located in Grove City and a 44-acre mixed-use waterfront PD in East Englewood.
- Russ Pressly, President.

- **Professional Affiliations**
  - Member of Charlotte-DeSoto Building Industry Association
  - Member Charlotte County Chamber of Commerce
  - Better Business Bureau
  - Member of National Association of Kitchen and Bath

## Company Overview

### CCCC – R.B. Sloan, Inc.

- Trey Sloan brings to the construction industry a diverse background. His experience includes residential new construction, remodeling, insurance claim repairs, custom cabinetry, millwork and commercial construction. An electrician by trade, he became a Certified Building Contractor in 2004. He has qualified to be a certified roofing contractor and is currently obtaining his license from the State.
- Richard B. “Trey” Sloan, President.
  - Twenty-nine years experience in the residential construction industry.
  - Six years contractor for insurance claims.
  - Owned a custom millwork/cabinetry business.
  - Traveled the country building fast-track restaurants from the ground up.

- **Professional Affiliations**
  - Director for Tarpon Coast National Bank.
  - Chairman of the Certificate of Competency and Licensing Board
  - Member of the North Port Building and Construction Advisory Committee
  - Member of the Impact Fee Study Committee
  - Chairman of the Environmental Standards Ad-Hoc Committee
  - Chairman of the Public Utilities Advisory Board and the Board of Appeals
  - Member of the Charlotte DeSoto Building Industry Association
  - Founding President and Member of the North Port Contractors Association
  - Member of the North Port Chamber of Commerce
  - 2005 Recipient City of North Port Outstanding Service Award
  - 2005 Chamber of Commerce Business Person of the Year Award

## Company Overview

# CCCC – Tenbusch Corporation

- Established in 1983, Tenbusch Construction serves the City of North Port and builds approximately forty homes per year.
- Larry Tenbusch, President
  - Director for Tarpon Coast National Bank.
  - Chairman of the Certificate of Competency and Licensing Board
  - Member of the North Port Building and Construction Advisory Committee
  - Member of the Impact Fee Study Committee
  - Chairman of the Environmental Standards Ad-Hoc Committee
  - Chairman of the Public Utilities Advisory Board and the Board of Appeals
  - Member of the Charlotte DeSoto Building Industry Association
  - Founding President and Member of the North Port Contractors Association
  - Member of the North Port Chamber of Commerce
  - 2005 Recipient City of North Port Outstanding Service Award
  - 2005 Chamber of Commerce Business Person of the Year Award

- **K&P has assembled a first class team of consultants to assist in the development of Murdock Village**

## Company Overview

# Development Team – Summary

- **Land Planner/Civil Engineer:** WilsonMiller
- **Civil Engineer/Transportation:** David Plummer & Associates
- **Financial Consultant:** Fishkind & Associates
- **Bond Underwriter:** Prager, Sealy & Co.
- **Market Research:** Goodkin Cousulting
- **Legal Team:** Gunster, Yoakley & Stewart
- **Local Brokerage Contact:** Boca Grande Real Estate

- **A Florida-based company since 1956, WilsonMiller, Inc. employs a staff of more than 550 planners, civil engineers, landscape architects, ecological specialists and support personnel.**
  - Provide services from planning concept through permitting to construction inspection/administration to fulfill the most demanding technical, scientific and business consulting assignments
- **WilsonMiller staff serves public and private clients throughout the southeast United States, the Caribbean and Latin America from ten conveniently located offices spanning the Gulf Coast of Florida**

## Company Overview

# Development Team – WilsonMiller

- WilsonMiller is one of the preeminent land development planning and design firms in the southeastern United States and Caribbean basin, as well as one of the leading transportation planning and design firms in Florida.
- WilsonMiller's philosophy and work ethic was established by its company's founders early in the firm's development – and is still embraced today: the most important ingredient in every human interaction is honesty. They recognize that they truly realize success in a project only when a client's needs have been fulfilled in harmony with the health, safety and welfare of the general public. This has been the heritage that WM has been building since 1956 – and is the foundation for its future.
- Services provided by WM include planning, engineering, transportation, landscape architecture, ecological, surveying, GIS analysis, water resources and construction inspection and observation services. Their clients include municipalities, counties, state agencies, local, national and international private land developers and corporations.
- WilsonMiller creates long-term strategies and land use plans to provide for growth and revitalization of urban, suburban and rural communities. WilsonMiller is equipped to help local officials make decisions concerning land use policy, economic development and environment needs.
- WilsonMiller applies its consulting expertise to assist clients in developing and managing projects ranging from large-scale communities, agricultural parcels and government facilities encompassing several thousand acres to individual sites for roadways, offices, schools, marinas, hotels/resorts, parks, streetscapes and other uses.

## Company Overview

# WilsonMiller – Matthew D. Horton

- Matthew D. Horton is a Landscape Architect, Urban Designer and Manager of WilsonMiller's Fort Myers Design Studio
- He offers experience in master planning and design for public spaces, redevelopment, residential master planning, resort and commercial properties. Mr. Horton possesses extensive knowledge and experience in the practice of redevelopment, smart growth and new urbanism.
- Project experience:
  - New Town and Villages
    - Murdock Village – Charlotte County, FL / Bonita Village – Lee County, FL
  - Urban Design and Redevelopment
    - Port Charlotte Urban Trail Phases I & II – Charlotte County, FL / Billy Bowlegs Park Redevelopment Master Plan – Lee County, FL / Charrette Harbor C.R.A. Study – Charlotte County, FL / Old San Carlos Boulevard Streetscape – Lee County, FL / East Bradenton Neighborhood Streetscape Plan – Manatee County, FL / Lakes Park Redevelopment Master Plan – Lee County / Estero Boulevard Streetscape Master Plan – Lee County
  - Parks
    - Hathaway Park – Charlotte County, FL / Charlotte Flatwoods Park – Charlotte County, FL
  - Master Planned Community Project Experience
    - Ginn Properties Project – Lee County, FL / Savanna Lakes – Lee County, FL
    - Mediterra – Lee and Collier County, FL / Riverwood – Charlotte County, FL

## Company Overview

# WilsonMiller – Richard L. Woodruff

- Richard L. Woodruff, a Senior Vice President and Principal of WilsonMiller, offers more than twenty-eight years of experience as a public sector manager. Dr. Woodruff is responsible for overseeing all aspects of operations for the Ft. Myers office where he serves as Managing Principal. He also oversees the Comprehensive and Regional Planning Business Unit for the company and focuses on providing planning studies to governmental entities.
- Project experience:
  - DRIs
    - Heritage Bay DRI – Collier County, FL / Babcock Ranch DRI – Charlotte and Lee County, FL
  - Land Use Planning
    - Rural Fringe Study Committee – Collier County, FL / Collier County Rural and Agricultural Assessment Area – FL
    - Alva Community Plan – Lee County, FL
  - Site Development Plans
    - Collier County Government Center – Collier County, FL / Ginn Development Planned Community – Lee County, FL
  - Commercial Planning
    - Port ‘o’ Call Marina – Collier County, FL / Naples Airport Authority – Collier County, FL
  - Streetscapes
    - Estero Boulevard Streetscape – Lee County, FL / 5<sup>th</sup> Avenue South – Collier County, FL
    - Old San Carlos Streetscape/Redevelopment – Lee County, FL
    - Naples Neighborhood Traffic Management Program – Collier County, FL
    - Great Streets Program – Collier County, FL / Goodlette-Frank Road – Collier County, FL
    - Naples Gateway – Collier County, FL / 41/10 Redevelopment Area – Collier County, FL
    - Murdock Village Redevelopment Plan – Charlotte County, FL

## Company Overview

# WilsonMiller – Karen M. Johnson

- Karen M. Johnson is a WilsonMiller Regional Manager offering an impressive twenty-three year background in public-sector environmental management.
- Her credentials include fifteen years with the South Florida Water Management District (SFWMD) where she served as the Senior Supervising Environmental Analyst for Southwest Florida.
- Her expertise in sustainable development projects and regulatory experience is unparalleled in the professional environmental community. Ms. Johnson is also a recognized expert in conflict resolution between regulatory permitting staff, the development community and agricultural interests.
- Project experience:
  - Site Analysis
    - Murdock Village – Charlotte County, FL / Alico Ranch Lands – Hendry County, FL / Alligator Creek Property – Charlotte County, FL
  - Environmental Resource Permitting
    - Town of Ave Maria – Collier County, FL / Collier-Orange River #3 230kV Transmission Line Project Collier and Lee County, FL / Cypress Woods – Lee County, FL / Island Park Regional Mitigation Project – Collier and Lee County, FL / Plantation Road Extension – Lee County, FL / Florida Gulf Coast Technology and Research Park – Lee County, FL / Charlotte County Parks and Recreation – Charlotte County, FL / Ginn Development Project – Lee County, FL / McDaniel Ranch – Hendry County, FL
    - Land Stewardship Plans – Estero Marsh Preserve – Lee County, FL

## Company Overview

# WilsonMiller – Anita L. Jenkins

- Anita L. Jenkins offers over fourteen years of public and private sector experience in regional and comprehensive land use planning. She has extensive experience in land use and growth management practices having authored, collaborated on, and contributed to the writing of numerous land use and growth management plans and policies and implementing regulations and ordinances.
- Three recent special area studies Ms. Jenkins authored received state recognition for Outstanding Public Report Awards, a Sustainable Florida Award, and FAPA Award of Excellence.
- Project experience:
  - Community and Regional Planning
    - 300,000+ Acre Rural Lands Stewardship Concept Evaluation – FL / Activity Center #9 Interchange Master Plan (IMP) Collier County, FL
    - Rural Lands Stewardship Area Overlay – Collier County, FL / Collier County Land Development Code – FL
    - Vanderbilt Road Corridor Study – Collier County, FL / Collier County Greenway Plan – Collier County, FL
    - Estero Boulevard – Lee County, FL / 5<sup>th</sup> Avenue South CRA (Community Redevelopment Area) – Naples, FL
    - Marco Island Master Plan Charrette – Marco Island, FL
  - Development Planning and Entitlement Approvals
    - Ave Maria University – Collier County, FL
    - Hamilton Harbor – Collier County, FL
    - Twelve Lakes – Collier County, FL
    - Boat Haven – Collier County, FL
    - Mediterra – Lee and Collier County, FL

## Company Overview

# WilsonMiller – Elizabeth A. Fountain, P.E.

- Elizabeth Fountain offers nine years of experience in various aspects of project design, analysis, permitting and review.
- As a project manager, Ms. Fountain is responsible for the design and permitting of land development projects that include residential, commercial and industrial sites. She is also involved in creating and updating hydraulic models of force main, potable water main and irrigation distribution systems for various projects.
- Project experience:
  - Residential
    - The Brooks – Fort Myers, FL
    - University Enhancement Community – Lee County, FL
    - The Ginn Development – Lee County, FL
  - Commercial
    - Cypress Woods – Lee County, FL
  - Parks & Recreation
    - Rotunda Park – Charlotte County, FL
    - Port Charlotte Beach Park – Charlotte County, FL
  - Wastewater
    - Bonita Springs Utilities Force Main Master Plan Update – Lee County, FL
  - Irrigation
    - The Brooks, Master Irrigation and Water Plans – Lee, FL
    - Twin Eagles Irrigation Master Plan – Collier County, FL

- DPA is prequalified by the Florida Department of Transportation to perform Project Development and Environmental Studies, Highway Design, Traffic Engineering and Operation Studies, Traffic Operation Design, Construction Engineering Inspection, and Planning
- Project experience:
  - Lehigh Acres Commercial Land Use study
  - Corkscrew Road Service Area: Implementation of the Privately Funded Infrastructure Overlay Concepts
  - Marco Island Right-Of-Way Master Plan
  - Alton Road Traffic Calming Assessment
  - Airport / ECC Access / US 17 Bypass Area Study

## Company Overview

# Development Team – David Plummer & Associates

- David Plummer & Associates (“DPA”), with offices in Coral Gables and Fort Lauderdale and local offices in Downtown Fort Myers, is an organization of civil engineers and transportation planners offering professional services throughout the South Florida area.
- DPA was incorporated in 1978 to provide transportation expertise to its many clients in South Florida, in both the public and private sectors. Since that time, the firm has experienced steady yet controlled growth. In 1983, DPA began providing services to the public sector in Lee and Collier County. This led to the opening in 1985 of a fully staffed office in Downtown Fort Myers. In 1987, a third office opened in Palm Beach County to serve the Treasure Coast. In 1998, an office was opened in Fort Lauderdale to better serve its clients in Southeast Florida. DPA now has approximately thirty-five employees in several offices throughout South Florida.
- DPA’s public clients include or have included Lee County, Collier County, Charlotte County, Florida Department of Transportation, Miami-Dade County, Broward County, Martin County, Palm Beach County, St. Lucie County and Monroe County, as well as the Cities of Fort Myers, Miami, Coral Gables, Miami Beach, Coral Springs, Homestead, Ft. Lauderdale and Sanibel. Providing services to these public clients has enabled its professionals to establish excellent working relationships with the local, regional and state government agencies.
- DPA has been located in Downtown Fort Myers since opening their office in 1985. Mr. Mark J. Gillis is the Principal-In-Charge, General Manager of their Fort Myers Office.

- **Mr. Gillis has conducted traffic studies for several of the largest public and private projects in Southwest Florida**
  - Florida Gulf Coast University Comprehensive Plan Amendment
  - Southwest Florida International Airport Substantial Deviation Study
  - Airport/ECC Access/US 17 Bypass Area Study
  - Summerlin Road/Fowler Street/Boy Scout Drive Corridor Study
  - Corkscrew Road Service Area

## Company Overview

### DPA – Mark J. Gillis

- As General Manager of the Southwest Florida Regional Office, Mr. Gillis oversees the preparation of all of the transportation projects in this region. Mr. Gillis holds a Masters degree in urban planning and has over twenty-five years of land use and transportation planning experience in both the public and private sectors.
- Mr. Gillis has also been the Principal-in-Charge for the Collier County MPO General Transportation Planning Consultant contract and the Traffic Engineering Consultant Services contract. Under those contracts, he has overseen the preparation of the Collier County 2020 Long Range Transportation Plan Update, the Vanderbilt Beach Road Level of Service Study, the Collier County Post Disaster Transportation Infrastructure Analysis, the Collier County Congestion Management System and the Collier County Roadway Service Volume Update.
- On this Project, Mr. Gillis will be responsible for overseeing all production under this contract, overseeing the successful completion of each task, and will ensure that the firm, working with the team, completely satisfies and exceeds the expectations of the County. Mr. Gillis will have authority over DPA's personnel to ensure the highest quality and quickest response requested by the County. He will also have control over company resources to make sure that DPA's performance is more than satisfactory.
- Mr. Gillis will also be actively involved in transportation study methodology review and preparation and review of recommended road networks.

- **Travel Model Experience**
  - Collier County 2020 Long Range Plan Update
  - Airport/ECC Access/US 17 Bypass Area Study
  - Florida Gulf Coast University Comprehensive Plan Amendment
  - Gateway Communities
  - Arborwood DRI
  - Alico New Community
  - Sun City
  - Babcock Ranch
  - HealthPark Florida
- **Traffic Simulation Model Experience**
  - TRANSYT
  - SimTraffic
  - Paramics

## Company Overview

### DPA – Stephen Leung

- Mr. Leung will be responsible for overseeing the preparation and/or review of all traffic studies in support of the Planning Study. This includes existing and future conditions, review and evaluation of alternatives, preparation of a recommended plan and formulation of implementation alternatives.
- Mr. Leung has a master's degree in transportation planning and extensive experience with project management, travel models (including the Lee County FSUTMS), intersection capacity analysis, traffic circulation studies and plan updates. His responsibilities include traffic planning and operations analyses, as well as the maintenance and operation of travel models in the office.
- Prior to joining DPA, Mr. Leung was a transportation planner with the Lee County Department of Transportation, as well as with the Lee County Department of Economic and Community Development. Mr. Leung has over fifteen years of transportation experience.
- Mr. Leung has been the principal travel modeler for all major travel modeling work in the Southwest Florida office.

- **Mr. Talone holds a master's degree in urban geography, is a member of the American Institute of Certified Planners, and has over fifteen years of transportation planning experience in both the public and private sectors**

## Company Overview

### DPA – Ronald T. Talone

- Mr. Talone will be responsible for all travel modeling and simulation efforts and reviews for the transportation studies. He will also be actively involved in the formulation and evaluation of road networks, implementation strategies and access management programs.
- Mr. Talone has been involved in many of the larger public projects undertaken by DPA's Fort Myers Office. They have included the Collier County Government Center DRI, Collier County 2010 Financially Feasible Plan Update (District One), the Collier County 2020 Long Range Transportation Plan Update (District One), the FIHS General Consultant for FDOT District Seven, the Collier County Congestion Management Study and the Collier County Roadway Service Volume Update. Mr. Talone was also the Project Manager for the Lehigh Acres Commercial Land Use Study and the Burnt Store Road Initiative.
- Mr. Talone has also prepared traffic studies in support of many of the largest and most complicated DRI's in Southwest Florida. They have included Pelican Landing, Simon Coconut Point Mall, Collier County Government Center, Heritage Bay and The Brooks.
- As Chief Transportation Planner in our Fort Myers Office, Mr. Talone's responsibilities include the management of all major public and private transportation planning studies, the development of traffic circulation plans and the analysis of land use and traffic impacts of various residential, commercial, industrial, office and mixed use developments. Before joining DPA, Mr. Talone was the Lee County MPO/Local Government Liaison for the Florida Department of Transportation.

- Other services include
  - Residential real estate feasibility research
  - Price, product and supply analysis
  - Extensive consumer research and focus group studies

## Company Overview

# Development Team – Fishkind & Associates

- Fishkind & Associates are financial consultants specializing in real estate analysis, market research, feasibility studies, fiscal impact assessments, financing, expert witness testimony and *Econocast*, Florida's economic forecast.
- In light of current economic conditions, Fishkind & Associates continues to revise the forecast for Florida's counties and MSA's based upon updated national forecast information.
- As one of Florida's premier economic consultants, Fishkind & Associates has extensive experience in economic and fiscal impact analysis, policy studies, forecasting and finance throughout Florida and the United States.
- Additionally, the firm is involved in key financial advisory roles to special districts, local governments, redevelopment agencies and real estate developments.
- Dr. Fishkind is also a noted expert witness in anti-trust, eminent domain, personal injury, wrongful death and business damage cases.

• Selected Client List

- Arvida
- A. Duda & Sons
- State of Florida
- Champion Realty
- Chase Manhattan Bank
- City of Fort Lauderdale
- City of Orlando
- City of Hollywood
- CSR/Rinker Materials
- Major Central Florida Attraction Company
- Edison Electric Institute
- Engle Homes
- Florida Electric Power Coop. Group
- Florida Home Builders Assoc.
- Florida Power Corporation
- ITT Community Development
- McArthur Foundation
- Orlando Utilities Commission
- Tampa Electric
- Trammel Crow, Inc.
- Westinghouse Communities
- U.S. Department of Justice

Company Overview

## Fishkind & Associates – Dr. Henry H. Fishkind

- With over twenty years of experience in economic analysis and forecasting, Dr. Henry Fishkind is widely regarded as one of Florida's premier economists and financial advisors.
- Dr. Fishkind's career began in the public sector where he worked as an economist and Associate Professor at the University of Florida.
- In 1980 Dr. Fishkind became the Associate Director for Programs of the University of Florida's Bureau of Economic and Business Research. During his tenure at the University, Dr. Fishkind served for three years (1979-1981) on the Governor's Economic Advisory Board. Dr. Fishkind began his career as a private sector consultant when he became president of M.G. Lewis Econometrics in Winter Park, Florida. In 1988 Dr. Fishkind formed Fishkind & Associates, Inc. as a full service economic and financial consulting firm. Dr. Fishkind is a former member of the Board of Directors of Summit Properties, and he is a former member of Governor Bush's Council of Economic Advisors.

- **Banking Experience**
  - In the years since its inception in 1987, the firm has served as senior manager in connection with tax-exempt and taxable municipal financings exceeding \$10Bn
  - Among the firm's major clients are such entities as Stanford University, the California Institute of Technology, Dartmouth College, the University of Southern California, Johns Hopkins University, Duke University, University of North Carolina at Chapel Hill, the Southern California Public Power Authority, Energy Northwest and the Los Angeles Metropolitan Water District

## Company Overview

### Development Team – Prager, Sealy & Co.

- In 1987, Prager, Sealy & Co. (an NASD registered broker dealer) began with its founders intent on providing clients with old-fashioned, relationship-driven, client-centered advice and service.
- In early 1991 the firm opened its New York sales and trading operation in order to assure that it was in the center of market intelligence for its clients.
- In late 1991 the firm opened its Orlando office specializing in land-secured projects.
- Today the firm has approximately fifty employees. The company's belief is that if it serves its clients well, success will follow. Prager, Sealy takes enormous pride in its work and is committed to achieving excellence in everything it undertakes. The company's employees are expected to maintain the highest level of integrity and ethics because these values are at the heart of Prager, Sealy's business.
- The firm's banking staff offers expertise in all major areas of tax-exempt and taxable municipal finance, including higher education, land-secured finance, public power, water, transportation, resource recovery and solid waste disposal, housing and redevelopment, real estate and derivative products.

- **Mr. Sealy's special tax district experience spans twenty years and includes special district financing in Florida, Colorado, Arizona, California and Georgia**

## Company Overview

# Prager, Sealy & Co. – Doug Sealy

- Douglas J. Sealy joined Prager, Sealy & Co. as Managing Director in 1991 and manages the real estate investment banking operations for the Firm. Mr. Sealy has specialized in all facets of corporate-related and real estate transactions during the course of his thirty year career in municipal finance.
- Prior to joining the firm, Mr. Sealy was a Senior Vice President and Principal of Donaldson, Lufkin & Jenrette, specializing in special district infrastructure finance and economic development.
- Prior to his six years at Donaldson, Lufkin & Jenrette, Mr. Sealy was with Goldman, Sachs and Company for 16 years where he headed the firm's corporate-related business.
- Mr. Sealy is a 1970 graduate of Washington University (St. Louis) with a B.A. degree in Economics.

- **Goodkin provides their clients with market intelligence that measures demand, evaluates competition and defines the target market segments.**
  - Goodkin translates this information into a recommended plan of action with highly specific suggestions designed to maximize market success

## Company Overview

# Development Team – Goodkin Consulting

- Goodkin Consulting (“Goodkin”) has served the real estate, financial and public sectors since the 1950s, providing creative ideas, critical analysis and profitable solutions in all aspects of the decision-making process.
- Goodkin has conducted studies in more than forty states, Canada, Mexico, the Caribbean, South America and Europe, ranging from small luxury townhouse developments to commercial and hospitality projects, as well as large-scale planned communities. Their clients range from Florida’s most successful residential developers to municipal governments, redevelopment agencies and the largest multi-use development companies in North America.
- Goodkin provides their clients with market intelligence that measures demand, evaluates competition and defines the target market segments. In turn, they translate this information into a recommended plan of action with highly specific suggestions designed to maximize market success.
- Their senior professionals have worked with an extensive array of private and public sector clients including developers, merchant builders, banks, pension funds, insurance companies, public agencies, municipal governments, real estate owners, private investors and Wall Street firms including investment-banking operations.
- To enhance their resources and provide additional advisory services to clients, Goodkin Consulting has a joint services alliance with the Strategic Development Planning Group of URS Corporation (NYSE: URS), one of the world’s largest engineering design firms. URS specializes in economic development and market strategies for large developers, local governments and public/private ventures with integrated project services from front-end planning to final construction. Headquartered in San Francisco, URS operates in more than 20 countries with approximately 27,000 employees.

- **Jack's thirty years of experience in the real estate development field and his wide range of involvement in complex projects all over the country have truly made him one of the most knowledgeable people in his field**
- **Mr. Winston was a grant recipient of the Lincoln Institute of Land Policy for his work on "The Urban Village." He received one of the top ten buildings in steel awards presented by the Bethlehem Steel Company for his designs and the innovative design award in concrete presented by the Portland Cement Association. He was a recipient of a research grant from the United Cerebral Palsy Foundation for his book *Concepts of Residential Care: An Architectural Guide***

## Company Overview

# Goodkin Consulting – Jack Winston, A.I.C.P., AIA

- Jack Winston holds a Bachelor of Architecture degree from Pratt Institute in New York, a master's in Business Administration and a master's in Urban & Regional Planning from the University of Miami. He has practiced architecture as well as having his own residential building company in New York. Jack Winston has held senior management positions with the largest home builders in the world, including Levitt & Sons, Larwin, as well as the real estate development firms of Triangle Pacific (NYSE) and GAC. He has owned one of the largest home building companies in the Miami area and is a nationally known real estate expert.
- Prior to joining Goodkin Research, Mr. Winston's consulting firm, the Winston Group, completed various real estate consulting assignments for such clients as Citicorp, NCHP, GAC Corp., Coopers & Lybrand, CenTrust, Leisure Technology, Booz, Allen & Hamilton, City of Albany, Georgia, the Downtown Development Authority, City of Miami and Dade County's Housing and Development Departments.
- Mr. Winston is a member of the National Association of Home Builders and the Builders' Association of South Florida where he was Chairman of the Construction Committee and the Dade County Codes Committee. He is also a member of the Urban Land Institute, the American Institute of Architects, the Governor's Task Force on Urban Growth, the American Planning Association and the Institute of Residential Marketing.
- Mr. Winston has received licenses from the State of Florida as a State General Contractor, Real Estate Broker and Community Association Manager, and is a certified land planner.

- **Hospitality industry representation including management agreements, franchise agreements, purchase and sale agreements, and other counsel for owners, operators and developers of resorts, hotels, restaurants and clubs**
- **All aspects of government property disposition including preparing bid procedures and form contracts, managing the bid process, assisting in selecting preferred bidders, negotiating purchase and sale agreements and closing transactions**

## Company Overview

# Development Team – Gunster, Yoakley & Stewart

- The Urban Development Group of Gunster, Yoakley & Stewart P.A. has extensive experience in all aspects of development, special taxing districts, public bidding, finance, land use, zoning and environmental controls, concession agreements and leasing. Some of the Urban Development Group’s notable representations and important assets are listed below.
  - Assisted renovation efforts that transformed downtown Fort Lauderdale and the adjacent beachfront into vibrant residential, commercial, retail and entertainment districts.
  - Took a lead role in the entitlement of Midtown Miami, a multi-billion dollar brownfield redevelopment of a 56-acre railyard in downtown Miami. A mixed use “city within a city” which will contain 3,000 residential units and 650,000 sf of retail is now rising from the site.
  - Development of innovative financing programs, including tax incentives and other government programs, such as special districts for tax exempt financing of infrastructure, assist in identifying financing sources, including private sector and bilateral and multilateral funding agencies, structure financing proposals and programs, including public financing and public and private credit enhancements of public debt, advise on restructuring debt and equity on development projects.

## Company Overview

# Gunster, Yoakley & Stewart – Ernest A. Cox

- Ernest A. Cox is a shareholder, a member of the firm's Litigation and Real Estate Departments and chair of the firm's Eminent Domain and Property Rights Practice Group. Ernie joined the firm in 1991 and works out of the West Palm Beach and Stuart offices.
- Ernie's areas of expertise include land use and environmental permitting matters throughout the state of Florida, ERP permitting, inverse condemnation, regulatory takings, vested rights, Bert J. Harris Property Rights Act claims, zoning, consistency challenges, impact fees and other matters between property owners and government, representing property owners in condemnation matters by the Florida Department of Transportation, Water Management Districts, ports, counties, cities and other condemning authorities, property rights and growth management legislation, rural lands stewardship, rural and agricultural lands issues.
- Practice Areas:
  - Land Use and Growth Management.
  - Rural Lands Stewardship.
  - Rural and Agricultural Lands Planning.
  - Land Use and Environmental Permitting Litigation.
  - Eminent Domain.

## Company Overview

# Gunster, Yoakley & Stewart – Michael P. Sim

- Michael P. Sim is a shareholder and a member of the firm's Real Estate Department. Mr. Sim is also a member of the Leisure and Resorts practice group.
- Practice Areas:
  - Club Membership Programs.
  - Leisure and Resorts.
  - Sports and Recreation.
  - Residential and Commercial Real Estate Transactions and Development.
- Honors:
  - University of Florida Law Review, 1979-80.

## Company Overview

# Gunster, Yoakley & Stewart – James R. Brindell

- James R. Brindell is a shareholder and member of the firm's Real Estate Department and Urban Development Group. Mr. Brindell joined the firm in 1981 and has over thirty years of experience.
- Civic and Community Service:
  - Envi Co-Chair, Role of the Private Land Owner Committee, Ecosystem Management, Florida Department of Environmental Protection, 1994-1995.
  - Florida Chamber of Commerce, Board of Directors 1992-1995.
  - West Palm Beach Transportation Management Association, Chairman 1994-1997.
  - West Palm Beach Downtown Development Authority, Chairman 1989-93.
  - Chamber of Commerce of the Palm Beaches, President 1989-90.
  - Community Redevelopment Agency, West Palm Beach 1990-91.
  - Palm Beach County Water Resources Management Advisory Board, Vice Chairman 1985-90.
  - Wellfield Protection Ordinance Subcommittee Chairman 1985-86.
- Practice Areas:
  - Land Use, Environmental and Administrative Law.
- Honors:
  - The Best Lawyers in America, - Environmental Law, 1993-present; AV Rated (means that his legal ability and ethical standards are very high to preeminent) as independently determined by Martindale-Hubbell.

Company Overview

## Development Team – Boca Grande Real Estate

- Founded nearly thirty years ago, Boca Grande Real Estate, Inc. is one of the first established full-service real estate firms in the area around the beautiful Charlotte Harbor Estuary.
- With its tradition of courteous, personal service, its staff takes great pride in offering a complete knowledge of the real estate industry, including financing, taxes, assessments, values and property management, as well as resource availability of architects and contractors for new construction.
- In addition, the company has experience in the area of securing environmental impact studies when appropriate and has an excellent reputation for providing successful opportunities for those who are interested in acquiring commercial property and/or business opportunities.

## Company Overview

# Boca Grande Real Estate – Johns Knight

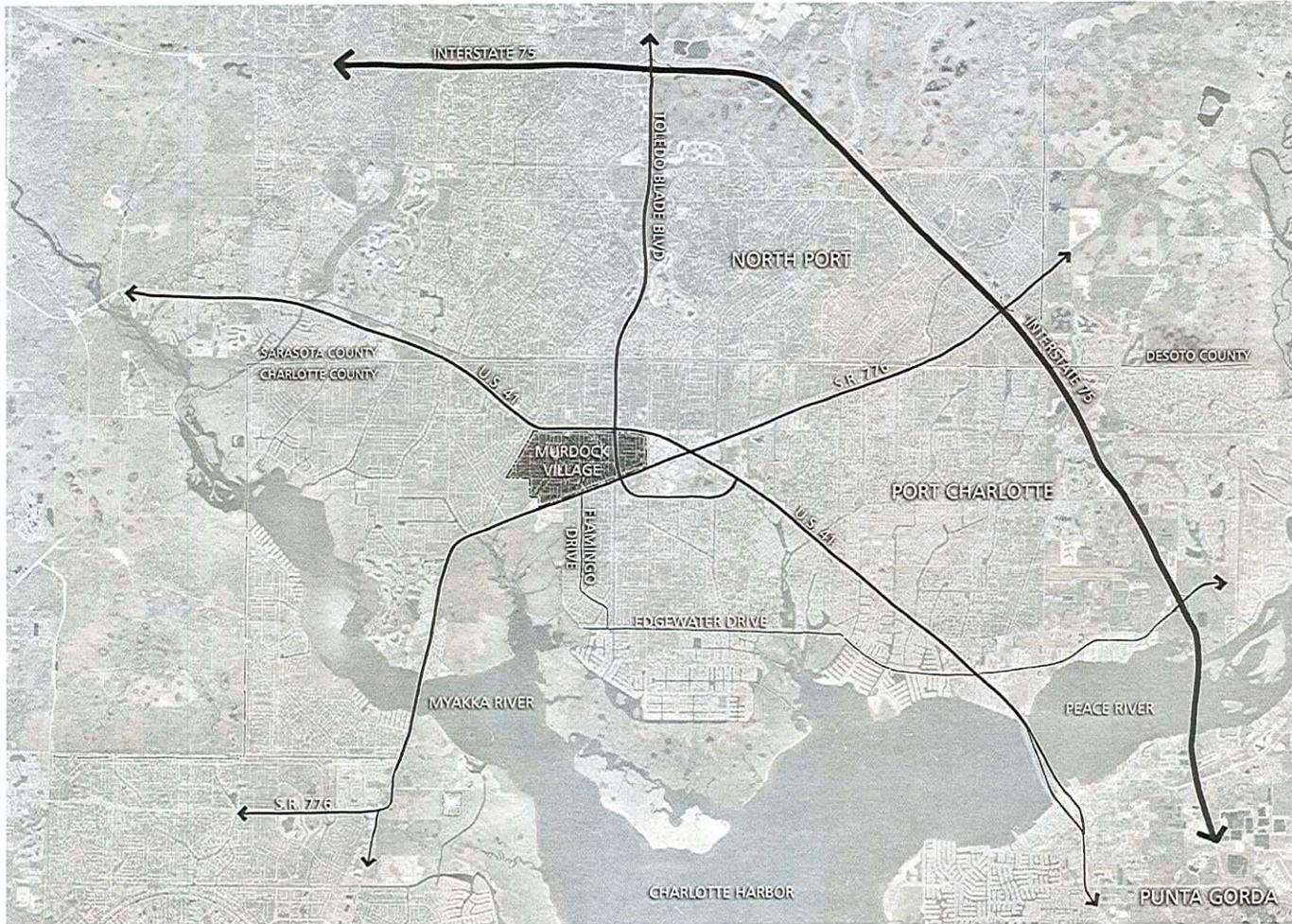
- Johns Knight is an eighth generation Floridian and a descendent of one of the first families that settled southwest Florida.
- Johns' knowledge of the real estate surrounding Charlotte Harbor comes not only from his experience in the real estate industry, but also from having spent his life as an active citizen in the Charlotte community.
- From merging personal observations with wisdom handed down for generations, Johns has developed an understanding of the estuaries and the land around them.
- Although he believes in growth, Johns harbors a desire to see the land reflect the flavor and history of the past. That's the reason he has worked to understand those things that impact the land, such as weather, run off and inappropriate development.
- Johns also sees a need to set aside land for future generations to enjoy, while creating habitat for species of plants and animals.
- Johns is currently President of the Boca Grande Chamber of Commerce, a member of the START program for the prevention of red tide and is a member of the Charlotte Harbor Conservancy.

Section III

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# Graphics

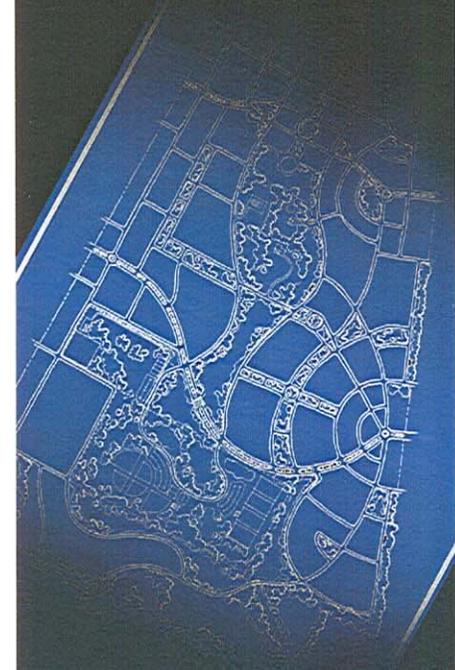
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# MURDOCK VILLAGE

charlotte county florida

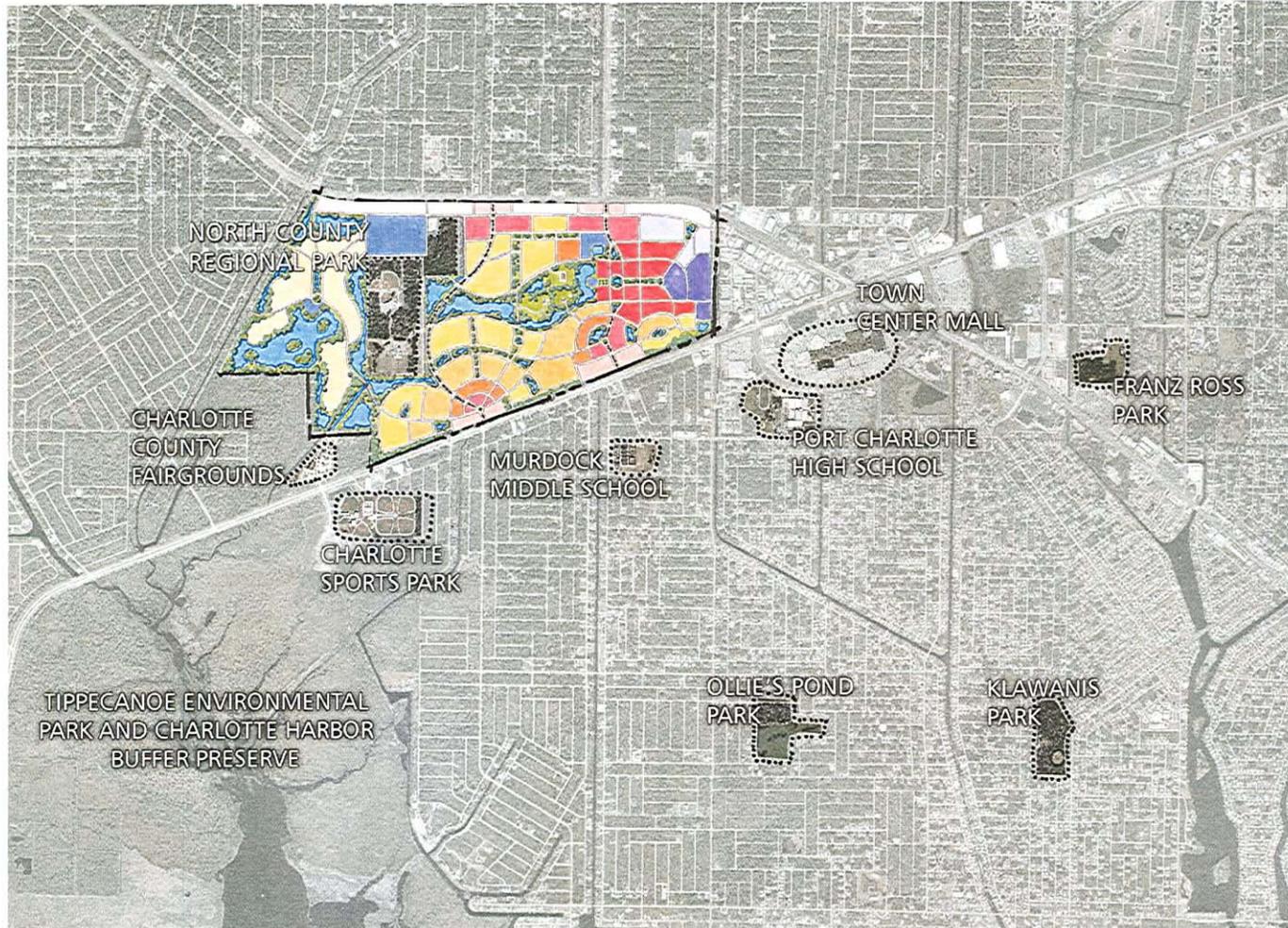
**CONCEPTUAL PLAN**  
Integration with Surrounding Area



N.T.S.

**Wilson Miller**  
Architectural, Planning, Design & Engineering

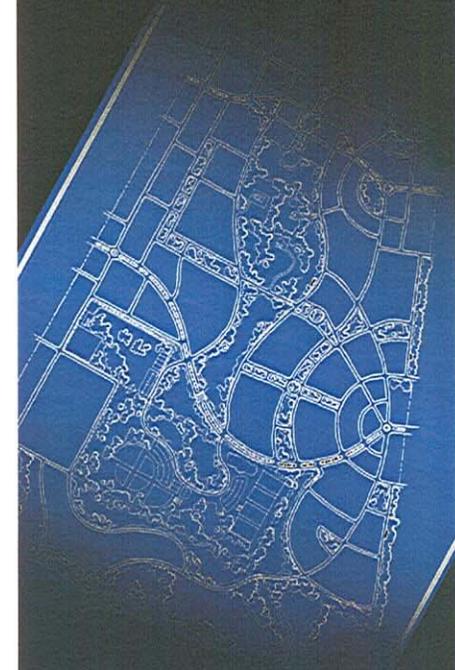
**Kilson** *of* **Partners**



# MURDOCK VILLAGE

charlotte county florida

**CONCEPTUAL PLAN**  
Integration with Surrounding  
Area Enlargement



N  
N.T.S.

**Wilson Miller**  
ARCHITECTS PLANNERS ENGINEERS

**Kitson's**  
KITSON'S PARTNERS



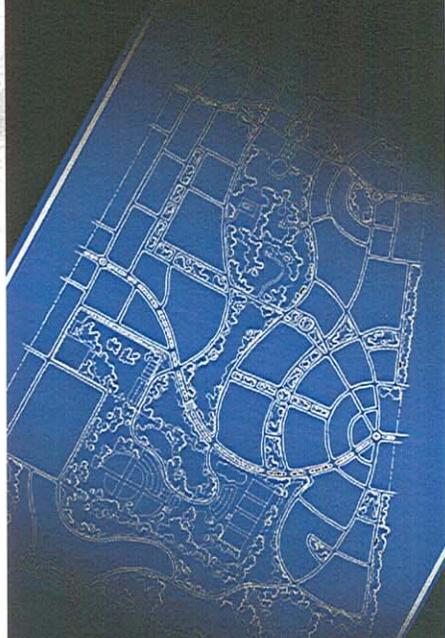
**LEGEND**

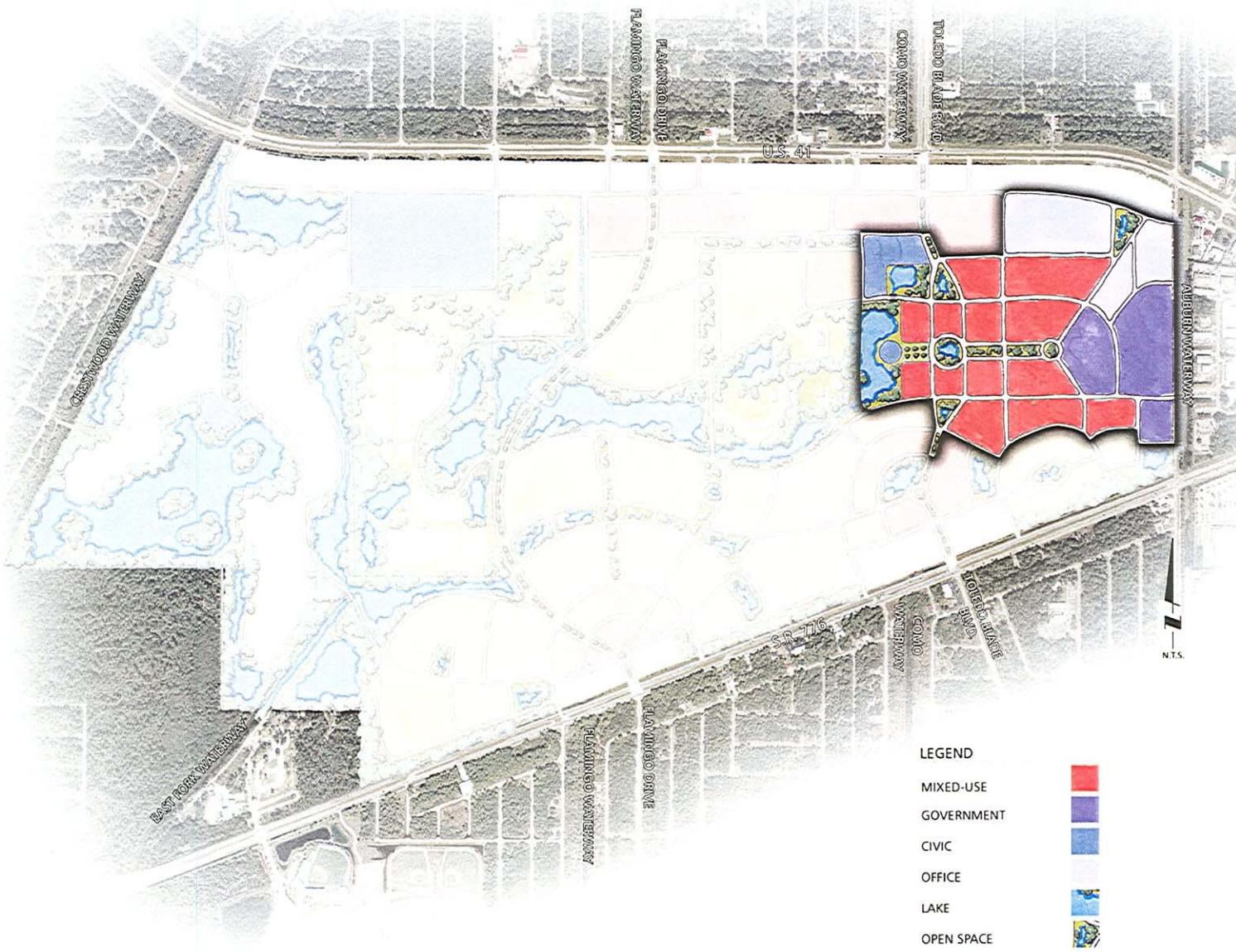
MIXED-USE		CONVENTIONAL RESIDENTIAL	
VILLAGE COMMERCIAL		GOVERNMENT	
FREE-STANDING RETAIL		CIVIC	
POTENTIAL PROPERTY ACQUISITION		OFFICE	
US41 OVERLAY AREA		LAKE	
HIGH DENSITY TND RESIDENTIAL		OPEN SPACE	
MEDIUM DENSITY TND RESIDENTIAL			
LOW DENSITY TND RESIDENTIAL			

# MURDOCK VILLAGE

charlotte county florida

## CONCEPTUAL MASTER PLAN





LEGEND

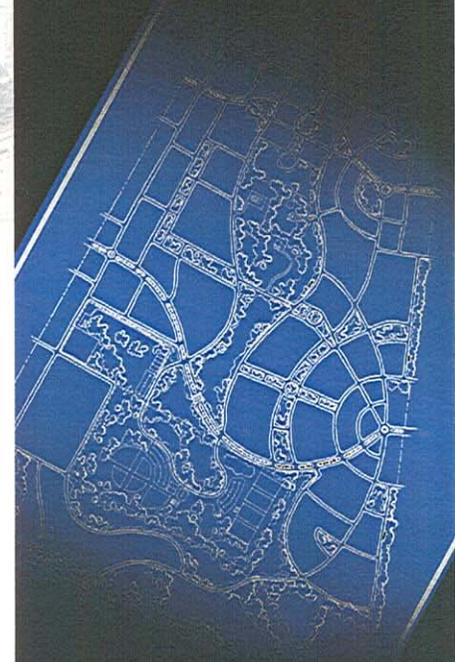
- MIXED-USE
- GOVERNMENT
- CIVIC
- OFFICE
- LAKE
- OPEN SPACE

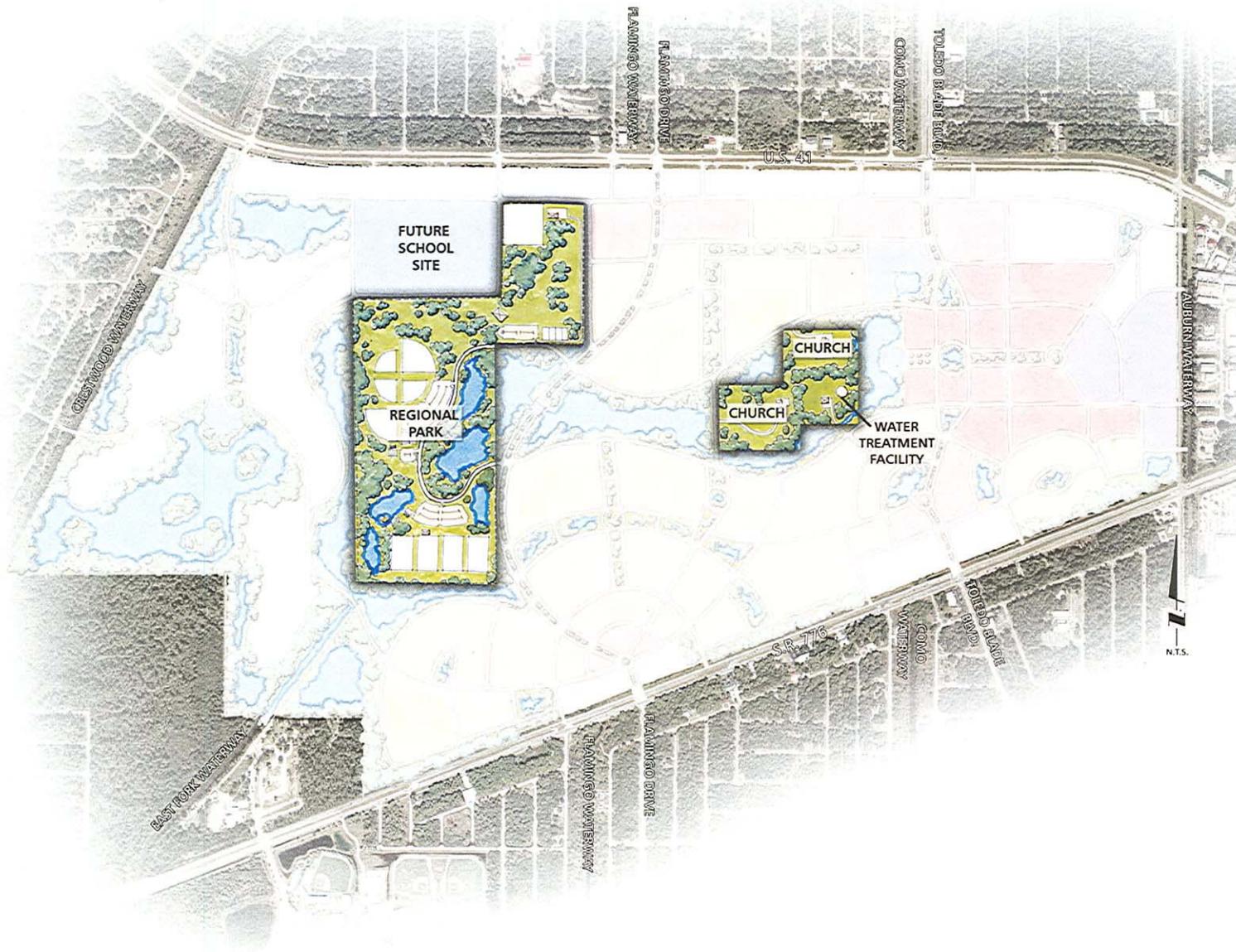


# MURDOCK VILLAGE

charlotte county florida

## CONCEPTUAL DIAGRAM Town Center

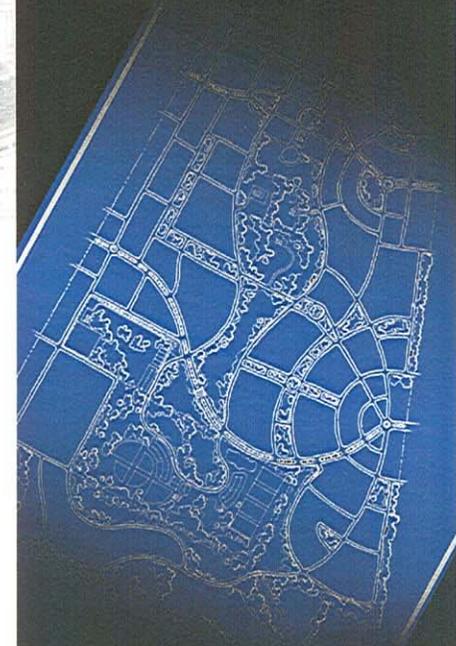


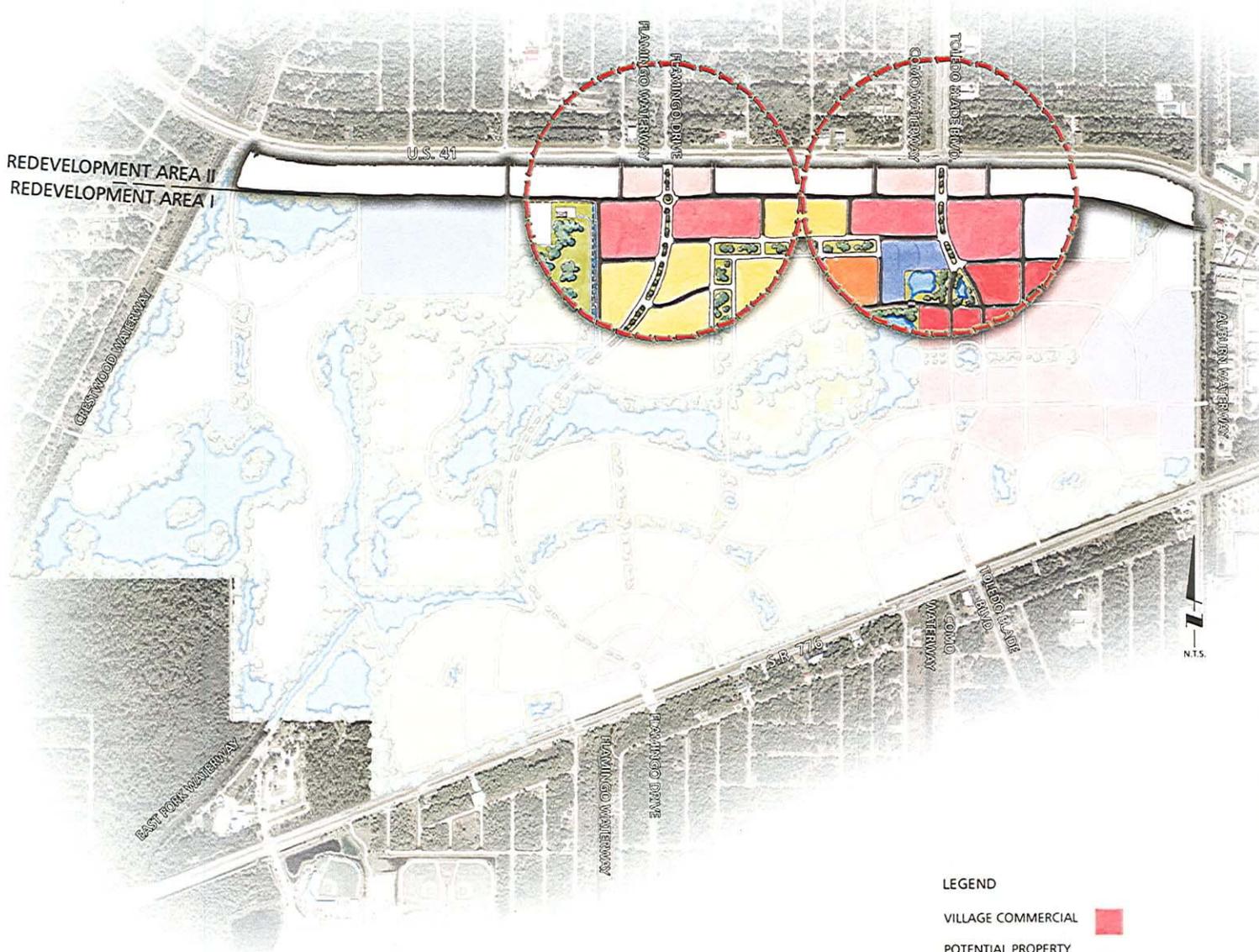


# MURDOCK VILLAGE

charlotte county florida

## CONCEPTUAL DIAGRAM Existing Facilities





REDEVELOPMENT AREA II  
REDEVELOPMENT AREA I

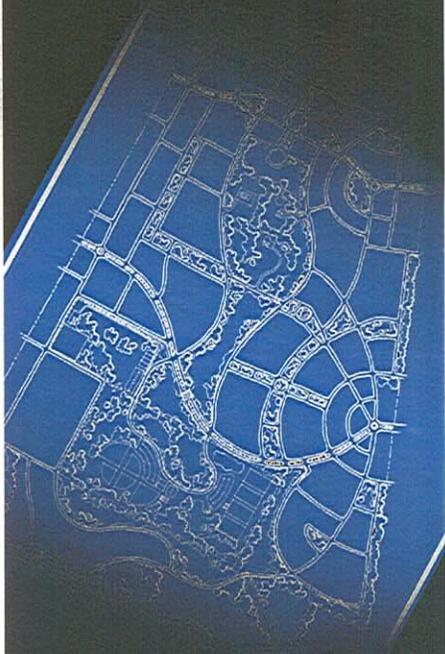
LEGEND

- VILLAGE COMMERCIAL
- POTENTIAL PROPERTY ACQUISITION
- US41 OVERLAY AREA
- 5-MINUTE WALK

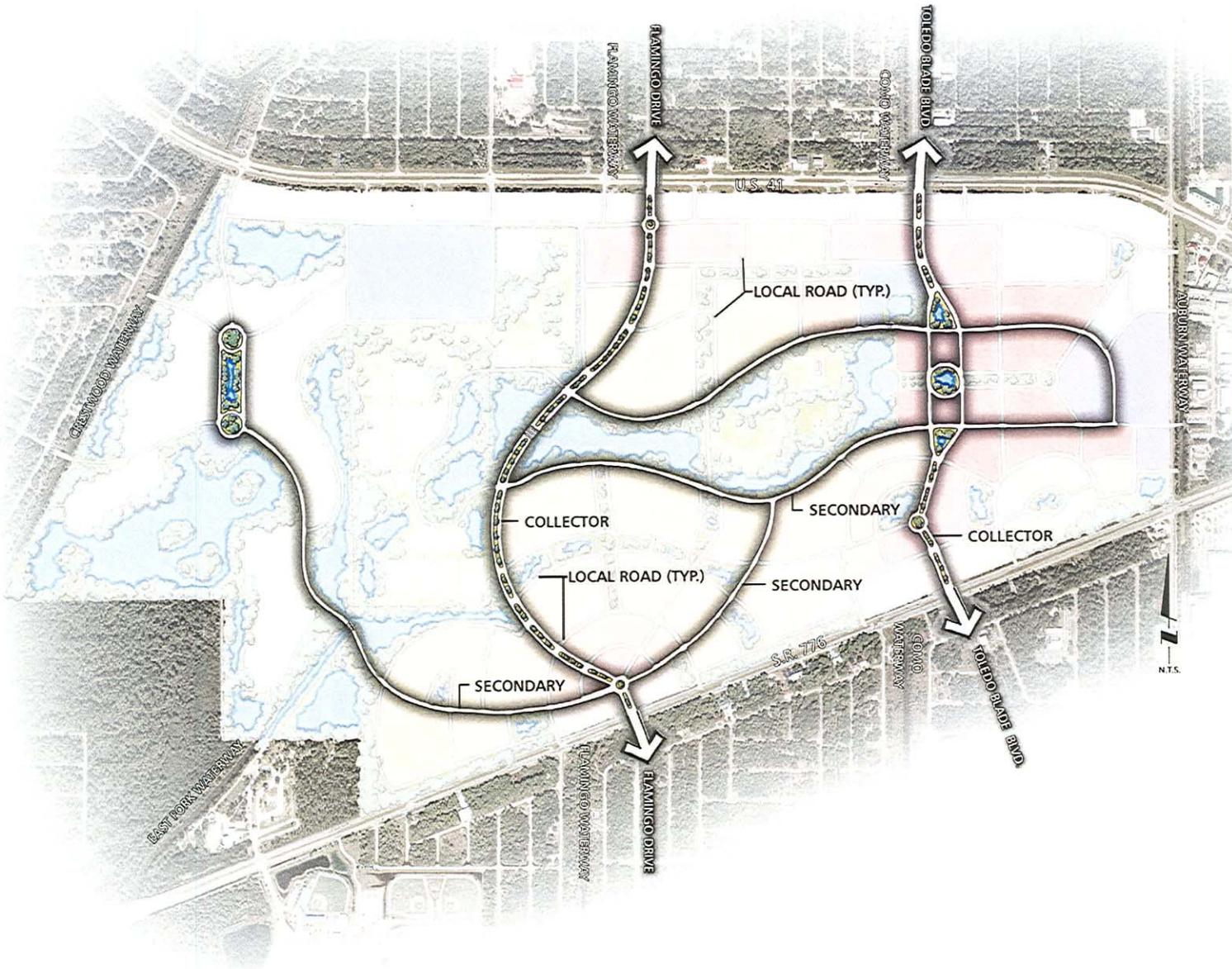
# MURDOCK VILLAGE

charlotte county florida

## CONCEPTUAL DIAGRAM Redevelopment Areas



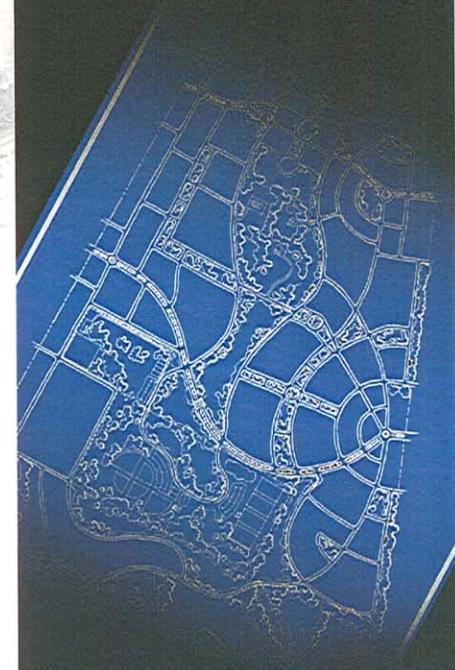


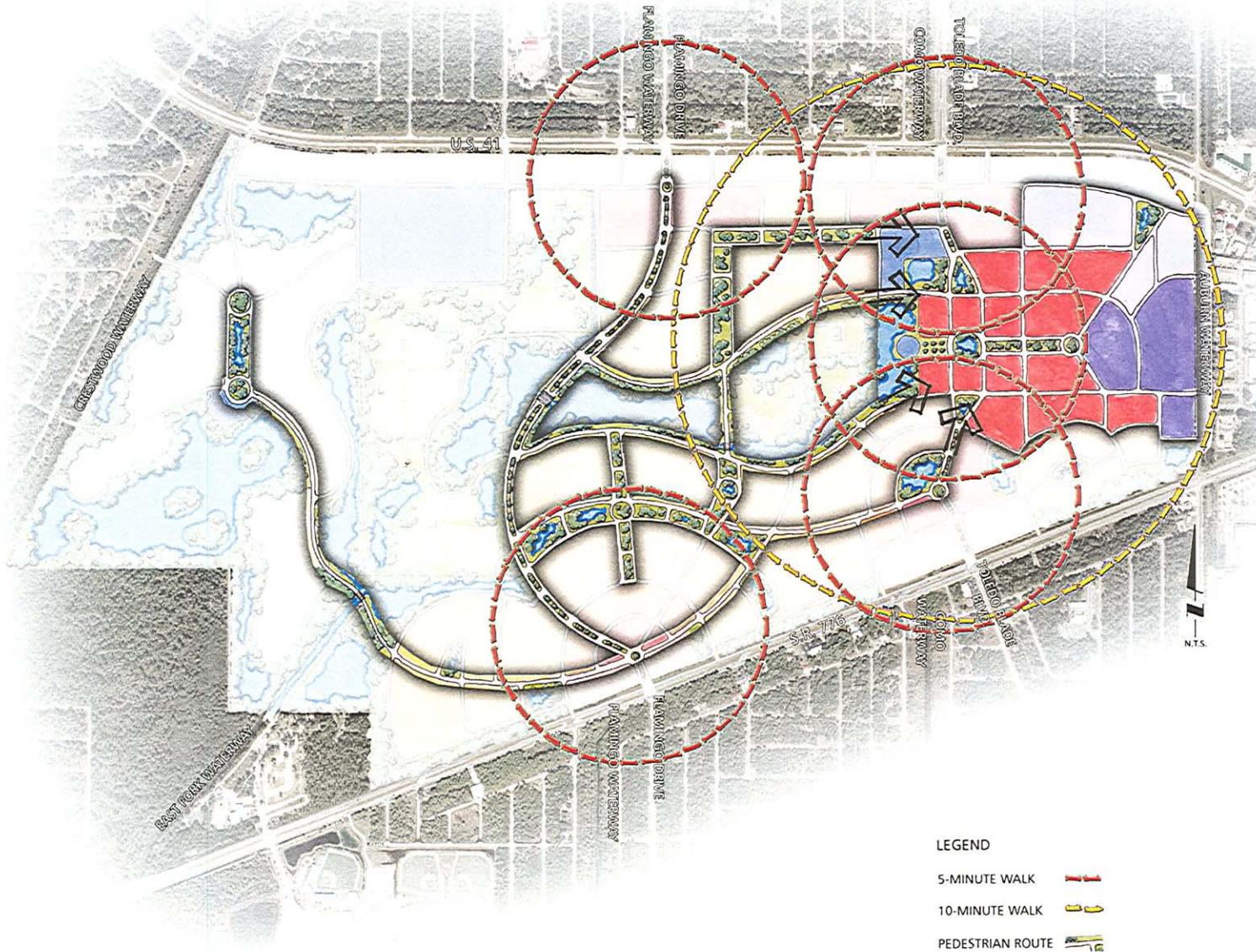


# MURDOCK VILLAGE

charlotte county florida

## CONCEPTUAL DIAGRAM Primary Road Network





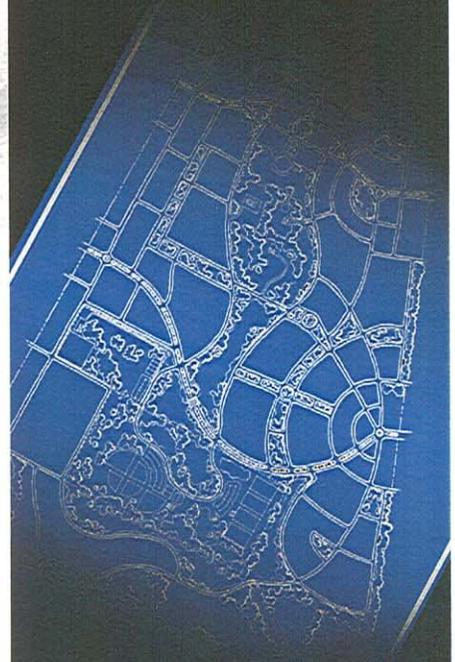
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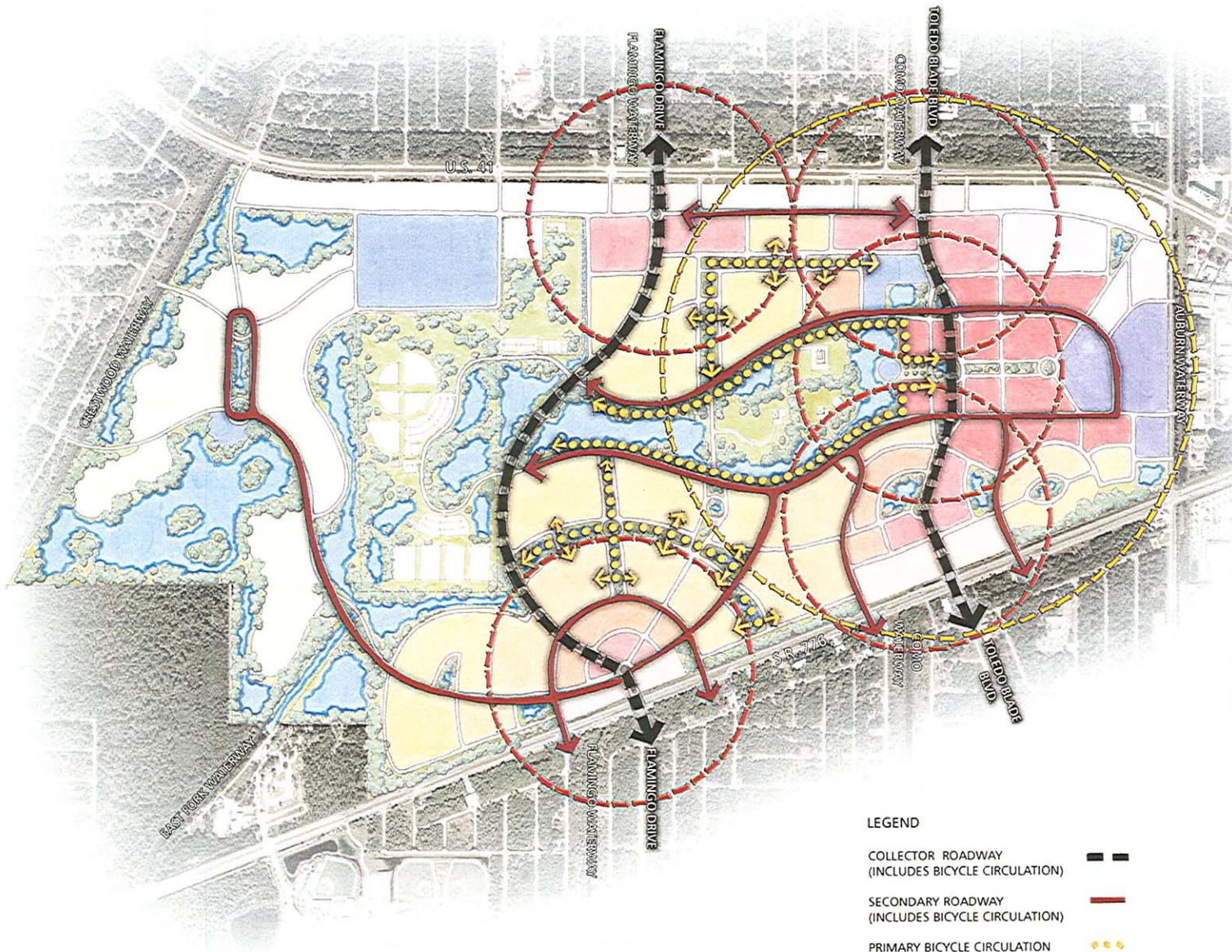
- 5-MINUTE WALK 
- 10-MINUTE WALK 
- PEDESTRIAN ROUTE 

# MURDOCK VILLAGE

charlotte county florida

**CONCEPTUAL DIAGRAM**  
Interconnectivity Between  
Neighborhoods and Town Center





**LEGEND**

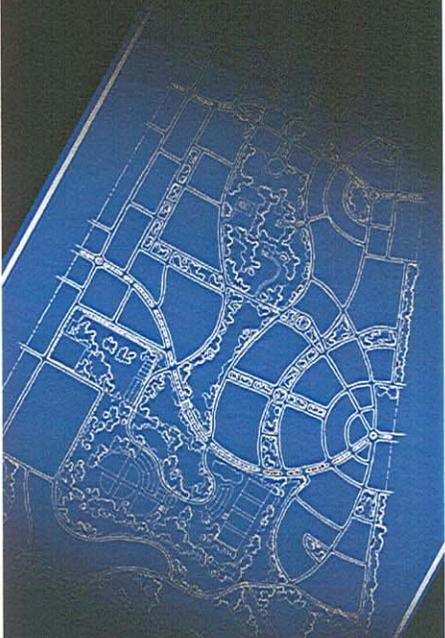
- COLLECTOR ROADWAY  
(INCLUDES BICYCLE CIRCULATION)
- SECONDARY ROADWAY  
(INCLUDES BICYCLE CIRCULATION)
- PRIMARY BICYCLE CIRCULATION
- 5-MINUTE WALK
- 10-MINUTE WALK

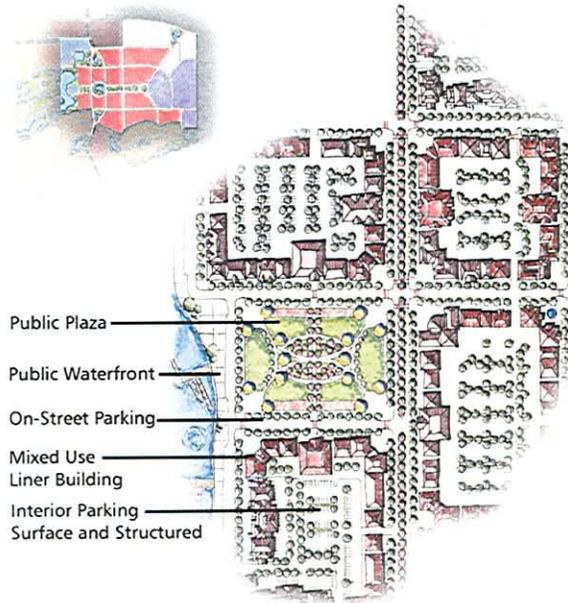
# MURDOCK VILLAGE

charlotte county florida

## CONCEPTUAL PLAN

Traffic and Circulation





Conceptual Streetscape View of Murdock Village Town Center

Conceptual Town Center Diagram



Conceptual View of Murdock Village Town Center Plaza

# MURDOCK VILLAGE

charlotte county florida

**CONCEPTUAL TOWN CENTER**  
General Character and Mix of Uses

**WilsonMiller**  
ARCHITECTS PLANNERS ENGINEERS

**KitsonPartners**  
ARCHITECTS



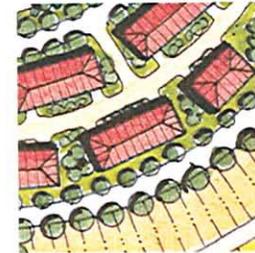
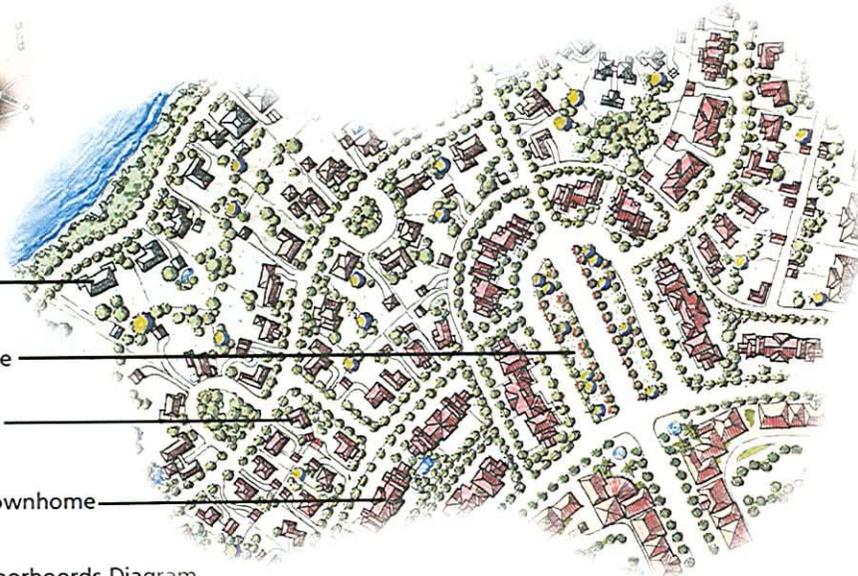
Conventional  
Single Family

Community Greene

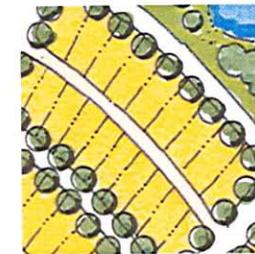
TND Single Family

Multifamily and Townhome

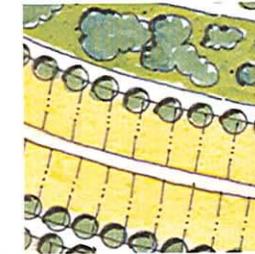
Conceptual Neighborhoods Diagram



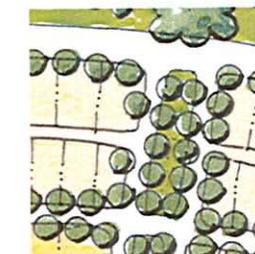
A range of multifamily housing and townhomes are found within close proximity to village centers.



Single family housing options begin with a 40' TND homesite.



45-50' mid-range homesites transition from village centers to larger homes.



55-64' single family homes are available in a conventional program.



A Conceptual Neighborhood at Murdock Village

# MURDOCK VILLAGE

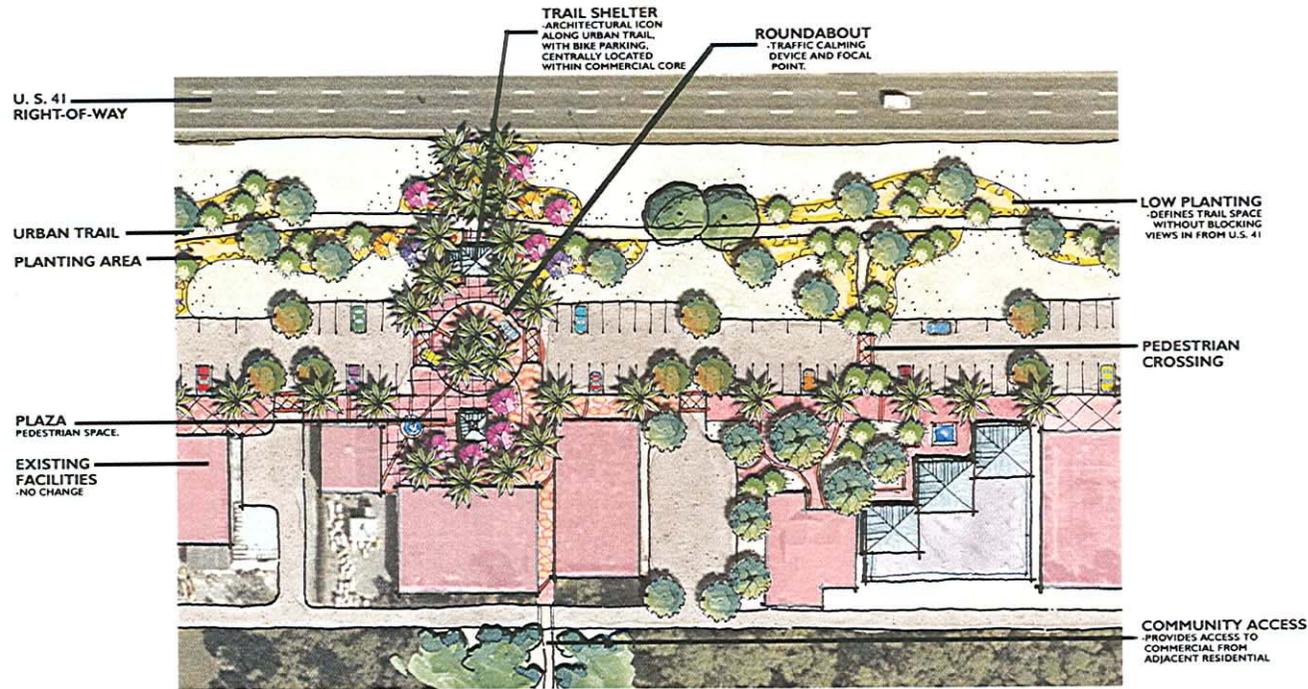
charlotte county florida

## CONCEPTUAL NEIGHBORHOOD

General Lot Sizes,  
Street Layout and Housing Mix

**WilsonMiller**  
New Directions in Planning, Design & Engineering

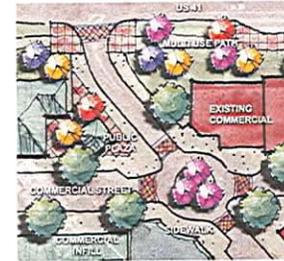
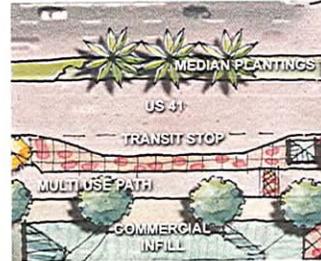
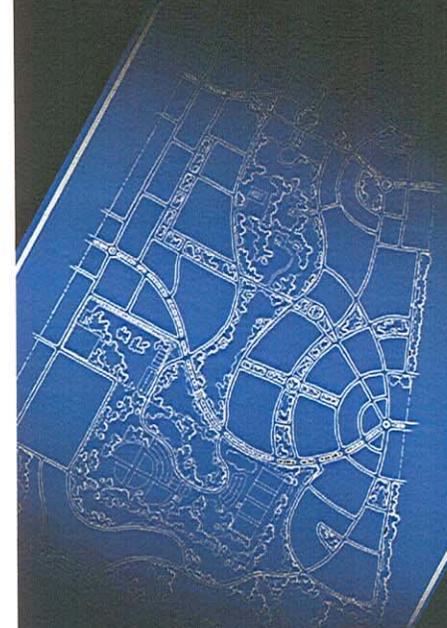
**KitsonPartners**



# MURDOCK VILLAGE

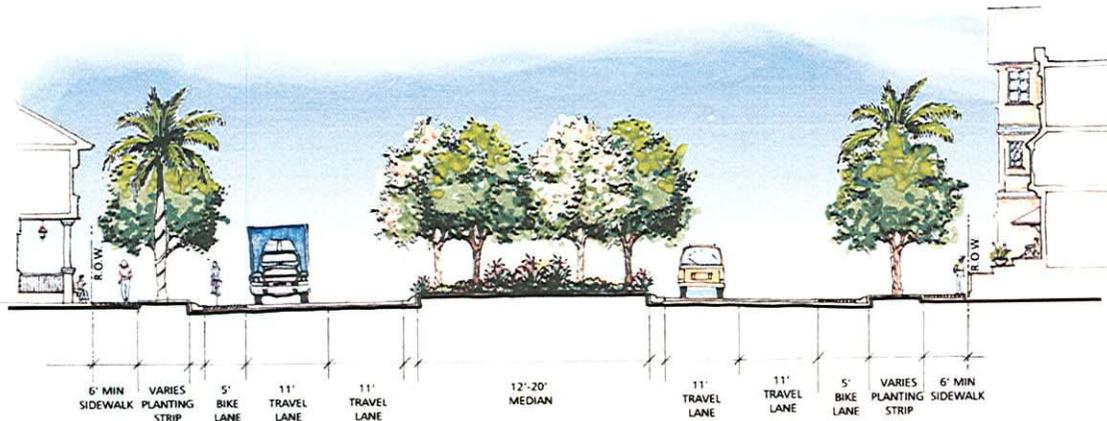
charlotte county florida

## CONCEPTUAL US41 OVERLAY PLAN



Design elements to be implemented along US41 such as pedestrian walks, plazas, and traffic calming devices will be respected in Murdock Village.

Source: U.S. 41 Urban Trail



**MAIN THOROUGHFARE WITH BIKE LANE**



The collector road accommodates four lanes of traffic and bike lanes separated by a wide landscaped median that provides a shaded and leisurely drive through the community.



Arriving into the town center, traffic is calmed by separating the four lane collector road into one-way paired streets. The resulting effect is a small scale streetscape that provides a safe and enjoyable pedestrian experience.



**MIXED-USE COMMERCIAL CENTER**  
NTS

# MURDOCK VILLAGE

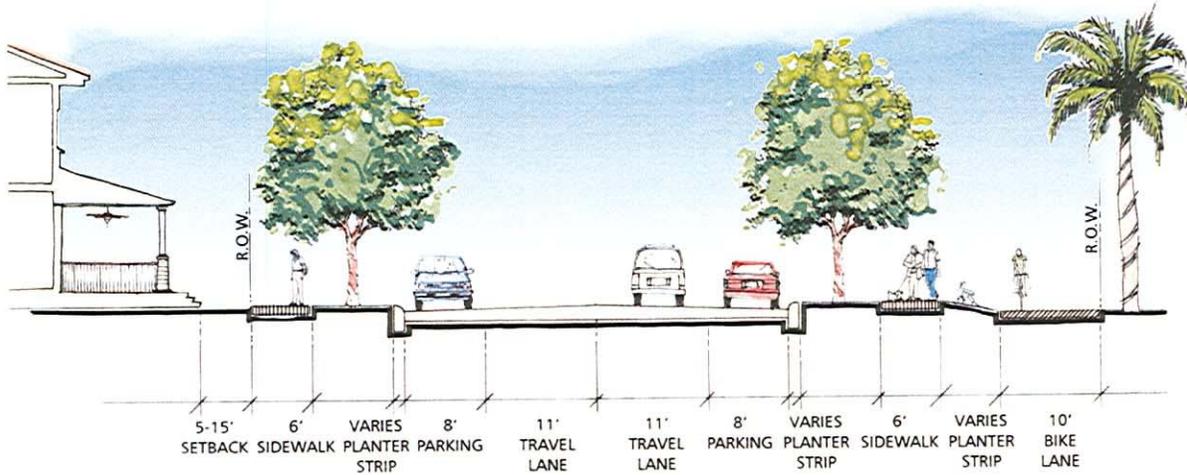
charlotte county florida

## CONCEPTUAL STREETSCAPE CROSS SECTIONS

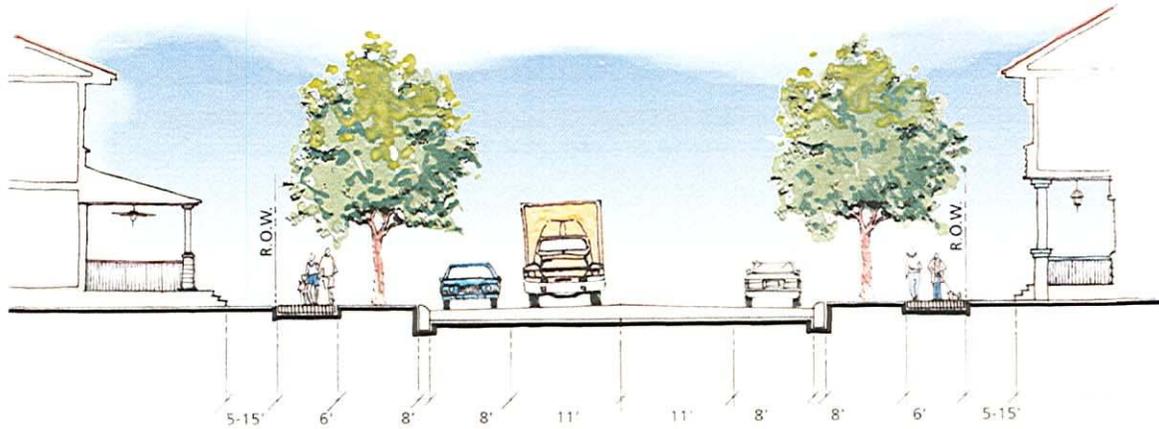
### Main Thoroughfare Streetscapes

**Wilson Miller**  
www.wilsonmiller.com

**Kitson & Partners**



**SECONDARY ROADWAY WITH BIKE LANE**  
NTS



**SECONDARY ROADWAY WITHOUT BIKE LANE**  
NTS



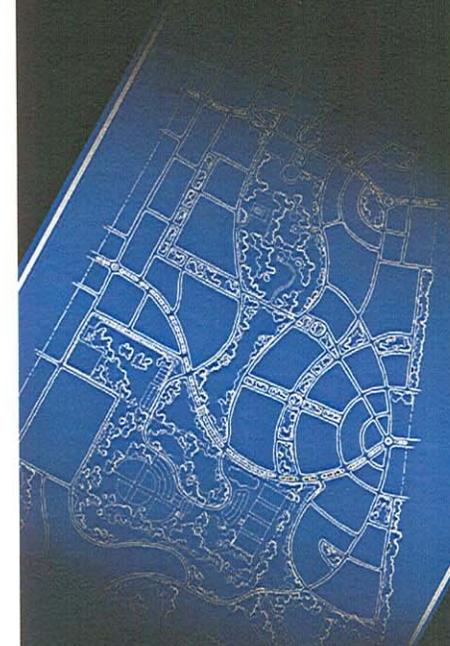
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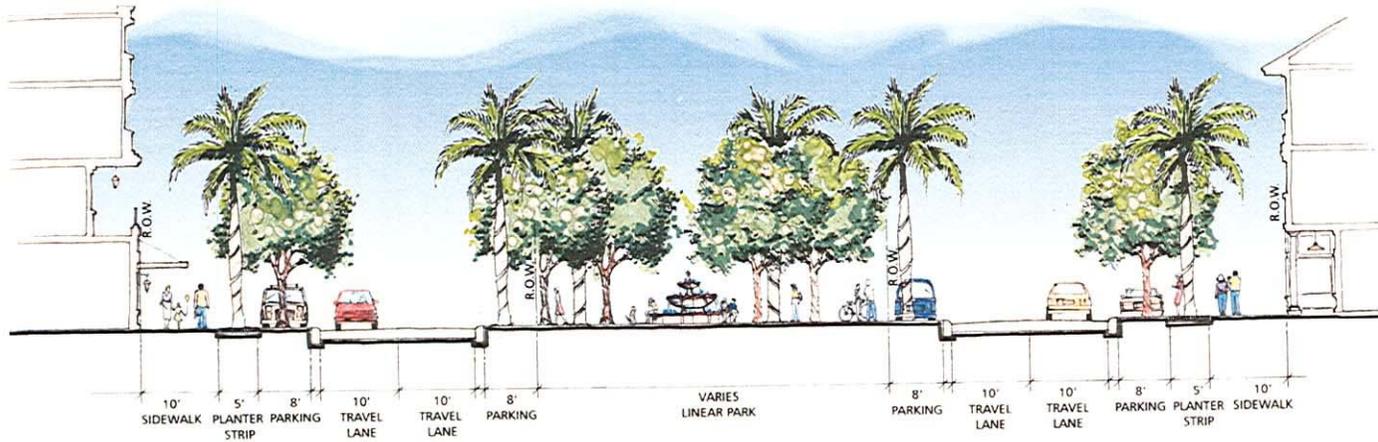
charlotte county florida

## CONCEPTUAL STREETSCAPE CROSS SECTIONS

### Secondary Roadway Streetscapes

Secondary roadways are characterized by tree-lined residential neighborhood streets with on-street parking and sidewalks to encourage interaction and activity among residents. Bike lanes wind their way along roadways providing access to and enjoyment of waterfront parks.



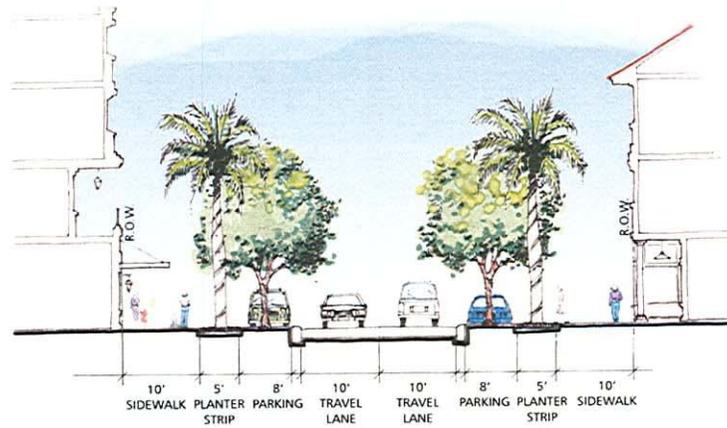
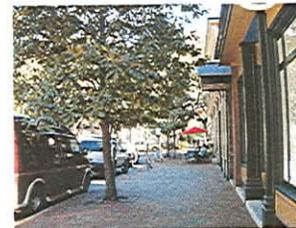


TOWN CENTER STREETScape WITH LINEAR PARK  
NTS

The mixed-use town center at Murdock Village offers many opportunities for both retailers and residents.

10' shaded pedestrian sidewalks are buffered from the 2-lane street with a row of parking.

Uniform street trees and site furnishings provide continuity throughout the town center.



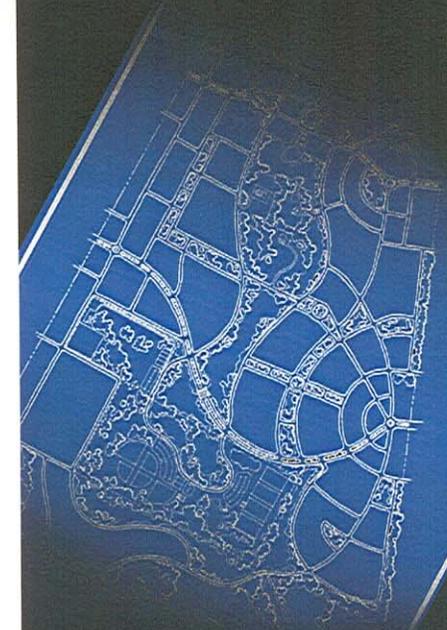
TOWN CENTER STREETScape  
NTS

# MURDOCK VILLAGE

charlotte county florida

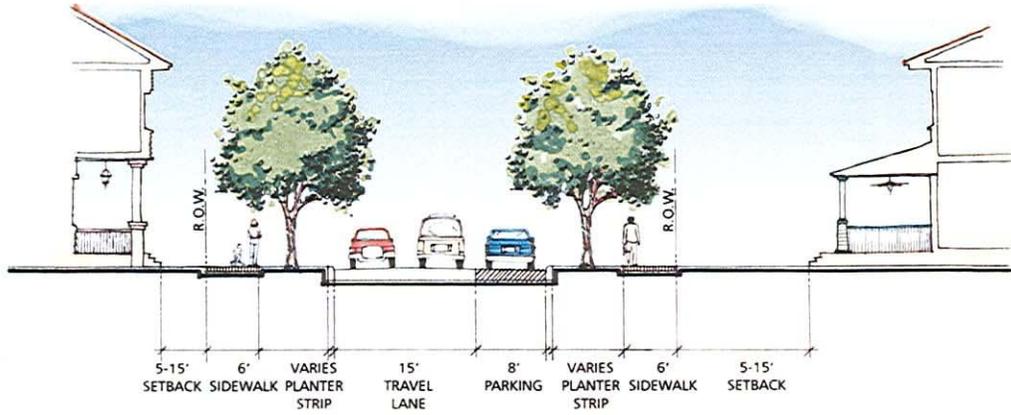
## CONCEPTUAL STREETScape CROSS SECTIONS

### Town Center Streetscapes

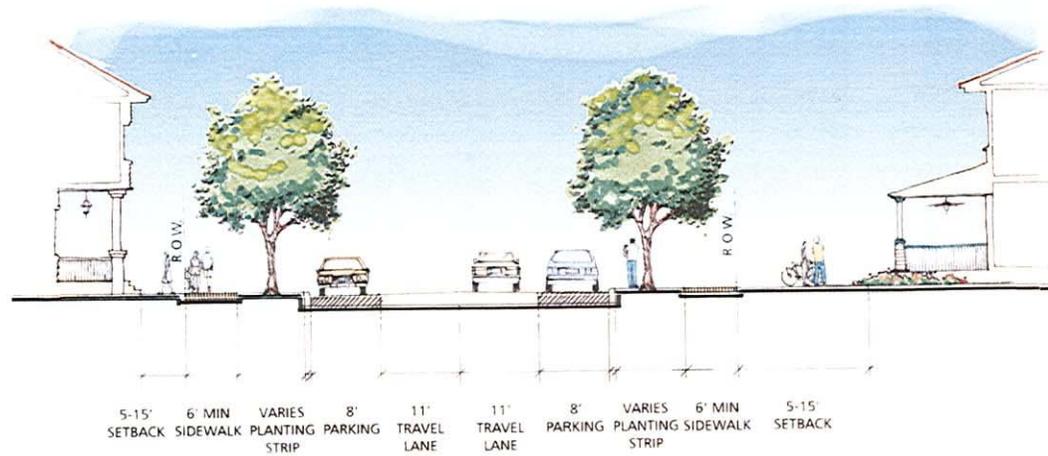




Small scale tree lined streets and sidewalks create neighborhood identity, while providing opportunities for interaction between neighbors.



NEIGHBORHOOD STREETScape WITH SINGLE LOADED PARKING  
NTS



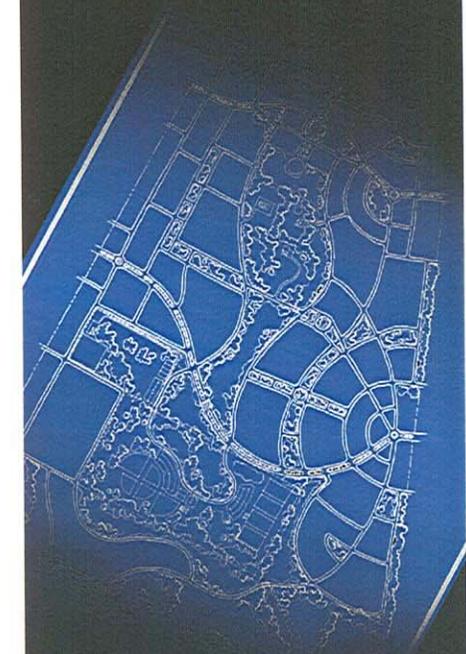
NEIGHBORHOOD STREETScape WITH DOUBLE LOADED PARKING  
NTS

# MURDOCK VILLAGE

charlotte county florida

## CONCEPTUAL STREETScape CROSS SECTIONS

Neighborhood Streetscapes



Section IV

Financials

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**Murdock Village  
Redevelopment Proposal**

- Murdock Village will offer a variety of residential products and price points to the market
- K&P's development plan calls for a total of 3,525 dwelling units, with a focus on moderately priced housing
  - Workforce housing will account for 10% of the total inventory (352 residential units)
- The average price of the “for sale” residential product is expected to be less than \$300,000
  - In addition, the “for-sale” workforce housing product is expected to have an average price of \$150,000
- Murdock Village will offer approximately 971 multifamily apartment units, which includes 135 workforce apartments
- K&P assumes an inflationary annual growth rate of 3%

**Financials**

**Key Assumptions – Product Mix/2006 Price Points**

<u>Product Type</u>	<u>Lot Size</u>	<u># of DU's</u>	<u>% of DU's</u>	<u>2006 Avg. Expected Sale Price</u>
<b><u>For Sale Residential</u></b>				
<b><u>Conventional SF</u></b>				
Conventional SF-1	50'	26	1%	\$ 425,500
Conventional SF-2	55'	64	2%	\$ 471,750
Conventional SF-3	64'	177	5%	\$ 518,000
Total / Avg.		267	8%	\$ 497,906
<b><u>TND SF</u></b>				
TND SF-1	40'	216	6%	\$ 297,500
TND SF-2	45'	260	7%	\$ 367,500
TND SF-3	50'	241	7%	\$ 411,250
Total / Avg.		717	20%	\$ 361,118
<b><u>Multifamily</u></b>				
Townhomes	26'	325	9%	\$ 272,000
Condos	-	1,028	29%	\$ 202,500
Total / Avg.		1,353	38%	\$ 219,194
<b>Subtotal - For Sale</b>		<b>2,337</b>	<b>66%</b>	<b>\$ 294,579</b>
<b><u>For Sale Workforce Housing (Excludes Multifamily Apts.)</u></b>				
Townhomes	-	52	1%	\$ 150,000
Condo	-	165	5%	\$ 150,000
Total / Avg.		217	6%	\$ 150,000
<b>Subtotal - For Sale (Includes Workforce)</b>		<b>2,554</b>	<b>72%</b>	<b>\$ 282,295</b>
<b><u>For Rent Residential</u></b>				
<b><u>Multifamily Apartments (Includes Workforce Apts.)</u></b>				
Apartments	-	836	24%	NA
Workforce Apartments	-	135	4%	NA
Total / Avg.		971	28%	NA
<b>Total</b>		<b>3,525</b>	<b>100%</b>	<b>NA</b>

Murdock Village  
Redevelopment Proposal

- K&P's 2006 total development budget for Murdock Village is approximately \$170MM
  - Assuming a 3% annual inflationary growth rate, the development budget is expected to total approximately \$196MM over the life of the Project
- K&P anticipates funding these development costs through a combination of project cash flow, debt and equity

Financials

2006 Development Budget

	<u>Total</u>	<u>% of Total</u>
Utilities	\$ 44,846,617	26%
Roadways	\$ 29,416,720	17%
Environmental	\$ 19,635,000	12%
Earthwork	\$ 18,245,259	11%
Landscaping	\$ 17,204,765	10%
Soft Costs	\$ 12,804,238	8%
Offsite	\$ 12,678,750	7%
Amenities	\$ 5,827,500	3%
Demolition	\$ 1,528,170	1%
Contingency	\$ 8,393,889	5%
<b>Total</b>	<b>\$ 170,580,908</b>	<b>100%</b>

**Murdock Village  
Redevelopment Proposal**

- At closing, K&P and MSREF will purchase Murdock Village from the County for \$40MM
  - K&P is assuming the responsibility of the demolition costs associated with the Project; if the County were to assume the demolition responsibility, K&P could increase the Purchase Price to \$41.5MM
- The County should expect to receive \$42MM of CRA revenue bonds by 2014
- Under K&P's Proposal, the total economic impact to Charlotte County as a result of the sale and redevelopment of Murdock Village is approximately \$127MM

**Financials**

**Purchase Price/County Economic Benefit**

**Purchase Price / CRA Reimbursement**

Purchase Price	\$40,000,000
Cash proceeds paid to County at closing by K&P and MSREF	
CRA Reimbursement	\$42,000,000
The County will receive community redevelopment revenue bonds as per the bond resolution; County should expect to receive these funds on an annual basis through 2014	
<b>Total Purchase Price / CRA Reimbursement</b>	<b>\$82,000,000</b>

**Long-Term Economic Benefits to County**

Project Fiscal Impacts on Charlotte County	\$32,420,000
Murdock Village is projected to generate a total net fiscal impact (including sales tax, utilities tax plus hundreds of other items) in excess of \$32MM over the next twenty-five years	
Fiscal Impacts were derived by the Fiscal Impact Analysis Model ("FIAM") of Fishkind & Associates for the Project and will be made available to the County if K&P is selected as a finalist	
Charlotte County Available Impact Fees	\$13,000,000
Available Impact Fees were projected by David Plummer & Associates and were adjusted for Road Impact Fees assumed available to K&P for the development of the Project	
<b>Total Long-Term Economic Benefit to County</b>	<b>\$45,420,000</b>

<b>TOTAL ECONOMIC BENEFIT TO COUNTY</b>	<b>\$127,420,000</b>
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**Financials**

**Annual CRA Bonding Capacity**

- This table summarizes the annual bonding capacity of the CRA based upon the economic analysis conducted by Fishkind & Associates
  - The County can expect to receive funds from the CRA on an annual basis, with the full payment of the \$42MM expected to occur by 2014
  - Fishkind’s analysis is based on K&P’s price points and absorption assumptions

<u>Year</u>	<u>TIF Value for CRA (Tax Base)</u>	<u>Implied TIF Revenue</u>	<u>Bonding Capacity</u>
2009	7,321,774	36,609	508,457
2010	73,217,738	366,089	5,084,565
2011	177,337,842	886,689	12,315,128
2012	310,610,753	1,553,054	21,570,191
2013	471,258,571	2,356,293	32,726,290
<b>2014</b>	<b>619,181,318</b>	<b>3,095,907</b>	<b>42,998,703</b>
2015	755,925,547	3,779,628	52,494,830
2016	855,272,555	4,276,363	59,393,927
2017	942,191,910	4,710,960	65,429,994
2018	1,027,569,090	5,137,845	71,358,965
2019	1,096,480,694	5,482,403	76,144,493
2020	1,153,660,625	5,768,303	80,115,321

- Once the County receives its \$42MM from the CRA, K&P will then receive all future bonding capacity as reimbursement for the infrastructure costs that it has funded

- **K&P and MSREF have a strong track record as joint venture partners and are prepared to close on the purchase of Murdock Village for \$40MM**
  - K&P and MSREF will make a sizable equity investment in Murdock Village
  - The Purchase Price is not contingent upon third-party financing
- **K&P will use the CRA and CDD as alternative financing vehicles for the development of the Project**
  - In addition, road impact fees will be available to the Project

## Financials

# Comprehensive Financial Plan

- K&P, in partnership with MSREF, will purchase Murdock Village for \$40MM.
  - K&P and MSREF will provide all equity that is required to purchase and develop the Project.
  - K&P's offer is not contingent upon financing, however, it is contingent upon the Terms and Conditions outlined in this section.
  - While K&P and MSREF typically procure an acquisition loan as well as a revolving line of credit to be used as a financing vehicle for the horizontal development costs, it is not a requirement for K&P and MSREF to close on this transaction.
- As developer of the Project, K&P expects to utilize the CRA and CDD as alternative financing vehicles to fund development costs, when appropriate, throughout the Project.
  - K&P has assumed that the CRA is certified for \$125MM of funding capacity and that there will be Series A and Series B CDD bonds to assist in financing the infrastructure development at Murdock Village.
  - K&P is familiar and comfortable with these alternative financing vehicles, having used CDD financing in other development projects as well as creating a CRA for Posner Park.
- Finally, K&P has assumed that it will receive road impact fees as reimbursements for all of the road infrastructure costs incurred at the Project.

## Terms and Conditions

- Pik-N-Run Contamination – County shall be responsible for ensuring the impacts of the Pik-N-Run environmental contamination on the redevelopment parcel at its own expense and/or shall work with the FDEP to ensure clean-up during the course of the Redevelopment Agreement.
- Capacity of Potable Water and Sanitary Sewer – Written Guarantee will be in the Redevelopment Agreement stating there will be adequate and sufficient potable water and sanitary sewer capacity to serve the entire development program planned and vested for Murdock Village.
- Zoning Amendment – Currently in draft form, will be negotiated with K&P prior to adoption.
- Equivalency Matrix – K&P has relied on the Equivalency Matrix to create the unit mix and densities as proposed in the development.
- Professional Reports – During the negotiation of the redevelopment agreement the County shall endorse and have certified to K&P all existing studies and reports relative to Murdock Village. K&P and their consultants shall be authorized to speak with all relevant governmental entities related to development matters presented in the RFP materials.
- Per K&P minutes of Pre-Submittal Meeting on January 20, 2006, the County will be providing Police/Fire/Rescue services from existing offsite facilities.
- Roadway Impact Fees – During the negotiation of the Redevelopment Agreement a Roadway Impact Fee Program will be established between the County and K&P. Said agreement will allow for the utilization of roadway impact fees for roadway improvements within the entire Murdock Village Redevelopment Area and adjoining properties (i.e. to enhance the surrounding areas of the Redevelopment Area).

## Terms and Conditions (cont'd)

- Impact Fees – K&P reserves the right to also utilize additional impact fees as prescribed by law for improvements within the Redevelopment Area (i.e. park fees).
- Community Redevelopment Agency – Pursuant to Paragraph 7(C) of the Bond Resolution, K&P expects that the County will issue a supplemental resolution(s) which authorizes the use of the balance of the \$125MM in bond proceeds not used for Short Term Debt, as provided in Paragraph 7(A), and Bond premiums and/or reserves as provided in Paragraph 7(B), for purposes related to redevelopment within Murdock Village including, but not limited to road design and construction, landscaping, stormwater drainage, site work, utilities, parks and other infrastructure.
- Concurrency – The County and DCA shall resolve all issues related to transportation concurrency to the satisfaction of K&P to permit the proposed development plan under the business assumptions provided in the Proposal.

- **K&P anticipates entering into a true public/private partnership for the development of Murdock Village**
  - K&P will assume those obligations typically performed by a developer of a mixed-use project such as Murdock Village

## Financials

# Responsibilities – Developer

- Secure all permits and approvals in conjunction with County input and assistance.
- Provide all on-site utilities working cooperatively with the County.
  - Provide all external connections linking these utilities.
- Resolve any environmental issues or constraints customarily found in projects of this size and character.
- Provide other public facilities normally required of projects this size.
- Place utilities underground according to the standards of the County and the provider.
- Provide all internal roads and development infrastructure, connection to certain major roads or segments as specified by the County.
- Develop urban design guidelines that will be incorporated into the Murdock Village Mixed-Use Zoning District that will be prepared with County input.
- Dedicate rights of way to accommodate named roads or sections of roads.
- Purchase of additional land if deemed desirable.
- Demolition of existing infrastructure and building structures on the Property.

- **K&P anticipates that the County will assume all responsibilities identified in the RFP and its supporting materials**
  - Refer to Exhibit B of the RFP materials

## Financials

# Responsibilities – County

- Vacate all underlying plats, rights of way.
- Provide assurances that existing deed restrictions are no longer enforceable.
- Deliver fee simple title to all parcels.
- Act as applicant in applying for the rezoning of Murdock Village Redevelopment Area to the Murdock Village Mixed-Use Zoning District.
- The Murdock Village CRA will assign a Murdock Village Development Specialist that will assist K&P during the development review and permitting process.
- Accept the Environmental Studies provided in Exhibit B of the RFP for environmental assessments needed in the Planned Development process.
- Obtain approval of the Habitat Conservation Plan by the United States Fish and Wildlife Service in 2006 and provide mitigation land for the Scrub Jays which will provide pre-approval for the development of Murdock Village so that future development will not be subject to U.S. and State regulations.
- Obtain the approval of the Binding Letter of Modification to establish an Equivalency Matrix to be used by K&P to allow for the tradeoff between land uses.
- Obtain the judicial validation of all underlying matters required by the CRA Act to issue tax increment revenue bonds.
- Finalize all outstanding legal challenges which have arisen in the eminent domain proceedings.

## Responsibilities – County (cont'd)

- Provide a single boundary survey of the Property.
- Work with K&P to locate and dedicate rights of way for Toledo Blade and Flamingo Boulevards.
- Make CRA funds or like revenues available for purposes of: (i) funding or financing specific improvements of community redevelopment activities, (ii) providing infrastructure within the roads or road segments that will support any planned redevelopment program, (iii) funding landscaping improvements along US 41 and SR776, and (iv) funding interlocal agreements with a CDD for both on-site and off-site improvements.

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Murdock Village  
Redevelopment Proposal

- **GMAC** – RFC is K&P's lender on both Grande Champion and Ibis Golf & Country Club
- **SunTrust Bank** has been K&P's primary commercial bank since 1999

**Financials**

**References**

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- Morgan Stanley Real Estate Funds
  - Michael J. Franco, Managing Director – Head of U.S. Acquisitions  
1585 Broadway, 37<sup>th</sup> Floor  
New York, NY 10036  
(212) 761-6084
- Macquarie Capital Partners LLC
  - Garret C. House, Principal  
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Chicago, IL 60606  
(312) 499-8528
- GMAC – Residential Funding Corp.
  - C. Patrick Nicholas, Managing Director  
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  - Tim Thompson, Vice President  
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