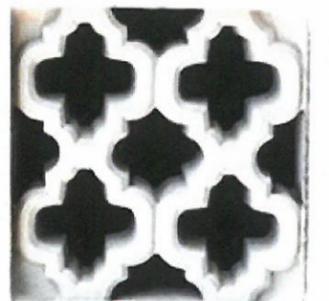


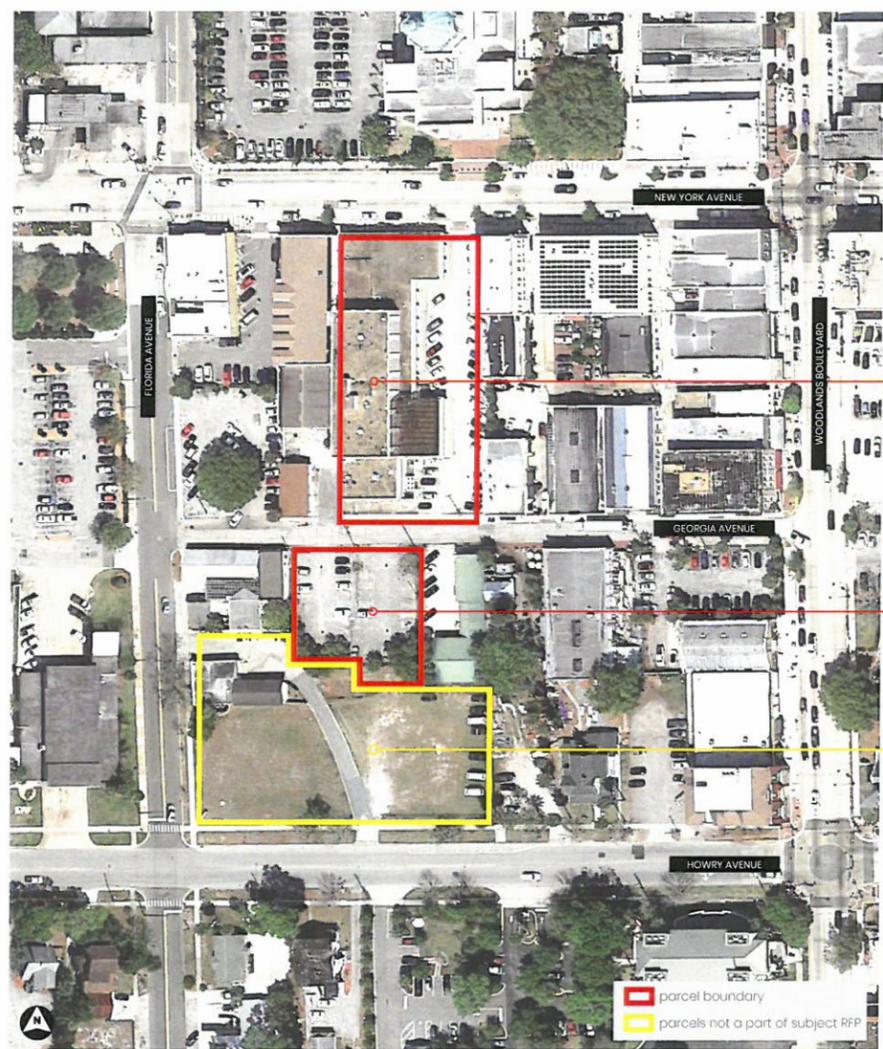
**DELTRAN OPERATIONS USA, INC.**

**RESPONSE TO: RFP-18-20  
REDEVELOPMENT OF DOWNTOWN PARCELS**

CITY OF DELAND, FLORIDA  
29 OCTOBER 2018







PARCEL ID: 16173001030030

PARCEL ID: 16173001030070

UNDER CONTRACT: COMFORT SERVICE, INC.  
 PARCEL ID: 16173001030060  
 16173001030061  
 16173001030073  
 16173001030071  
 16173001030081

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October 29, 2018

Mr. Richard Werbiskis, AICP  
City of DeLand – Community Development Director/CRA  
120 South Florida Avenue  
DeLand, Florida 32720

RE: RFP-18-20 "Redevelopment of Downtown Parcels"  
ID: 16173001030030  
ID: 16173001030070  
DeLand, Florida  
**GlassHouse Square Project**

Dear Mr. Werbiskis:

On behalf of Deltran Operations USA, Inc. (**Deltran**), we hereby respectfully submit our response to the referenced RFP. We have assembled a uniquely qualified Development Team with local and regional experience to assist us in implementing our vision for the subject parcels. Our proposed development plan implements the vision set forth in the Georgia Avenue District Master Plan adopted by the Community Redevelopment Agency (CRA) and City Commission in the Fall of 2017.

Key to the implementation of the Master Plan was the City's acquisition of the subject parcels from Volusia County by means of a "land swap." The cornerstone/anchor to our development proposal is the relocation of **Deltran's** corporate headquarters from Unincorporated Volusia County to Downtown DeLand. Deltran's relocation to Downtown will create an immediate economic impact with 52 employees with an annual payroll of \$4.2 million at an average salary of \$85,781. Additionally, **GlassHouse Square** will include **The Innovation Center**--10,000 square feet of workspace dedicated to entrepreneurial, start-up business initiatives of young companies in the technology, software, and product design fields. In addition to the proposed program for GlassHouse Square, we have entered into a purchase contract on the 1.07 acres ± Comfort Service, Inc. parcels and will incorporate said parcels into the GlassHouse Square Master Plan as multi-family residential. The Plan implements, preserves, and enhances the pedestrian connectivity, walkability, "Live-Work-Play" characteristics of the DeLand downtown and growth patterns established in the Master Plan.

**GlassHouse Square** is a multi/mixed-use in-fill project consisting of street-level retail, office, residential and Artist's Loft/Gallery space. The plan will also provide gathering/open space areas and strengthen existing pedestrian connections.

The Development Program consists of:

**PHASE I**

**BUILDING 1: 30,000 SF**

Mixed Use Building (3 stories)  
10,000 SF Retail/Commercial  
10,000 SF The Innovation Center  
10,000 SF Deltran Headquarters  
Rooftop Event Space

**BUILDING 2: 8,100 SF**

Retail, Artist's Lofts & Gallery (2.5 stories)  
2,800 SF Retail/Commercial  
5 Artist's Lofts  
1,500 SF Gallery Space  
Rooftop Event / Exhibition Space

**PHASE II**

**BUILDING 3: 50,000 SF**

Mixed Use Building (5 stories)  
10,000 SF Retail/Commercial  
46 Residences/Apartments

**ADDITIONAL PROGRAM**

140 Multi-Family Residential Units • Parking Structure

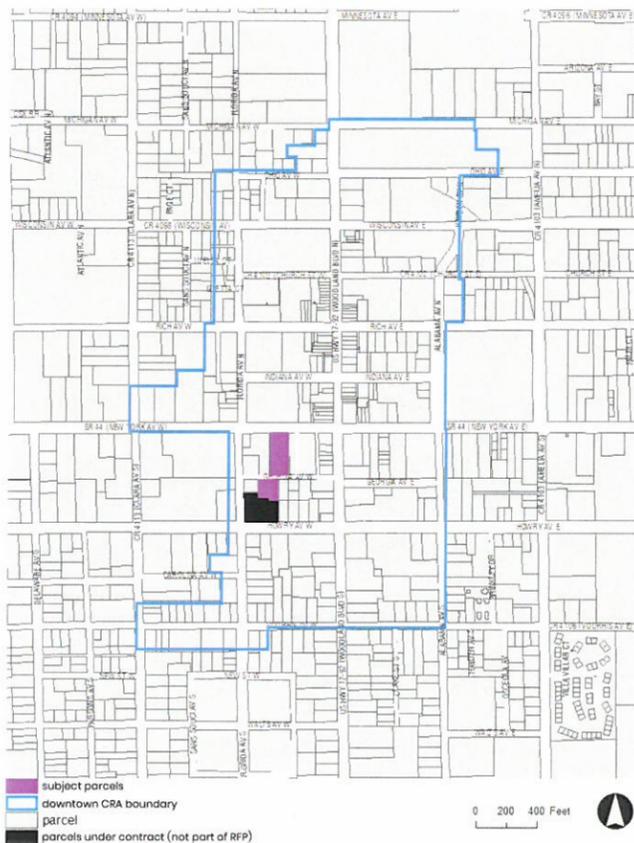
The implementation of the Plan will require City/CRA participation by means of potential public-private-partnerships and/or City-led infrastructure improvements to address drainage and parking issues within the Master Plan area.

As a local company, **Deltran** is proud and excited over the possibility of contributing to the growth of downtown DeLand through the relocation of its corporate headquarters and construction of GlassHouse Square.

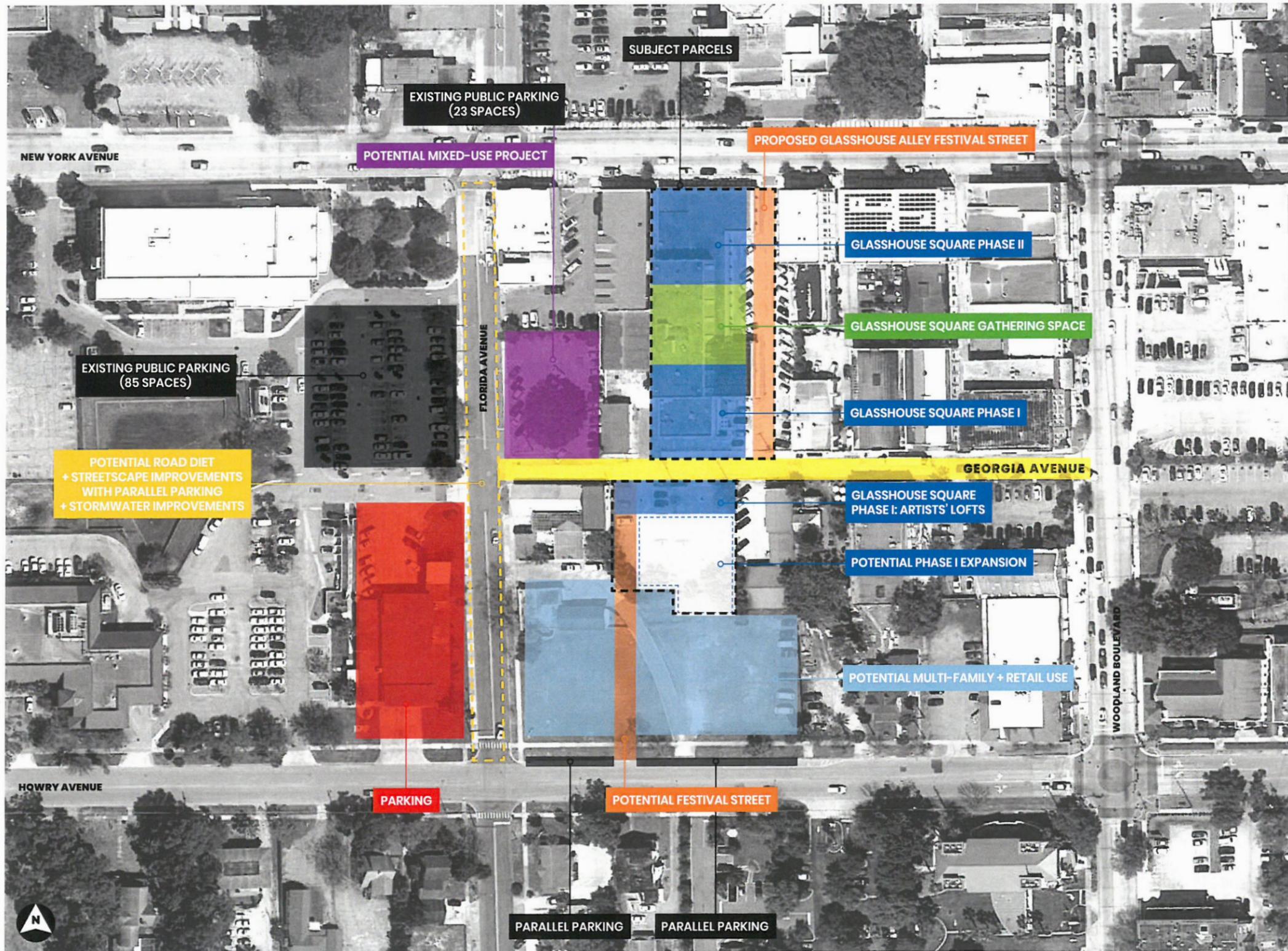
We look forward to working with the City and CRA in the implementation/re-development of the subject parcels.

Sincerely,

Michael Prelec, Jr., Executive Vice President  
Deltran Operations USA, Inc.  
GlassHouse Square, LLC







In September of 2017, the City of DeLand, the Community Redevelopment Agency (CRA), and the Deltran community endorsed the Georgia Avenue Plan.

The purpose of the plan was to set forth a design and land use framework for the economic development of the District through context-sensitive concepts responding to connectivity, community outreach and compatibility within the existing urban fabric.

Key to the Plan's vision was the acquisition of the two former Volusia County-owned parcels through a land-swap (subject of this RFP). Deltran's proposed project, **GlassHouse Square**, embraces the redevelopment framework produced in the City's Georgia Avenue Vision Plan by proposing a "live-work-play" project that strengthens the vibrant existing downtown atmosphere and entrepreneurial spirit of the City!

The Area Vision Plan (left) depicts the **GlassHouse Square** program and identifies potential infrastructure and development opportunities--projects that will help implement the CRA Master Plan.





# GLASSHOUSE SQUARE PROJECT TEAM

**D**eltran Operations USA, Inc. (Deltran) has assembled a Development Team consisting of locally and regionally-experienced professionals for the redevelopment of the subject parcels into a cornerstone project within the City's Community Redevelopment Agency (CRA). For the development of the project, **GlassHouse Square**, Deltran has created a wholly owned Limited Liability Corporation (LLC) called, Glasshouse Square LLC.

Deltran will serve as Managing Partner and shall maintain full controlling interest in **GlassHouse Square**.

Deltran is honored to partner with **SunCor Properties, Inc.** (SunCor) in the development and construction of the multi-phase program. SunCor brings years of office, retail, and residential construction experience in the region.

**Finrock Industries, Inc.** operates a unique design-manufacture-construct project delivery system in the central Florida region and joins the team as a development partner for the construction of structured parking.

**CPH, Inc.** (CPH) is a multi-disciplinary team providing ideation, land planning, architecture, civil engineering, surveying, and landscape architecture for public and private clients. CPH brings considerable local/city design knowledge and experience, as demonstrated in its role as Consulting Engineer to the City and CRA in public works/engineering projects, to include the Georgia Avenue Vision Plan and the Georgia Avenue Improvement Plan.

A long trusted financial partner, **Mainstreet Community Bank of Florida** is an independent, FDIC-insured, locally operated full-service bank, providing financial/development package support.

The balance of the Development Team Associates are respected entities within their fields and are uniquely qualified to serve Deltran and the City/CRA in the successful development of **GlassHouse Square**. Key personnel have been identified (refer to chart, right) and select resumes are included in the Appendix of this submittal.

DEVELOPERS	
APPLICANT/ MANAGING PARTNER	 <p><b>DELTRAN OPERATIONS USA, INC.</b> 801 EAST INTERNATIONAL SPEEDWAY BOULEVARD DELAND, FLORIDA 32724 (386) 736 - 7900 <i>Michael Prelec, Jr., Executive Vice President</i></p>
DEVELOPER	 <p><b>GLASSHOUSE SQUARE LLC</b> 801 EAST INTERNATIONAL SPEEDWAY BOULEVARD DELAND, FLORIDA 32724 (386) 736 - 7900 <i>Michael Prelec, Jr., Managing Director</i></p>
MIXED-USE/ RESIDENTIAL PARTNER	 <p><b>SUNCOR PROPERTIES, INC.</b> 541 NORTH PALMETTO AVENUE   #15 SANFORD, FLORIDA 32771 (407) 829 - 3400 <i>Bob Horian Ron Semans</i></p>
PARKING STRUCTURE PARTNER	 <p><b>FINROCK INDUSTRIES, INC.</b> 2400 APOPKA BOULEVARD APOPKA, FLORIDA 32703 (407) 293 - 4000 <i>Dan Helmick, Executive Vice President/Project Development</i></p>
ASSOCIATES	
FINANCING	 <p><b>MAIN STREET COMMUNITY BANK OF FLORIDA</b> 204 S. WOODLAND BOULEVARD DELAND, FLORIDA 32720 (386) 785 - 2304 <i>Richard Prescott, Vice President/Commercial Lender</i></p>
DESIGN CONSULTANT	 <p><b>CPH, INC.</b> 500 W. FULTON STREET SANFORD, FLORIDA 32771 (407) 322 - 6841 <i>Javier E. Omana, CNU-a, Vice-President/Director of Land Planning Services Brady Lessard, Vice-President/Project Development Jeremy Morton, P.E., Civil Engineer Manager John Baer, AIA, Director of Architecture, Vice President/Associate</i></p>
LEGAL COUNSEL	 <p><b>AKERMAN LLP</b> 420 SOUTH ORANGE AVENUE   SUITE 1200 ORLANDO, FLORIDA 32801 (407) 419 - 8555 <i>Cecelia Bonifay, Esq. Robert Poppel, Esq.</i></p>
ACCOUNTING	 <p><b>BDO</b> 201 SOUTH ORANGE AVENUE   SUITE 800 ORLANDO, FLORIDA 32801 (407) 841 - 6930 <i>Nicole Lombardi, CPA</i></p>
INSURANCE	 <p><b>LANE LENNON COMMERCIAL INSURANCE</b> 838 EAST NEW YORK AVENUE DELAND, FLORIDA 32724 (386) 734 - 0800 <i>Joseph B. Lane, President</i></p>





Deltran was originally founded in 1965 as Deltona Transformer Corporation in Deltona prior to moving to DeLand in 1982. Deltran moved to its current location near the DeLand airport in 1982 and had roughly 230 employees with the majority being in production. As the company began to develop new product lines, which led to the launch of the Battery Tender brand of battery chargers in 1989, the mix of employees began to change. The rapid growth of our line of battery accessories shifted the company's focus and over the next 18 years, we focused on developing the brand and battery charger product line. By 2009, Deltran had begun to expand into retail store chains across North America helping to sustain growth through the economic downturn. In 2016, the company underwent a generational transition to continue on the tradition of Deltran being a family owned and operated business.

Deltran built its current headquarters building (33,000 SF) in 1981 on land fronting on U.S. Highway 92 in unincorporated Volusia County.

With the new generation having grown up in DeLand, the desire to see the business be more connected to the community became a bigger priority. As the business continues to grow, the need to move from a single distribution center to multiple distribution centers presented a new opportunity for the company to begin looking for a new home. Between the growth in Downtown DeLand, the connection of Deltran owners to the community, and the timing of the old County jail property and related parcels becoming available, the timing aligned. Deltran's home is in the DeLand area and our roots are here. What better way to continue the tradition than bring Deltran and its employee to the vibrant downtown!

It is Deltran's objective, through its wholly-owned and controlled company, Glasshouse Square LLC, to redevelop the subject parcels as a mixed-use, live-work-play infill project with Deltran's corporate headquarters building serving as the cornerstone of the project.

Suncor Properties, Inc. is a successful family owned and operated Real Estate Development & Management Company that has been instrumental in many high profile commercial, industrial, hospitality, and residential developments in the east central Florida region.

Suncor's philosophy is based on developing mutually beneficial relationships. Suncor believes for a project to be successful there must be continuous cooperation and a common dream between the parties involved, whether in the private or public sector. Suncor's staff of professionals is responsive and shares in a spirit of dedication to excellence. We have a reputation for being fair and equitable and choose our projects based on their quality and potential.



**SANFORD LOFTS** MIXED-USE  
SANFORD, FLORIDA

- Ground Level Commercial/Retail
- 5 Floors of Residential
- Located within Sanford's CRA & Historic District
- 30,000 SF structure - 6 Stories
- Currently undergoing permitting



**GATEWAY MERCANTILE BUILDING** RETAIL  
SANFORD, FLORIDA

- 4,868 SF
- TOTAL COST: \$413,780
- LENGTH OF TIME TO COMPLETE: 6 MONTHS
- ACTUAL COMPLETION DATE: 2007



**SHOPPES OF LAKE MARY** RETAIL  
LAKE MARY, FLORIDA

- 110,000 SF
- TOTAL COST: \$25.0 MILLION
- LENGTH OF TIME TO COMPLETE: 18 MONTHS
- ACTUAL COMPLETION DATE: 2007





**CITY OF OCALA**



**FINFROCK** is a vertically integrated, single source design-builder with offices located in Central Florida. **FINFROCK** delivers finished buildings with the flexibility and versatility to provide owners the solutions they need to make their creative development projects economically feasible. Our culture of continuous improvement enables us to learn from every project and apply this knowledge to meeting the special needs of your project. As a vertically integrated company, we are able to accelerate schedules as well as reduce risk and cost to Owner's.

**FINFROCK** is unique in that we have our own architects, engineers, manufacturing and construction professionals working together under one roof. This allows for ongoing collaboration before, during, and after each project. Our professionals have successfully delivered numerous multi-story building projects including hotels, multifamily housing, student housing, office buildings and **over 200 parking structures**.

For over 73 years, **FINFROCK** has served clients throughout Florida and nationally. Today our team of professionals remains committed to sustaining the goal of the firm's leaders, "... to provide exceptional customer value by delivering buildings as a product rather than as a series of services."

**ROLLINS COLLEGE | CITY OF WINTER PARK**



**CITY OF WINTER GARDEN**







**SANFORD LOFTS** MIXED-USE  
SANFORD, FLORIDA

- Ground Level Commercial/Retail
- 5 Floors of Residential
- Located within Sanford's CRA & Historic District
- 30,000 SF structure - 6 Stories
- Currently undergoing permitting
- CLIENT: SUNCOR PROPERTIES, INC.



**SHOPPES AT THE FOUNTAINS** RETAIL  
PLANTATION, FLORIDA

- 240,000 SF
- TOTAL COST: \$4.5 MILLION
- LENGTH OF TIME TO COMPLETE: 24 MONTHS
- ACTUAL COMPLETION DATE: FALL 2017
- CLIENT: DDR

CPH provided survey, civil, architectural, and traffic engineering services for the redevelopment consistent with the City of Plantation's Mid-Town Master Plan for new restaurant, retail, and commercial development.



**RAVAUDAGE** MULTI-USE  
WINTER PARK & MAITLAND, FLORIDA

- MIXED-USE, RETAIL, RESIDENTIAL, HOTEL, OFFICE, OPEN SPACE
- TOTAL COST: \$100 MILLION
- LENGTH OF TIME TO COMPLETE: ON-GOING
- ACTUAL COMPLETION DATE: ON-GOING
- CLIENT: BENJAMIN PARTNERS LLC

CPH provided ideation, master planning, site planning and base entitlement services for this infill project.



**THE STATION HOUSE** RESIDENTIAL  
LAKE MARY, FLORIDA

- 200 UNITS
- TOTAL COST: \$35 MILLION
- LENGTH OF TIME TO COMPLETE: 18 MONTHS
- ACTUAL COMPLETION DATE: FALL 2014
- CLIENT: EPOCH PROPERTIES

CPH provided entitlement, master plan design, infrastructure permitting, and a public/private parking structure for the 200-unit luxury apartment complex to anchor the City's Transit Oriented Village adjacent to the SunRail Station.



**GATEWAY AT RIVERWALK** MIXED-USE  
SANFORD, FLORIDA

- 72 CONDOMINIUMS; RETAIL
- TOTAL COST: \$25.0 MILLION
- LENGTH OF TIME TO COMPLETE: 16 MONTHS
- ACTUAL COMPLETION DATE: 2007



**REGAL POINTE PARK** OFFICE  
LAKE MARY, FLORIDA

- 30,000 SF
- TOTAL COST: \$2.5 MILLION
- LENGTH OF TIME TO COMPLETE: 8 MONTHS
- ACTUAL COMPLETION DATE: 2006



**CARRIAGE HOMES OF DELAND** RESIDENTIAL  
DELAND, FLORIDA

- 74 TOWNHOMES - 12 ACRES
- TOTAL COST: \$8.0 MILLION
- LENGTH OF TIME TO COMPLETE: 3 YEARS
- ACTUAL COMPLETION DATE: 2019



**HEATHROW INTERNATIONAL BUSINESS CENTER** RETAIL  
LAKE MARY, FLORIDA

- 43,340 SF
- TOTAL COST: \$8,000,000
- LENGTH OF TIME TO COMPLETE: 7 MONTHS
- ACTUAL COMPLETION DATE: 2004





#### • GENERAL INTENT

The City of DeLand, the City of DeLand's Community Redevelopment Agency (CRA), and GlassHouse Square LLC shall enter into an **Acquisition and Project Agreement (APA)** for the transfer and redevelopment of the subject RFP parcels. Said document shall detail commitments, obligations, requirements, and conditions pertaining to parcel redevelopment.

#### • PROPOSED LAND ACQUISITION AND CLOSING COSTS

The City of DeLand shall convey the subject parcels at no cost to GlassHouse Square LLC. The City shall convey only that parcel or portion thereof related to a Phased Development Program and shall retain the balance of parcel(s) until other phases come on-line. Anticipated Phasing/take downs shall be detailed in the APA. The City of DeLand shall deed parcel(s) to GlassHouse Square LLC upon issuance of building permits and posting of securities as determined by the APA. GlassHouse Square LLC to pay closing costs.

#### PHASE I

##### BUILDING 1: 30,000 SF

Mixed Use Building (3 stories)  
10,000 SF Retail/Commercial  
10,000 SF The Innovation Center  
10,000 SF Deltran Headquarters  
Rooftop Event Space

##### BUILDING 2: 8,100 SF

Retail, Artist's Lofts & Gallery (2.5 stories)  
2,800 SF Retail/Commercial  
5 Artist's Lofts  
1,500 SF Gallery Space  
Rooftop Event / Exhibition Space

#### PHASE II

##### BUILDING 3: 50,000 SF

Mixed Use Building (5 stories)  
10,000 SF Retail/Commercial  
46 Residences/Apartments

#### ADDITIONAL PROGRAM

140 Multi-Family Residential Units • Parking Structure

#### • FINANCING COSTS

Finance costs will be determined on the negotiated terms of engagement between GlassHouse Square LLC and Mainstreet Community Bank of Florida.

#### • DEMOLITION COSTS

The City of DeLand shall demolish existing structures, pavement, and remove all construction debris from site(s).

#### • CONSTRUCTION COSTS

Estimated construction costs for Phase I and Phase II are \$11,129,450.00. Site work/infrastructure costs are to be determined based on scope.

ESTIMATED CONSTRUCTION COSTS		
FACILITY	COST PER SQUARE FOOT	ESTIMATED BUILDING COST
<i>PHASE I</i>		
BUILDING ONE		
30,000 SF MIXED-USED BUILDING	\$106.17	\$3,185,000
BUILDING TWO		
8,100 SF COMMERCIAL/RETAIL/RESIDENTIAL	\$115	\$902,750
<b>PHASE I ESTIMATED TOTAL:</b>		<b>\$4,087,750</b>
<i>PHASE II</i>		
10,000 SF RETAIL/COMMERCIAL	\$106.17	\$1,061,700
46 APT. UNITS (1,000 SF/EA)	\$130	\$5,980,000
<b>PHASE II ESTIMATED TOTAL:</b>		<b>\$7,041,700</b>
<b>ESTIMATED TOTAL PROJECT CONSTRUCTION COST:</b>		<b>\$11,129,450</b>

#### • ABILITY TO PROVIDE PROJECT FINANCING

Deltran Operations USA, Inc., as Managing Partner of GlassHouse Square LLC, has been pre-qualified for a multi-phase development finance package for GlassHouse Square. Refer to attached letter from Mainstreet Community Bank of Florida. Deltran has teamed with Mainstreet as its financial partner since 2004.

#### • COMMERCIAL GENERAL LIABILITY INSURANCE AND PROOF OF ABILITY TO BOND

Refer to Lane Insurance's letter (attached) regarding bonding ability. We have also included the requisite insurance coverage.

#### • WORKING CAPITAL NEEDS

Deltran Operations USA, Inc. shall provide working capital requirements. Refer to attached letter.

#### • MOST RECENT FINANCIAL STATEMENT

Deltran has provided its financial statement under separate cover. We request that this information be kept confidential (marked: "Trade Secret") and returned to Deltran at the conclusion of this process.

Deltran, through its Chief Financial Officer, hereby authorizes the City of DeLand to verify its financial qualifications and credit worthiness (see attached letter).







October 4, 2018

Dear City of DeLand,

Re: Letter of Bank Reference & Conditional Pre-Qualification Letter

At the request of our customer Deltran et al, we are submitting this bank reference letter as a statement to their sound financial condition as it pertains to RFP -18-20. Also, this letter is to confirm that Deltran has been pre-qualified for a three phase development financing package to redevelop the parcel located at 130 W. New York Ave. DeLand, FL. Deltran has been a valued customer of Mainstreet Community Bank of Florida for over a decade, and has handled all of their business as agreed during the duration.

Deltran has maintained a significant depository relationship with Mainstreet Bank since 2004. This private entity has shown stability and maintains a considerable financial net worth. All accounts have been handled as agreed during the duration of their relationship, and we consider them to be a premier customer.

Final financing package approval will be contingent upon normal real estate requirements such as, but not limited to, an acceptable appraisal, evidence of clear title, proof of insurance, construction budget, etc. If you should have any questions, please feel free to contact me at (386)785-2304 or Richard.Prescott@MainstreetCBF.com

Sincerely,

A handwritten signature in black ink, appearing to read "Richard M. Prescott".

**Richard M. Prescott**  
Vice President/ Commercial Lender  
Ph: (386) 785-2304

204 S. Woodland Boulevard • DeLand, FL 32720 • (386) 734-5930 • Fax (386) 785-1196

## DELTRAN OPERATIONS USA, INC

801 E International Speedway Blvd  
DeLand, Florida 32724

October 10, 2018

Mr. Richard Werbiskis, AICP  
City of Deland - Community Development Director/CRA  
120 South Florida Avenue  
DeLand, FL 32720

**RE: DelTran Operations USA, Inc - CFO Certification and Authorization to review credit documents**

Dear Mr. Werbiskis,

Please let this letter stand as authorization for the City of Deland and the CRA to review the financial qualifications and creditworthiness of our company, DelTran Operations USA, Inc and its subsidiaries.

Additionally, please allow this letter to serve as my official certification of the financial strength of the company and finally as an attestation to the accuracy of any and all financial information that has been submitted or will be submitted in the future.

As we move through this process, the request for additional financial information is anticipated and welcomed. If you have any questions on the submitted information or require any additional information to this point, please do not hesitate to contact me directly. I look forward to working with you.

Best regards,

A handwritten signature in black ink, appearing to read "Jack Rollins".

Jack Rollins  
Chief Financial Officer  
DelTran Operations USA, Inc.

**FINANCIAL ANALYSIS AND CAPACITY**  
GLASSHOUSE SQUARE







September 12, 2018

Richard Werbiskis, AICP  
 Community Development Director  
 City of DeLand  
 120 S Florida Avenue  
 DeLand, FL 32720

RE: RFP-18-20  
 Redevelopment of Downtown Parcel

Dear Rick,

We are currently working with Deltran Operations USA, Inc., our long-standing client, in the process of obtaining bonding that may be required by the City of DeLand for their proposal of the professional office, retail mixed use development on the property located at 130 West New York Avenue and the second parcel of land located on Georgia Avenue.

Please know that I do not anticipate this client to have any problems in their ability of obtaining a performance/payment bond for \$5,000,000 should the need arise.

Best regards,

Joseph B. Lane  
 President

OUR BUSINESS IS PEOPLE, NOT POLICIES  
 "With Deep Roots in Our Community"  
 LANEINS.COM

DeLand Office | 838 E. New York Avenue, DeLand, Florida 32724 | 386-734-0800  
 Edgewater Office | 501 N. Ridgewood Avenue, Suite A, Edgewater, Florida 32132 | 386-427-5201



**CERTIFICATE OF LIABILITY INSURANCE**

DELTTRA-01

BLENNON

DATE (MM/DD/YYYY)  
 09/19/2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Lane-Lennon Commercial Insurance, LLC PO Box 11 DeLand, FL 32721	CONTACT NAME: PHONE (A/C, No, Ext): (386) 734-0800 E-MAIL ADDRESS: doni@lanelelennon.com	FAX (A/C, No): (386) 738-3221
INSURED Deltran Operations USA, Inc. Glasshouse Square, LLC 801 US Highway 92 East DeLand, FL 32724	INSURER(S) AFFORDING COVERAGE INSURER A: Travelers Prop Casualty Co of AM INSURER B: Phoenix Insurance Co. INSURER C: INSURER D: INSURER E: INSURER F:	NAIC # 25674 25623

COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A X	COMMERCIAL GENERAL LIABILITY					
	CLAIMS-MADE X OCCUR	X	Y-630-0K543648-TIL-18	01/01/2018	01/01/2019	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 3,000,000 PRODUCTS - COMPI/OP AGG \$ 3,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER					
X	POLICY PROJECT LOC					
	OTHER					
A	AUTOMOBILE LIABILITY					
X	ANY AUTO OWNED AUTOS ONLY		BA-4K963044-18-CAG	01/01/2018	01/01/2019	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	HIRED AUTOS ONLY					
	SCHEDULED AUTOS					
	NON-OWNED AUTOS ONLY					
A X	UMBRELLA LIAB	X OCCUR				
	EXCESS LIAB	CLAIMS-MADE	CUP-4K970858-18-14	01/01/2018	01/01/2019	EACH OCCURRENCE \$ 7,000,000 AGGREGATE \$ Aggregate \$ 7,000,000
	DED X RETENTION \$	10,000				
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY					
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	Y/N	UB-4K964170-18-14	01/01/2018	01/01/2019	PER STATUTE OTH-ER \$ 1,000,000 E L EACH ACCIDENT \$ 1,000,000 E L DISEASE - EA EMPLOYEE \$ 1,000,000 E L DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER City of DeLand 120 S Florida Ave DeLand, FL 32720	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
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**GlassHouse Square LLC**, in concert with its development partners, proposes to construct **GlassHouse Square** under the initial terms below (subject to APA):

- **GlassHouse Square LLC** is proposing a mixed-use/multi-use redevelopment project consisting of:

#### PHASE I

##### BUILDING 1: 30,000 SF | 3 STORIES

- Mixed-use building anchored by the **Deltran Operations USA, Inc.** headquarters and **The Innovation Center**. (20,000 SF).
- Street-level retail/commercial space (10,000 SF).
- Roof Event Area

##### BUILDING 2: 8,100 SF | 2.5 STORIES

- Mixed-use building: Artist's Lofts
- 5-6 Artist's Lofts
- Street-level retail/commercial space (2,800 SF)
- Gallery and Exhibition Space (1,500 SF) plus roof event area

#### PHASE II: 50,000 SF

- Mixed-use building/5 stories
  - 10,000 SF street-level retail/commercial
  - 46 Residential units

#### ADDITIONAL PROGRAM

- As a complement and part of the **GlassHouse Square** project, a 142-residential unit building is proposed on the lands under contract (known as Comfort Service, Inc. parcels). These parcels are not a part of the subject RFP.
- Parking Structure
- Construction financing for **GlassHouse Square** to be provided by **Mainstreet Community Bank of Florida**, which has prequalified Deltran for a phased project. Deltran will serve as the project's Managing Partner.
- The City of DeLand and **GlassHouse Square LLC** will enter into an Acquisition and Project Agreement (APA) to address:
  - Conveyance of subject parcels to **GlassHouse Square LLC** at no cost concurrent with or prior to commencement of a phase of construction.

- **GlassHouse Square LLC** will fund all soft costs associated with the development (land planning, architecture, engineering, insurance, general contractor fees, finance, etc.), with the exception of permit application fees.

*Estimated soft costs for design: \$1,500,000*

- City of DeLand Impact Fees have been estimated at \$34,705. Volusia County Impact Fees (Transportation and Schools) have been estimated at \$432,107. The City of DeLand will work in concert with **GlassHouse Square LLC** to negotiate/obtain fee waivers or reductions from City and Volusia County entities.
- City of DeLand and Volusia County to grant a 10-year ad valorem tax exemption for the **Deltran Operations USA, Inc.** space (10,000 SF), the **Innovation Center** space (10,000 SF), and the Artists' Lofts (8,100 SF). Ad valorem taxes to be paid on an escalated, gradual basis for operational years 11 through 20.

*Estimated ad valorem taxes at build-out (excluding any exemptions): \$123,628.66*

- **GlassHouse Square LLC** projects a building construction budget of \$11,129,450 for all phases (does not include site improvements). City of DeLand to provide for reductions and/or waiver of building permit fees.
- City of DeLand/CRA shall provide for the construction of **GlassHouse Alley** as a "festival street" project similar in scope and design as Georgia Avenue. **GlassHouse Alley** to serve primarily as a pedestrian street with limited vehicular traffic and parking.

*Estimated soft costs for design: \$220,000*

- City of DeLand/CRA shall construct surface parking lot on former Downtown fire station site in order to accommodate parking demand for Phase I.
- City of DeLand/CRA to pursue a **public-private-partnership** for the construction of a multi-level parking structure on fire station/surface parking lot to accommodate full build-out condition of project plus residential development and City Hall needs.
- City of DeLand shall assist GlassHouse Square LLC and expedite the issuance/approval of Planned Unit Development (PUD), subdivision

and platting procedures. City of DeLand shall also be co-applicant for any applications for local, state, and federal permits for improvements.

#### PROJECT AND COMMUNITY BENEFITS

- Phase I of GlassHouse Square will be anchored by Deltran Operations USA, Inc. headquarters with 55 employees, generating an estimated \$4.2 million annual payroll with an average annual salary of \$85,781.00.
- Phase I will also include a three-story Artist's Loft building dedicated to local artists with retail space, work-live opportunities and a roof-level Gallery and roof deck event and exhibition space.
- Construction of GlassHouse Alley, enhancing the City's north-south pedestrian connectivity framework.
- Phase II will be highlighted by 46 residential units anchored by 10,000 SF of street-level retail and commercial opportunities.
- **The Innovation Center:** 10,000 SF within the Deltran HQ building, dedicated to help start-ups and companies by providing incubator space for entrepreneurs. Creating a co-work office space centered around innovation and growth for young companies in the technology, software, and production design fields. It will be the hub of the GlassHouse Square live-work-play community.
- Additional multi-family residential units in the Downtown (on lands under contract, not part of subject RFP).
- Open/Gathering space to include GlassHouse Alley, splash pad, and vendor spaces.
- Estimated permanent/full-time employment of 179 employees at an estimated annual payroll of \$8.9 million.
- Estimated temporary construction employment of 182 employees at an estimated annual payroll of \$9.7 million.

#### LEGAL DISCLOSURES

- Deltran Operations USA, Inc. and their subsidiaries hereby attests and confirms that the company and/or its affiliates have not been subject to any investigations of wrongdoings, litigation, and/or settlements, fines, or penalties that relate to the services proposed herein.





ESTIMATED EMPLOYMENT (FTE)		
PROGRAM PHASE	NO. OF EMPLOYEES	ESTIMATED ANNUAL PAYROLL
<i>PHASE I</i>		
<b>BUILDING ONE</b>		
DELTRAN HEADQUARTERS BUILDING (10,000 SF)	55	\$4,290,000
INNOVATION CENTER (10,000 SF) • 125 SF per employee • \$45,000 average payroll/employee	60	\$2,700,000
COMMERCIAL/RETAIL (10,000 SF) • 375 SF per employee • \$14/hr average payroll	26	\$757,120
<b>TOTAL:</b>	<b>141</b>	<b>\$7,747,120</b>
<b>BUILDING TWO</b>		
COMMERCIAL/RETAIL (2,800 SF) • 375 SF per employee • \$14/hr average payroll	7	\$203,840
<b>PHASE I ESTIMATED TOTAL:</b>	<b>148</b>	<b>\$7,950,960</b>
<i>PHASE II</i>		
MULTI-FAMILY RESIDENTIAL MANAGEMENT & MAINTENANCE	5	\$250,000
COMMERCIAL (10,000 SF) • 375 SF per employee • \$14/hr average payroll	26	\$757,120
<b>PHASE II ESTIMATED TOTAL:</b>	<b>31</b>	<b>\$1,007,120</b>
<b>ESTIMATED ANNUAL PAYROLL AT FULL BUILD-OUT:</b>	<b>179</b>	<b>\$8,958,080</b>

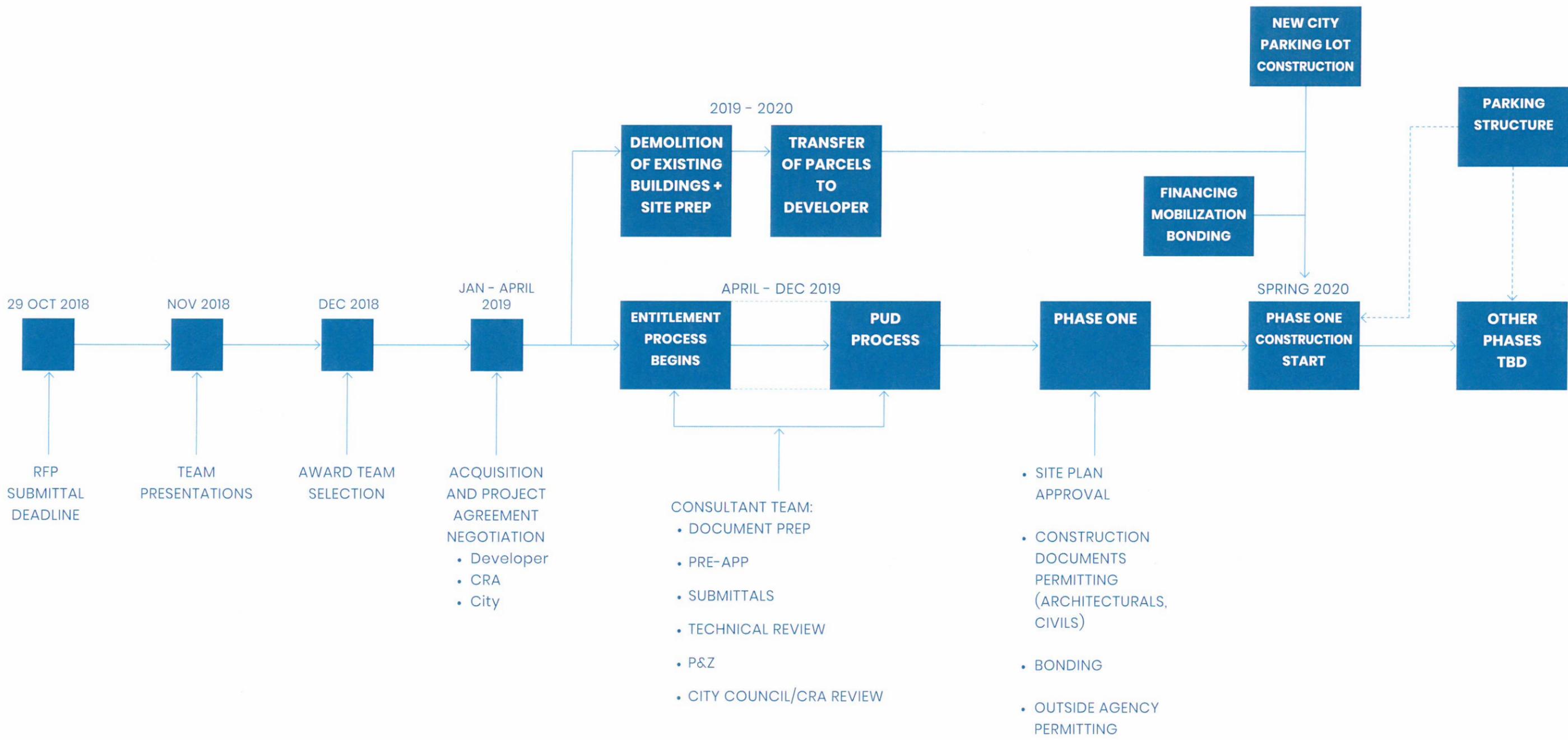
ESTIMATED TEMPORARY CONSTRUCTION JOBS		
PROGRAM PHASE	NO. OF EMPLOYEES	ESTIMATED ANNUAL PAYROLL
<i>PHASE I</i>		
DIRECT JOBS: • (\$5,886,000 / 1,000,000) • Average Salary: \$28,500	49	\$1,396,500
INDIRECT JOBS • (\$5,886,000 / 1,000,000) • Average Salary: \$28,500	50	\$1,425,000
<b>PHASE I ESTIMATED TOTAL:</b>	<b>99</b>	<b>\$2,821,500</b>
<i>PHASE II</i>		
DIRECT JOBS: • (\$4,950,000 / 1,000,000) • Average Salary: \$28,500	41	\$1,168,500
INDIRECT JOBS • (\$4,950,000 / 1,000,000) • Average Salary: \$28,500	42	\$1,197,000
<b>PHASE II ESTIMATED TOTAL:</b>	<b>83</b>	<b>\$2,365,500</b>
<b>ESTIMATED ANNUAL PAYROLL AT FULL BUILD-OUT:</b>	<b>182</b>	<b>\$9,700,860</b>

\* Does not include additional multi-family building or parking structure.

POTENTIAL FUTURE AD VALOREM TAXES			
VALUE PER SF - COMMERCIAL: \$66.82			
VALUE PER SF - RESIDENTIAL: \$52.18			
VALUATION PER SQUARE FOOT	ASSESSED VALUE	MILLAGE RATE	TAX AMOUNT
<i>PHASE I</i>			
30,000 SF * \$66.82 (Commercial)	\$2,004,600.00	23.319	\$46,754.26
8,100 SF * \$66.82 (Commercial)	\$541,242.00	23.319	\$12,621.22
<i>PHASE II</i>			
10,000 SF * \$66.82 (Commercial)	\$668,200.00	23.319	\$15,581.76
40,000 SF * \$52.18 (Residential)	\$2,087,200.00	23.319	\$48,671.42
<b>TOTAL ESTIMATED AD VALOREM TAXES:</b>			<b>\$123,628.66</b>



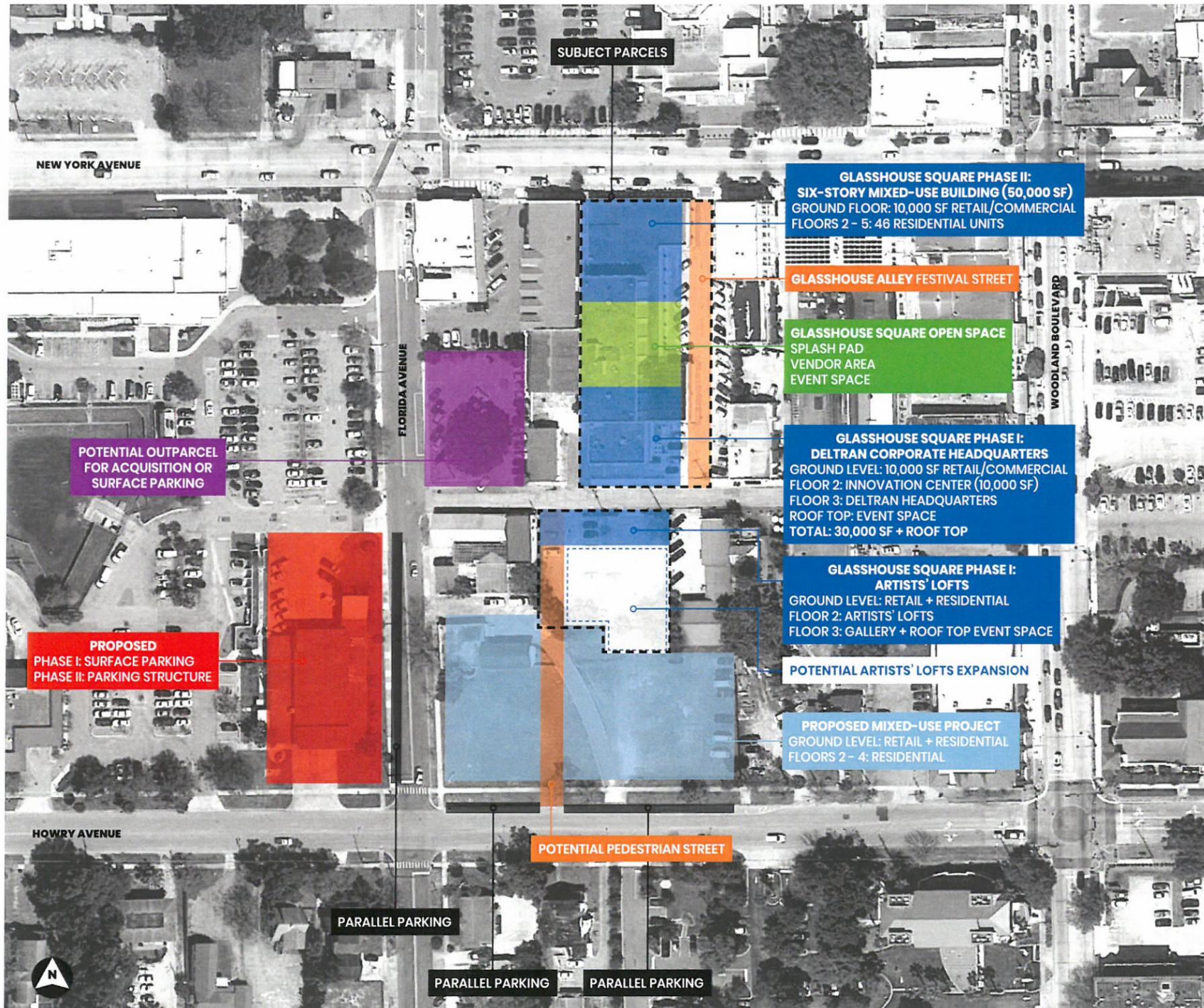




Note: this schedule is subject to conditions set forth in acquisition and project agreement; city review, public hearings, and community outreach







**GlassHouse Square** enhances the Downtown fabric through an ethos of “live, work, play.” By enhancing walkability and livability, residents, employees, and visitors of Downtown DeLand can embrace the dynamic activity center. Art galleries, retail shops, and restaurants await locals and visitors alike, while new office programming and ample residential opportunities bring more full-time activity to Downtown.

**PHASE I** of **GlassHouse Square** brings 20,000 square feet of office space, 12,800 square feet of retail and commercial space, five residential units, two rooftop event spaces, open space with a splash pad, and a pedestrian street, “GlassHouse Alley.” Deltran’s headquarters relocation to Building One, Phase I of GlassHouse Square will bring fifty-five full-time employees to downtown, with an estimated annual payroll of \$4.3 million. A cowork space, The Innovation Center, will provide office space and conference areas to tenants working in the tech and software industries, with start-up companies, etc. Employees will enjoy retail and restaurant offerings at the ground-level commercial spaces. Meanwhile, Building Two of Phase I will provide residential lofts, an art gallery, and exhibition space to local artisans looking to call Downtown DeLand, “home.” Finally, Phase I will construct ample outdoor and gathering areas at the splash pad and pedestrian street. Ideal for street festivals and events, GlassHouse Alley also provides enhanced walkability through downtown, and serves as a reserved gathering space for local happenings.

**PHASE II** of **GlassHouse Square** provides residential programming for the project. With forty-six residential units housed in its five-story building, Phase II implements the “live” component of “live, work, play.” Residents will enjoy walkable employment opportunities, retail offerings, and local events within steps of their home, effectively contributing to the vibrant and growing Downtown energy. Building Three also boasts 10,000 square feet of retail/commercial space at the ground-level that will engage Downtown visitors and pedestrians. Phase II includes the construction of a multi-level parking structure in place of the old fire station that will provide 599 spaces for City employees, GlassHouse Square employees, residents, and visitors.

In addition to the programming detailed above, **GlassHouse Square** also has five additional parcels (outside the scope of this RFP) under contract for the construction of a multi-family residential structure (140 units).





### THE INNOVATION CENTER

- 10,000 SF
- Cowork/Start-Up Venue



### MIXED-USE BUILDING

- Street-Level Retail
- Residential (46 Units)



### GLASSHOUSE ALLEY

- Pedestrian Street
- Street Vendors
- Exhibits



### ROOFTOP EVENT SPACE

- View of Downtown
- Event Space
- Bar
- Restaurant



### GATHERING SPACE

- Splash Pad
- Vendors
- Food Trucks
- Temporary Stage/ Performances



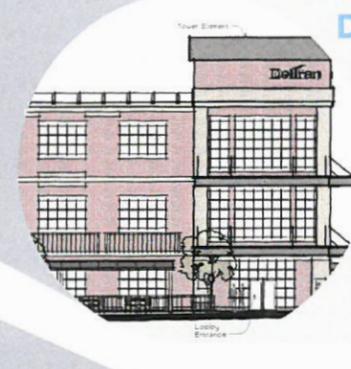
### PARKING STRUCTURE

- GlassHouse Square
- City Employees
- Downtown Merchants



### DELTRAN OPERATIONS USA, INC. HEADQUARTERS

- 30,000 SF
- Roof Top Deck Events
- Street-Level Retail
- The Innovation Center



### RESIDENTIAL

- 140 Units
- Street-Level Retail



### ARTISTS' LOFTS

- Street-Level Retail
- Work-Live Units
- Gallery + Exhibition Space
- Roof Deck Event Space



GLASSHOUSE SQUARE: LIVE-WORK-PLAY







**PHASE I**

- No. 1**  
BUILDING No. 1 (30,000 SQFT)
  - RETAIL/COMMERCIAL - FIRST FLOOR (10,000 SQFT.)
  - INNOVATION CENTER - SECOND FLOOR (10,000 SQFT.)
  - CORPORATE OFFICE - THIRD FLOOR (10,000 SQFT)
  - ROOFTOP GARDEN
- No. 2**  
BUILDING No. 2 (8,100 SQFT)
  - RETAIL/COMMERCIAL - FIRST FLOOR (2,800 SQFT.)
  - RESIDENTIAL - SECOND FLOOR (5 APTS./3,800 SQFT.)
  - GALLERY - THIRD FLOOR (1,500 SQFT.)
  - ROOFTOP GARDEN (2,300 SQFT.)
  - PARKING SPACES (18)
- No. 3**  
GLASSHOUSE ALLEYWAY
  - PEDESTRIAN CONNECTION BETWEEN WEST GEORGIA AVENUE AND WEST NEW YORK AVENUE
  - 10 POTENTIAL PARALLEL PARKING SPACES (BUSINESS HOUR ONLY)
- No. 4**  
OPEN SPACE
  - DOWNTOWN SPLASH PAD
  - VENDORS / FOOD TRUCKS
- No. 5**  
TEMPORARY SURFACE PARKING
  - 22 PARKING SPACES
- No. 6**  
ADDITIONAL PARKING
  - SURFACE PARKING LOT (FORMER FIRE STATION)
  - 74 PARKING SPACES

**PARKING CALCULATIONS**

PARKING REQUIRED (PHASE I)			
RETAIL	12,800 SQFT	1/300	43 SPACES
INNOVATION CNTR.	10,000 SQFT.	1/200	50 SPACES
OFFICE	10,000 SQFT.	1/200	50 SPACES
RESIDENTIAL	5 UNITS	1.5/UNIT	8 SPACES
REQUIRED PARKING			151 SPACES

**PROPOSED PARKING PLAN / STRATEGY**

PARKING PROVIDED (PHASE I)	
TEMPORARY SURFACE PARKING (W. NEW YORK AVE.)	22 SPACES
ON STREET PARALLEL PARKING (W. NEW YORK AVE.)	6 SPACES
PARKING LOT (WEST GEORGIA AVE.)	18 SPACES
SURFACE PARKING LOT (FORMER FIRE STATION) *	74 SPACES
ON STREET PARALLEL PARKING (S. FLORIDA AVE.)	9 SPACES
ON STREET PARALLEL PARKING (W. HOWRY AVE.)	12 SPACES
CITY OF DeLAND PUBLIC PARKING	23 SPACES
TOTAL PROVIDED PARKING	
164 SPACES	

\* SOUTH FLORIDA AVE. SURFACE PARKING LOT IS A CITY PROJECT, SEPARATE FROM SUBJECT DEVELOPMENT



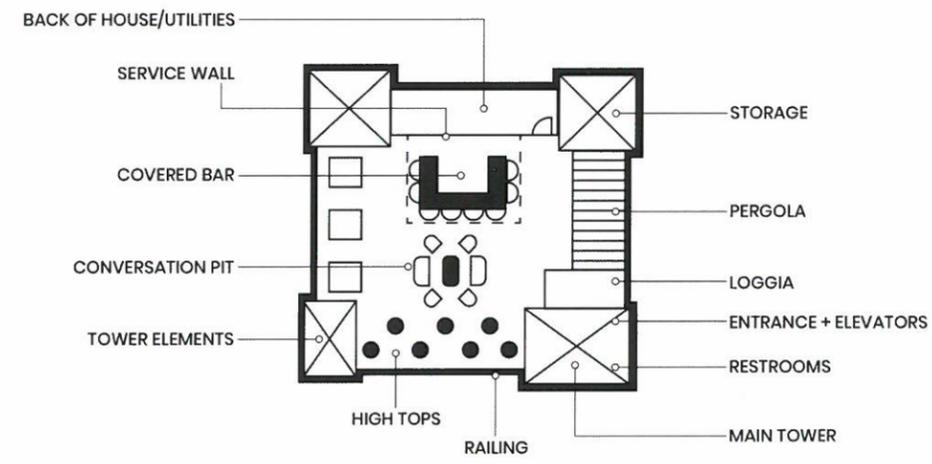




**NORTH GEORGIA AVENUE ELEVATION**



**NORTH GEORGIA AVENUE PERSPECTIVE**



**ROOF TOP DECK/EVENT SPACE**

**PHASE I**

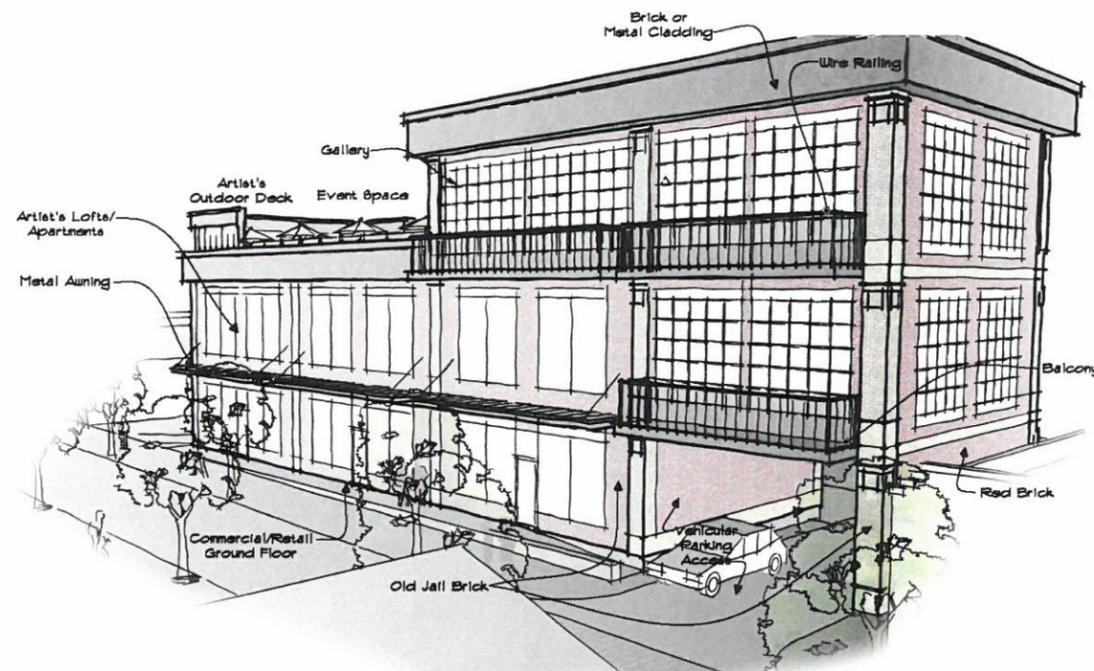
<b>BUILDING 1</b>		<b>30,000 SF</b>
Retail/Commercial (1 <sup>st</sup> Floor)		10,000 SF
The Innovation Center		10,000 SF
Deltran Operations USA, Inc. HQ (3 <sup>rd</sup> Floor)		10,000 SF
Rooftop Event Space/Garden		



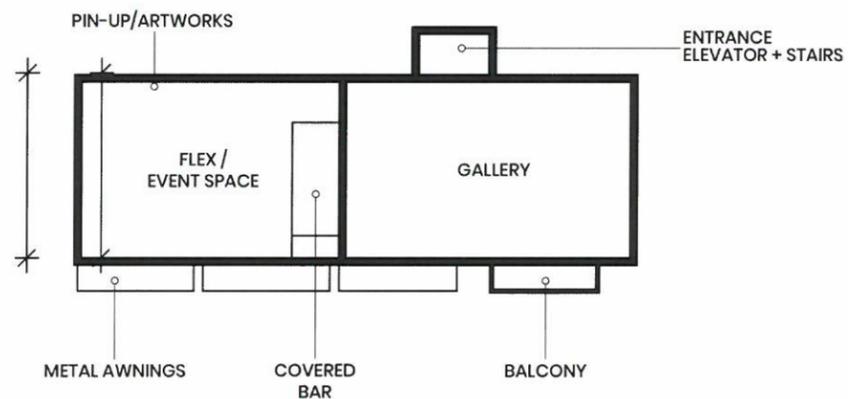




**SOUTH GEORGIA AVENUE ELEVATION**



**SOUTH GEORGIA AVENUE PERSPECTIVE**



**ARTISTS' DECK + GALLERY**

**PHASE I**

**BUILDING 2**

**8,100 SF + ROOFTOP DECK**

1 <sup>st</sup> Floor	Commercial/Restaurant - 2,800 SF
2 <sup>nd</sup> Floor	Residential - 5 Artist's Lofts
3 <sup>rd</sup> Floor	Gallery Exhibition Space - 1,500 SF
Event/Deck Space	



**PHASE I ARCHITECTURE BUILDING 2: ARTISTS' LOFTS**

GLASSHOUSE SQUARE







**PHASE I**

- No. 1**  
BUILDING No. 1 (30,000 SQFT)
  - RETAIL/COMMERCIAL - FIRST FLOOR (10,000 SQFT.)
  - INNOVATION CENTER - SECOND FLOOR (10,000 SQFT.)
  - CORPORATE OFFICE - THIRD FLOOR (10,000 SQFT)
  - ROOFTOP GARDEN
- No. 2**  
BUILDING No. 2 (8,100 SQFT)
  - RETAIL/COMMERCIAL - FIRST FLOOR (2,800 SQFT.)
  - RESIDENTIAL - SECOND FLOOR (5 APTS./3,800 SQFT.)
  - GALLERY - THIRD FLOOR (1,500 SQFT.)
  - ROOFTOP GARDEN (2,300 SQFT.)
  - PARKING SPACES (18)
- No. 3**  
GLASSHOUSE ALLEYWAY
  - PEDESTRIAN CONNECTION BETWEEN WEST GEORGIA AVENUE AND WEST NEW YORK AVENUE
  - 10 POTENTIAL PARALLEL PARKING SPACES (BUSINESS HOUR ONLY)

**PHASE II**

- No. 4**  
OPEN SPACE
  - DOWNTOWN SPLASH PAD
  - VENDORS / FOOD TRUCKS
- No. 5**  
BUILDING No. 3 (50,000 SQFT)
  - RETAIL/COMMERCIAL - FIRST FLOOR (10,000 SQFT.)
  - RESIDENTIAL - SECOND FLOOR (12 APARTMENTS)
  - RESIDENTIAL - THIRD FLOOR (12 APARTMENTS)
  - RESIDENTIAL - FOURTH FLOOR (12 APARTMENTS)
  - RESIDENTIAL - FIFTH FLOOR (10 APARTMENTS)
  - ROOFTOP GARDEN
- No. 6**  
PARKING STRUCTURE
  - 4 LEVEL PARKING STRUCTURE (599 SPACES)
- No. 7**  
PARCEL UNDER CONTRACT
  - 1.1± ACRE PARCEL
  - 140 RESIDENTIAL UNITS

**PARKING CALCULATIONS \***

PARKING REQUIRED (PHASE I)			
RETAIL	12,800 SQFT	1/300	43 SPACES
INNOVATION CNTR.	10,000 SQFT.	1/200	50 SPACES
OFFICE	10,000 SQFT.	1/200	50 SPACES
RESIDENTIAL	5 UNITS	1.5/UNIT	8 SPACES
REQUIRED PARKING			151 SPACES
PARKING REQUIRED (PHASE II)			
RETAIL	10,000 SQFT.	1/300	34 SPACES
RESIDENTIAL	46 UNITS	1.5/UNIT	69 SPACES
REQUIRED PARKING			103 SPACES
<b>TOTAL REQUIRED PARKING</b>			<b>254 SPACES</b>

\* DOES NOT INCLUDE PARKING REQUIRED FOR ADDITIONAL MULTI-FAMILY PROJECT ON COMFORT SERVICES INC. PARCEL (PARCEL CURRENTLY UNDER CONTRACT)







**PHASE II**

<b>BUILDING 3</b>	<b>50,000 SF</b>
Ground Level	Commercial/Restaurant - 10,000 SF
2nd - 5th Floor	Residential - 46 Apartments

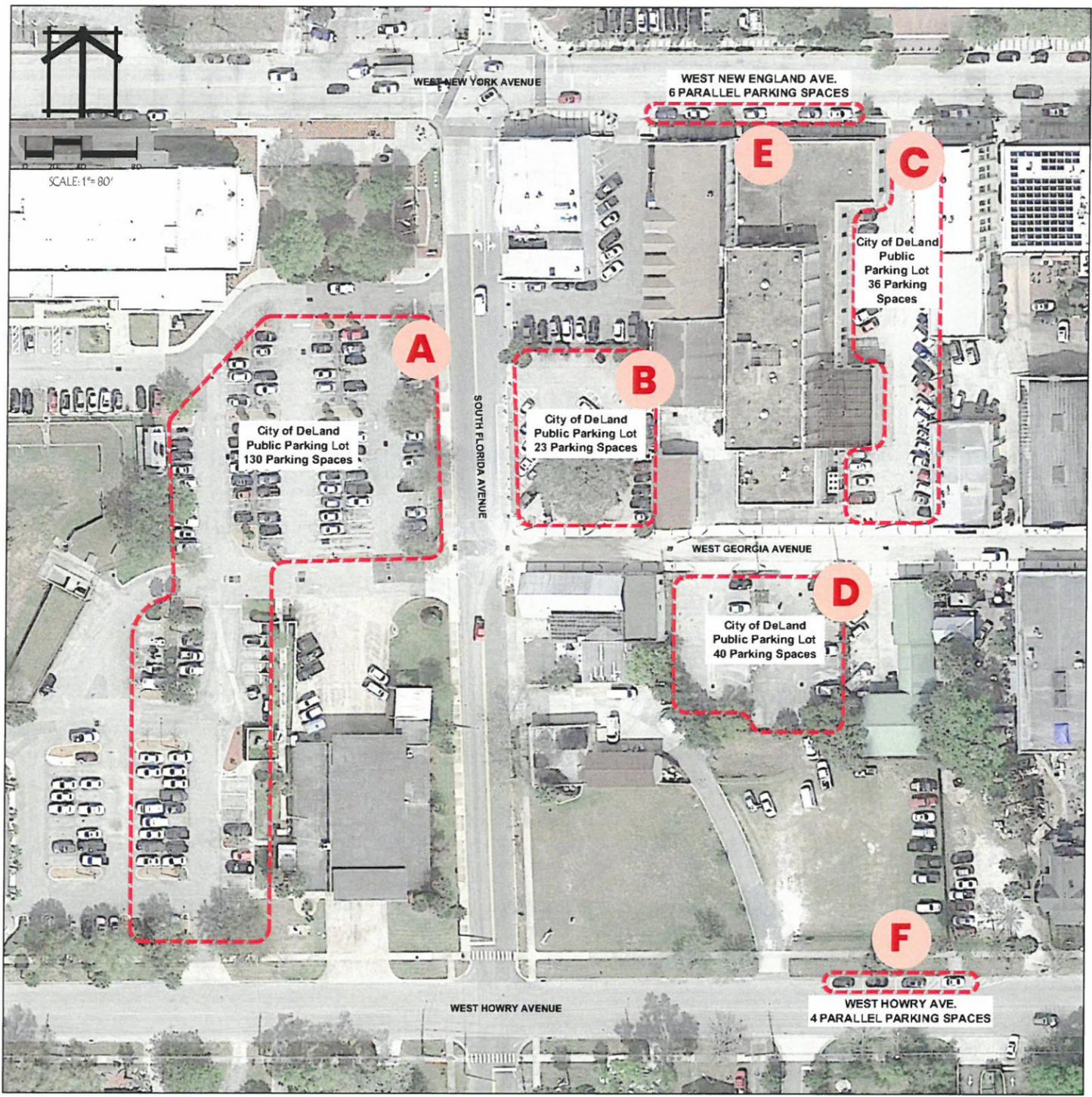


**PHASE II ARCHITECTURE BUILDING 3: MIXED-USE BUILDING**

GLASSHOUSE SQUARE







**Existing Public Parking**  
239 Parking Spaces

Parking, along with other infrastructure elements, has always been an important component of infill downtown development.

Parking standards to meet infill project demands may include:

- 1) Reduction in per square foot parking use minimums;
- 2) Shared parking;
- 3) Peak hour and off-peak-hour parking areas;
- 4) Surface parking lots; and
- 5) Structured parking and combinations thereof.

In arriving at a parking strategy for **GlassHouse Square**, we have identified available parking, calculated project parking demand, and identified project parking and additional parking opportunities:

**EXISTING PARKING ANALYSIS**

CITY OF DeLAND PUBLIC PARKING	
A	130 SPACES
B	23 SPACES
C	36 SPACES
D	40 SPACES
E	6 SPACES
F	4 SPACES
<b>TOTAL PUBLIC PARKING 239 SPACES</b>	

**GlassHouse Parking Requirements:**

PHASE I: 151 SPACES  
 PHASE II: 103 SPACES  
 TOTAL: 254 SPACES

**Additional Project (Parcels: Comfort Service, Inc.):**

Multi-Family Development: 213 SPACES  
 Additional City Hall Parking: 100 SPACES

**TOTAL ANTICIPATED PARKING DEMAND: 567 SPACES**





**DEVELOPMENT PROGRAM**

**BUILDING ONE:**

GROUND LEVEL	10,000 SF	RETAIL/COMMERCIAL
2 <sup>ND</sup> FLOOR	10,000 SF	THE INNOVATION CENTER
3 <sup>RD</sup> FLOOR	10,000 SF	DELTRAN OPERATIONS USA, INC. HEADQUARTERS
ROOF TOP	EVENT SPACE	

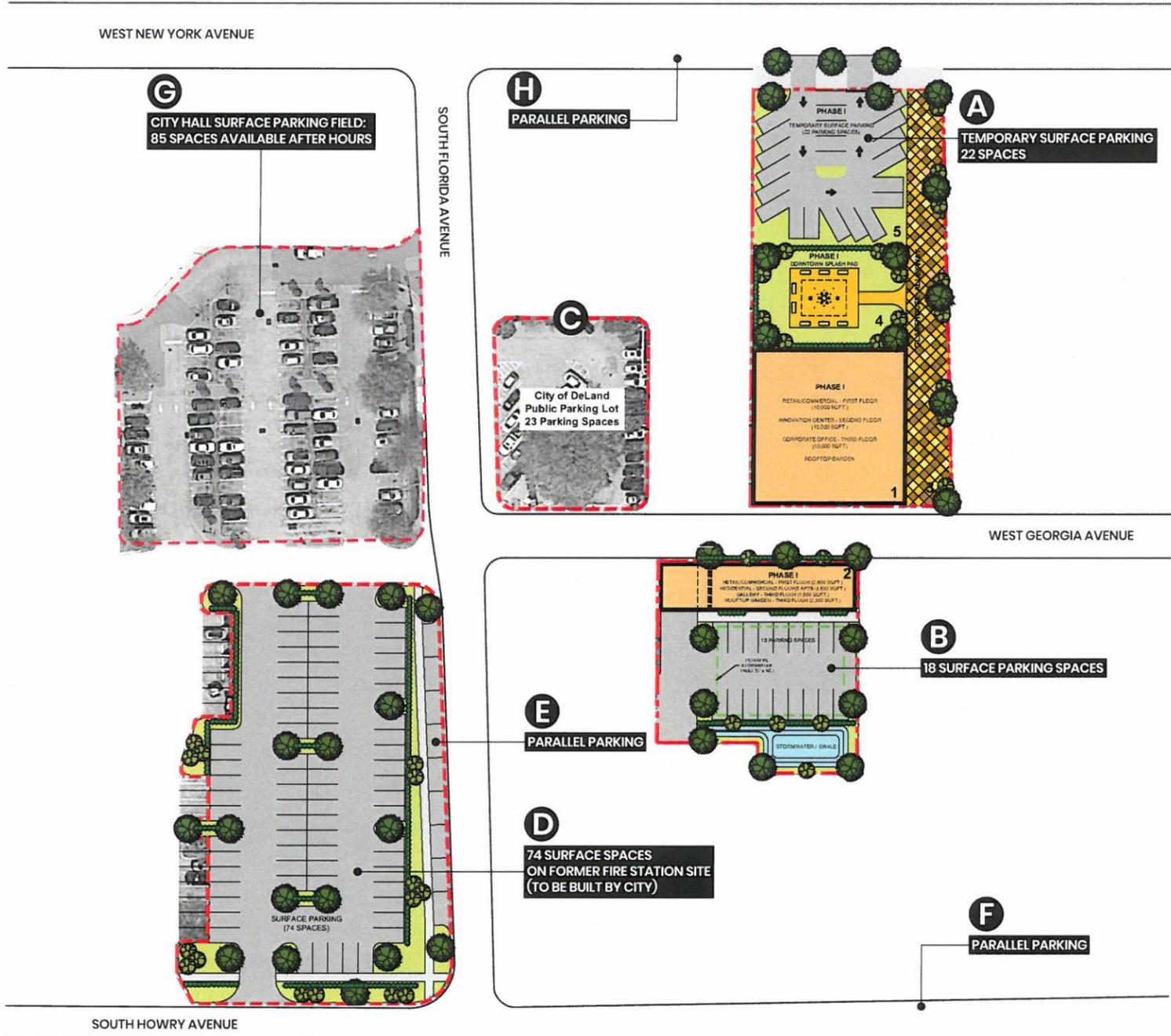
**BUILDING TWO:**

GROUND LEVEL	2,800 SF	RETAIL/COMMERCIAL
2 <sup>ND</sup> FLOOR	5	RESIDENTIAL LOFTS
3 <sup>RD</sup> FLOOR	1,500 SF	GALLERY + EXHIBITION SPACE

PARKING CALCULATIONS			
PARKING REQUIRED (PHASE I)			
RETAIL	12,800 SF	1/300	43 SPACES
OFFICE	20,000 SF	1/200	100 SPACES
RESIDENTIAL	5 UNITS	1.5/UNIT	8 SPACES
<b>TOTAL REQUIRED PARKING:</b>			<b>151 SPACES</b>

**Parking Provided:**

A TEMPORARY PARKING:	22 SPACES
B ARTISTS' LOFTS:	18 SPACES
C CITY LOT:	23 SPACES
D FIRE STATION LOT:	74 SPACES
E PARALLEL PARKING (S. FL AVE):	9 SPACES
F PARALLEL PARKING (W. HOWRY AVE):	12 SPACES
G CITY HALL (AFTER HOURS):	85 SPACES
H PARALLEL PARKING (W. NY AVE):	8 SPACES
<b>TOTAL PARKING PROVIDED:</b>	<b>251 SPACES</b>





**DEVELOPMENT PROGRAM**

**BUILDING THREE:**

GROUND LEVEL:	10,000 SF	RESTAURANT/RETAIL/COMMERCIAL
2 <sup>ND</sup> - 5 <sup>TH</sup> FLOOR:	40,000 SF	46 RESIDENTIAL UNITS

**ADDITIONAL PROGRAM:**

LAND UNDER CONTRACT	140 RESIDENTIAL UNITS
---------------------	-----------------------

PARKING CALCULATIONS			
<b>PARKING REQUIRED (PHASE I)</b>			
RETAIL	12,800 SF	1/300	43 SPACES
OFFICE	20,000 SF	1/200	100 SPACES
RESIDENTIAL	5 UNITS	1.5/UNIT	8 SPACES
			<b>REQUIRED PARKING: 151 SPACES</b>
<b>PARKING REQUIRED (PHASE II)</b>			
RETAIL	10,000 SF	1/300	34 SPACES
RESIDENTIAL	46 UNITS	1.5/UNIT	69 SPACES
			<b>REQUIRED PARKING: 103 SPACES</b>
<b>TOTAL PARKING REQUIRED:</b>			<b>254 SPACES</b>

**Parking Required:**

- GLASSHOUSE SQUARE (PHASE I + II): 254 SPACES
- ADDITIONAL CITY HALL PARKING: 100 SPACES
- RESIDENTIAL PROJECT UNDER CONTRACT: 213 SPACES

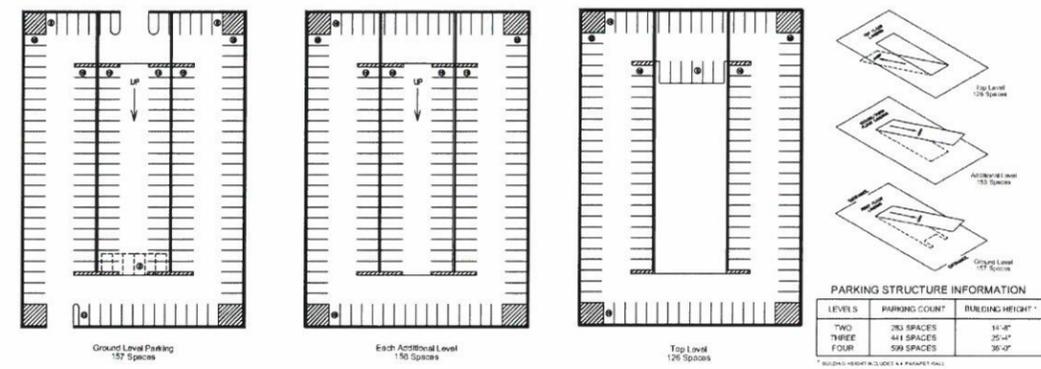
**TOTAL PARKING REQUIRED: 567 SPACES**

**Parking Proposed:**

- A PARKING STRUCTURE (4 LEVELS): 599 SPACES
- B SURFACE SPACES: 18 SPACES
- C PARALLEL PARKING (W. NY AVE): 8 SPACES
- D PARALLEL PARKING (W. HOWRY AVE): 12 SPACES
- E CITY LOT: 23 SPACES
- F CITY HALL (AFTER HOURS): 67 SPACES

**TOTAL PARKING PROVIDED: 727 SPACES**

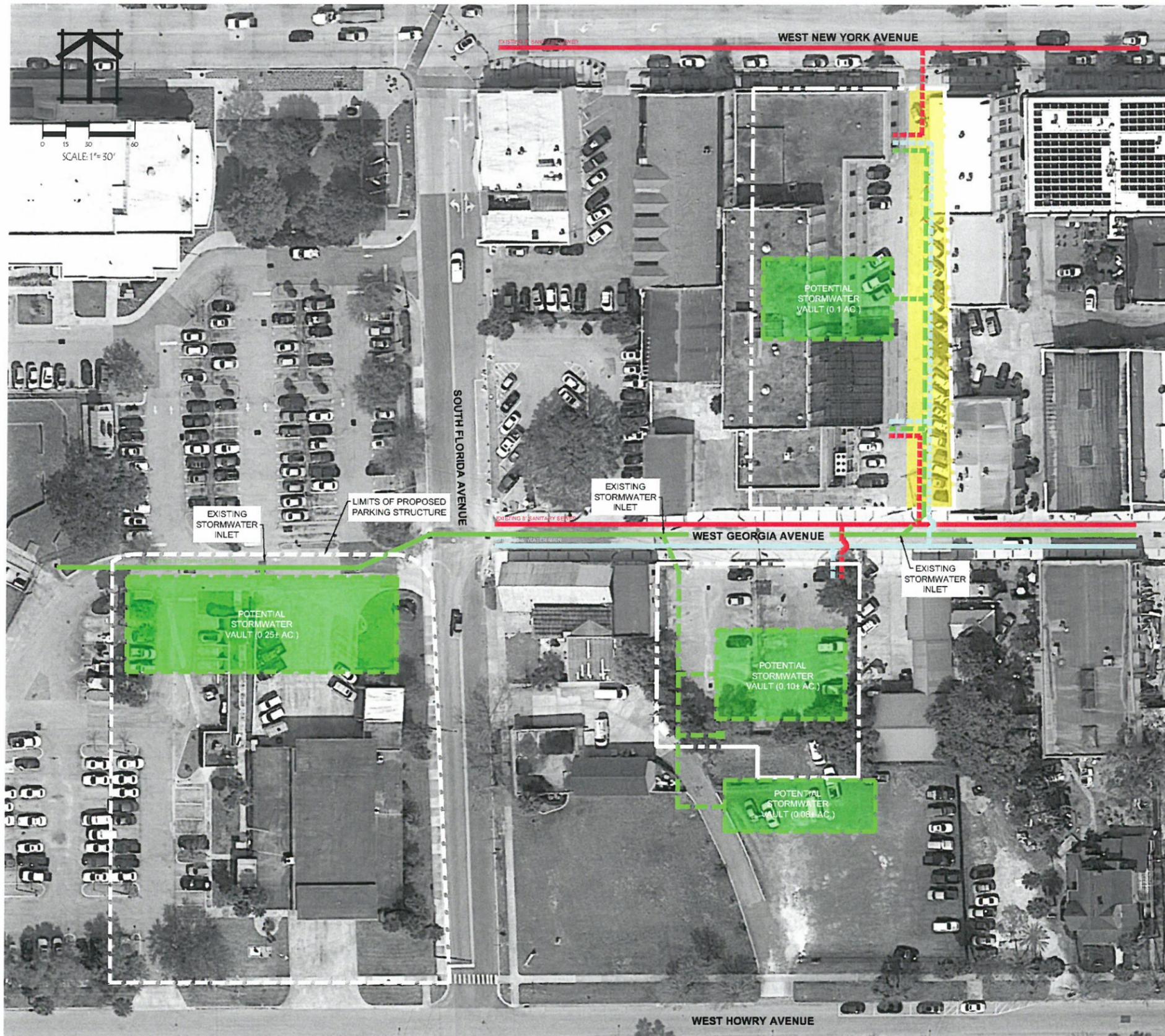
**Parking Structure Schematic**



**CONCEPTUAL SITE PLAN PARKING STRATEGY: PHASE II**  
GLASSHOUSE SQUARE







Redevelopment opportunities within the CRA must address infrastructure considerations. Stormwater drainage issues at the intersection of West Georgia Avenue and South Florida Avenue require evaluation and resolution by the City and the CRA. GlassHouse Square will address project-related drainage through its permitting efforts with the St. Johns River Water Management District and the City of DeLand. An overall drainage strategy may consist of installation of underground vaults to capture existing run-off. These vaults may be installed “up-stream” of the roadway intersections--under parking areas and open space areas, and within the old fire station site.

- EXISTING 8" SANITARY SEWER
- EXISTING 6" WATER MAIN
- EXISTING STORMWATER SYSTEM
- - - PROPOSED SANITARY SEWER
- - - PROPOSED WATER SERVICE LINE
- - - PROPOSED STORMWATER SYSTEM
- PEDESTRIAN ALLEYWAY
- POTENTIAL STORMWATER VAULT



# CONCEPTUAL SITE PLAN POTENTIAL INFRASTRUCTURE STRATEGY

GLASSHOUSE SQUARE





## PERMIT AND APPROVAL ANALYSIS

**GlassHouse Square** and its development team have identified a preliminary permit and approval path for the project. The following outline is subject to concurrence of review with City staff:

- Negotiation of approval of Acquisition and Project Agreement (APA)
- Project Approval Memorandum of Understanding (for entitlement process – details)
- Pre-Application Conference
- Staff review – technical review
- Community Meeting(s)
- Planning and Zoning Board
- City Council approval of:
  - Planned Unit Development zoning
  - Preliminary/Final Subdivision Plan
  - Engineering approvals
  - Building/Architectural approvals
  - Building Permits
- Stormwater Permits (City and St. Johns River Water Management District)
- Potable water and sewer service (City and Florida Department of Environmental Protection)
- Site plan approvals
- Volusia County School Board Concurrency Review
- Access point permits (City, Volusia County and Florida Department of Transportation)

## LANDSCAPING

Hardscape and landscape concepts will be developed during the Planned Unit Development process. Landscape palette to be native materials and require minimal irrigation requirements.

## BUILDING SETBACKS

Specific building setbacks (build-to lines) to be determined during the Planned Unit Development process. Given the urban setting/context, it is anticipated that zero lot line structures will be used.

## COMMERCIAL USES

**GlassHouse Square** has planned for 23,500 SF dedicated to retail uses to include street-level restaurants and retail, artist's gallery and exhibition space plus roof top event space. The space will be flexible-use in order to respond to market demands.

Additionally, 20,000 SF will be dedicated to the **Deltran Headquarters** and **The Innovation Center** as part of Phase I.

## HOUSING

The **GlassHouse Square** Master Plan calls for residential uses (market-rate apartments and artist's loft units) as part of Phase I. Specific sizes have not been determined, however apartments are to average 800 to 1,000 SF of living area and the artist's lofts are to be determined.

Rents are to reflect current market rates.

## GREEN STANDARDS

Our goal is to build **GlassHouse Square** to LEED certification levels. Specific LEED level or other "green" design standard (Florida Green Building Coalition) is to be determined during building design and subject to budget consideration. However, **GlassHouse Square LLC** and its development partners are committed to implementing green standards to include:

- Water, energy and materials efficiency
- Location and structure design efficiency
- Indoor environmental quality assessment
- Operation and maintenance optimization
- Waste reduction and recycling
- Low-impact design (LID)
- Ride sharing, carpool usage
- Bicycle racks and lockers

## MISCELLANEOUS INFORMATION

**GlassHouse Square** seeks to partner with the City of Deland to help achieve more efficient/smart development and decrease the project's carbon-footprint.

## ADDENDUM ISSUANCE

Deltran hereby acknowledges receipt of the three (3) addendums issued by the City of Deland pursuant to RFP-18-20:

- 1) City responses to initial questions and answers;
- 2) Issued on August 30<sup>th</sup>, 2018; and
- 3) Issued on September 21<sup>st</sup>, 2018.

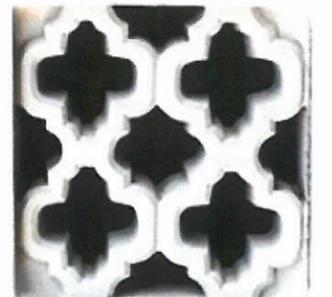




# SELECT PERSONNEL RESUMES



**APPENDIX**  
GLASSHOUSE SQUARE





# FINFROCK INDUSTRIES, INC.

**FINFROCK**

**Daniel Helmick, Jr., PE**

**Executive Vice President, Project Development**



As Executive Vice President of Project Development, Dan Helmick is the owner's key point of contact with FINFROCK. Dan ensures that project goals and key initiatives are met, from conceptual architectural and engineering design, through manufacturing and construction, to a final certificate of occupancy.

Since joining the firm in 2005, Mr. Helmick has gained valuable experience working in FINFROCK's precast Manufacturing Plant, Transportation Department, Engineering Design Department and serving as construction site superintendent. Dan's cumulative experience allows for extensive knowledge and understanding of successful project delivery processes that convey an abundance of project owner benefits.

## Project Experience

### Years' Experience

14 years

### With FINFROCK

14 years

### Education

Masters, Business Administration, University of Florida Warrington School of Business, 2009

Bachelor of Science, Civil Engineering, University of Florida, 2005

### Professional Registration

Professional Engineer, Florida, 73164

**City of Winter Garden Parking Garage, Winter Garden, Florida — City of Winter Garden CRA.** Design-build three-story parking structure with a capacity of 500 parking spaces that blended with nearby architecture styles from the 1920s to the 1960s.

**Hyatt, Naples, Florida — Naples 5th Avenue Hotel LLC.** FINFROCK served as the design-build general contractor for this 183 room waterfront, extended stay brand hotel with accompanying 242 stall, three elevated level garage. FINFROCK's in-house services included; parking consulting, architect of record, engineer of record, precast/prestressed concrete manufacturing and general contracting.

**Boca West Country Club Parking Facility, Boca Raton, Florida — Boca West Country Club.** FINFROCK served as the design-build general contractor for this 495 stall, one elevated level garage which include valet office and storage facilities. FINFROCK's in-house services included; parking consulting, architect of record, engineer of record, precast/prestressed concrete manufacturing and general contracting.

**South Orlando Hospital Parking Garage, Celebration, Florida.** FINFROCK served as architect and engineer of record; precast concrete manufacturer and erector; design-build general contractor; and parking consultant on this 1,033 stall, 6 elevated level parking garage on this busy hospital campus. The functional design incorporates double helix ramps to maximize efficiency and convenience and includes the capability to expand horizontally in two directions.

**Winter Park Towers Parking Garage, Winter Park, Florida — Westminster Services, Inc.** FINFROCK delivered this precast concrete 383-stall garage which met height restrictions and aesthetic requirements on a tight residential site in 5.5 weeks.

**Orlando Lutheran Towers Parking Garage, Orlando, Florida — Orlando Lutheran Towers, Inc.** Acting as structural engineer and architect of record, FINFROCK designed this efficient 258-stall, 3.5 elevated level structure that maximizes parking on a small site and complements the existing architectural façade.

**Mercy Hospital Parking Structure #3, Miami, Florida — Mercy Hospital.** FINFROCK incorporated planter boxes as well as an architectural green screen to this 815-stall, 4 elevated level parking facility to satisfy the community's architectural requirements. FINFROCK served as architect of record, structural engineer, design-build contractor.

**Bradenton Judicial Center Garage, Bradenton, Florida — City of Bradenton.** As architect of record, structural engineer, design-build contractor, and parking consultant, FINFROCK provided a redesigned 517-stall, 3 elevated level garage. Custom forms were used to incorporate architectural cornices into the structural concrete design.

**Hard Rock Casino Hollywood, Hollywood, Florida — The Seminole Tribe of Florida.** This 1,790-stall parking garage was designed to meet growth demands and is capable of being expanded without loss of existing service.

# DELTRAN OPERATIONS USA, INC.

**Michael, Prelec Jr.**

Michael Prelec Jr. is the Executive Vice President at Deltran Operations, where Michael manages the day to day operations of Deltran's global group of companies including working with product development teams and suppliers.

Michael has worked with some of North America's largest retailers including Walmart, Costco, and Amazon among others. Michael ensures corporate strategies are aligned to deliver best in class products through the right channel for Deltran's customers.

Michael has a Bachelor's of Science in Management and Marketing from Elon University.

[Michael.prelec@deltran-global.com](mailto:Michael.prelec@deltran-global.com)

# SUNCOR PROPERTIES, INC.

**Bob Horian**



After creating and operating Recoton, the highly successful manufacturing Company which employed over 1,000 people, he turned to Real Estate Development. Bob has lead the development numerous projects in the residential housing market and later expanded into the high profile retail commercial market. He has been acknowledged on numerous occasions by local governmental authorities for having created considerable capital investments and job creation as well as having made major contributions to the economic well-being of the area. Bob has a

designers mind and is not afraid to push the creative envelope.

[Bob@suncorproperties.com](mailto:Bob@suncorproperties.com)

**Ron Semans**



Ron Semans has had very successful careers in Banking, Management Information Systems, Hospitality & Real Estate Development. He currently manages the Operations and Finances for 20 development companies, in which he is a partner in some. Ron currently specializes in the acquisition, renovation & stabilization of distressed properties. Because of his extensive background in Land Development, Vertical Construction and Banking Practices, Ron brings unique insight and creative solutions to dealing with distressed real estate. Ron

has a degree in Business from the University of Florida and has had extensive training in Management, Finance, Technology, Real Estate and is a Licensed Real Estate Broker, Community Association Manager and Building Contractor. For fun Ron passed the LSAT and was accepted into Law School in 2011.

[Ron@suncorproperties.com](mailto:Ron@suncorproperties.com)





**Brady Lessard**  
*Public Involvement*

19 Total Years of Experience • 9 Years with CPH

**Experience**

Brady Lessard serves the firm of CPH as Program Manager. Brady has over 19 years of municipal and private management experience, ranging from public policy management to corporate communications. He uses his past experiences in these fields to lead the team at CPH in helping clients with public involvement and community buy-in.

**Education**

B.A., Loyola University

**Key Strengths**

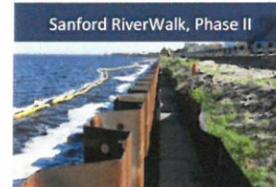
- Over 9 years of experience in Seminole County
- Established relationships with municipalities and key private developers in Seminole County
- Expert in inter-governmental agreements and public buy-in



Westside Community Center



Seminole Wekiva Trail



Sanford RiverWalk, Phase II



Sanford 1<sup>st</sup> Street



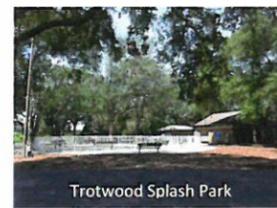
St. Johns Parkway



US 17/92 Beautification



Springhill Boys & Girls Club



Trotwood Splash Park

**Representative Projects**

- Seminole Wekiva Trail, Phase IV (FDOT LAP)
- Sanford RiverWalk, Phase II (FDOT LAP)
- Sanford 1<sup>st</sup> Street Streetscape Improvements (FDOT LAP)
- Spec Martin Stadium
- Sanford Historic Baseball Stadium
- Seminole State College
- Westside Community and Recreation Center
- US 17/92 Beautification (FDOT LAP)
- St. Johns Parkway
- Trotwood Splash Park



**JAVIER E. OMANA, CNU-a**  
*Sr. Planner*

33 Total Years of Experience • 16 Years with CPH

**Similar Project Experience**

**Casselberry Vision Master Plan**

- The study included inventory of uses and operations, vehicular and fleet assessment, personnel and space needs.
- CPH conducted several design charrettes to determine special design elements and features for the "day to day" operations of the Department.

**Cape Coral Northwest and 7 Islands Vision Plan**

- The City of Cape Coral, Florida retained the firm of CPH, Inc. to conduct a Visioning and Master Plan Study for the City's Northwest Quadrant and its 7 Island Area.
- The Study Area consisted of 20 square miles with over 20 miles of frontage along the Matlacha Pass and its marine habitat.
- CPH prepared detailed overall vision plans to establish a "village character" for the area highlighting connectivity, compatibility and context based design alternatives. Design Elements included: complete streets, public lands utilization, mixed-use and commercial lands, target private lands for acquisition for public space, Street tree plans, signage and theming plans, neighborhood identification and preservation, waterfront activation, and infrastructure expansion plans. The Plan established a 50 year implementation horizon.

**Seminole County Sports Complex Planning and Design**

- The CPH Team was awarded the planning and design of a new Sports Complex situated on over 120 Acres in Seminole County. The project consisted of implementing the pro forma developed for the Seminole County Leisure Services Department which included 15 tournament quality baseball fields, 25 batting cages, 3 concession/restroom buildings, an administration and conference building, playground, walking trail, 3 storage buildings, and a maintenance facility.
- The baseball fields included four 385' and five 350' artificial turf fields, and six 315' natural turf fields. The nine artificial turf fields were designed for multi-use sports play including, soccer, football, and lacrosse in the outfields.
- The Seminole County Board of Commissioners tasked the Design Team with insuring that this project resulted in the development of a premier sports facility with a regional economic impact. The team studied a number of national facilities in an effort to incorporate the best features from each into the Complex.

Mr. Omana serves CPH as Vice President of Land Planning Services and Senior Planner. His professional experience encompasses a wide range of land development planning activities that include: land use feasibility studies, master planning, site planning, Developments of Regional Impact (DRI), rezonings, entitlement acquisitions, permitting, and governmental approvals. Mr. Omana has master planned/designed, and obtained development approvals for a host of projects ranging from small sites to large scale DRI's.

**Education**

M.A. in Urban and Regional Planning, Concentration: Land Planning & Urban Design, University of Florida  
B.S. in Business Administration, Concentration: Economics, University of Florida

**Licenses / Certifications**

CNU-a Accredited Member

**Key Strengths**

- Property Entitlements Acquisition
- Land Use Feasibility Reports
- Land Planning/Master Planning
- Site Planning
- Project Management
- Developments of Regional Impact
- Comprehensive Planning
- Land Use Amendments/Rezoning
- Expert Testimony

**58th Street Master Plan**

- Miami Dade County requested to have a master plan conceptual design for a 42+ acres portion of the existing Public Works and Waste Management site located on 8795 NW 58th Street in Miami-Dade County, Florida.
- Took the lead role as the project planner for the County, handling the master planning and coordination of regulatory agency meetings to assure the timely completion of the project in a cost effective manner.
- Provided space programming, concept design, and master planning of public works/waste services complex.
- The project included reconfiguration of site, moving existing buildings, and has components such as administration offices, fuel and hazard waste storage, materials storage, vehicle storage, and vehicle maintenance facilities.

**Bluford Avenue, Phase II**

- This project involves a 3,000 ft. long segment of Bluford Ave. in the heart of the City of Ocoee, from Delaware St. to Silver Star Road (SR 438) and passes through the historic downtown area, as well as the current and future City Halls.
- The project includes the reconstruction of the roadway following the completion of the water main, gravity sewer, and reclaimed water main installations. This reconstruction will include replacing nearly two-thirds of the roads length with brick pavers instead of asphalt, to denote the downtown and municipal complexes with this change in road's character. This will be done in conjunction with the transfer of all utilities from existing overhead poles to underground conduits and the installation of street lighting.







## Jeremy C. Morton, P.E.

Senior Project Manager

11 Total Years of Experience • 11 Years with CPH

### Experience

Mr. Morton serves the firm of CPH as a Senior Project Manager. He has worked for CPH since 2007. Since joining CPH, he has worked in every area of land development, with an emphasis on stormwater, utilities, and general site development. Mr. Morton has been working with a variety of municipal clients, gaining valuable experience in project development and permitting at the municipal level, while developing those skills in utility, storm, and site design that are needed in his capacity as Project Engineer.

### Education

B.S. in Civil Engineering, University of Florida

### Professional Registrations, Certifications, Memberships

Professional Engineer - FL (No. 75410)

### Key Strengths

- Expert in site planning, design, permitting, stormwater, and transportation improvements
- Established relationships with key municipal agencies
- Thorough understanding of performing services through continuing contracts
- Managed small to large improvement programs
- Strong sitework and general construction background



Perimeter Security Roadway



Oak Avenue Stormwater Pond



Cloud Branch/Mill Creek



Sand Pond Road / Skyline Drive



Seminole County Sports Complex



Lake Mary Station House



Mill Lake Park



Spec Martin Stadium Improvements

### Representative Projects

- Seminole County Sports Complex
- Pump Branch Ditch Enclosure
- Soldier's Creek Park
- Mill Lake Park
- Sanford TMDL Monitoring and BMAP Assistance
- Spec Martin Stadium Improvements
- Sand Pond Road and Skyline Drive Stormwater and Roadway Improvements
- Earl Brown Park
- Alafaya Trail (S.R. 434) Road Widening
- Oak Avenue Stormwater Pond
- Independence Lane Streetscape
- OSIA Perimeter Security Roadway
- Oak Avenue Streetscape
- Lake Mary Station House Streetscape Improvements
- Cloud Branch and Mill Creek Drainage Improvements
- Daytona Beach Los Alos Parking Lot
- Community Park



## JOHN A. BAER, AIA, NCARB, LEED AP BD+C, GGP

Principal Architect

40 Total Years of Experience • 11 Years with CPH

### Similar Project Experience

#### PWWM - Public Works and Waste Management 58th Street Master Plan

- Master plan conceptual design for a 42+ acres portion of the existing Public Works and Waste Management site.
- The project included reconfiguration of site, moving existing buildings, and has components such as administration offices, fuel and hazard waste storage, materials storage, vehicle storage, and vehicle maintenance facilities.

#### Miami-Dade Corrections & Rehab Department - TGK Booking Center-Study and Conceptual Design

- Performed a design study to create a centralized booking area in their existing Turner Guilford Knight Correctional Center.
- In order to establish a centralized booking area, separate entrances for law enforcement officers (LEOs) and inmates had to be created.
- Provided a conceptual plan that converted an existing covered parking garage into a secured bus drop-off area for the inmates.

#### Monroe County Fire Station - Cudjoe Key

- CPH is providing pre-design phase/programming, Schematic Design, Design Development, Construction documents, Bidding and Permitting assistance, and Construction Administration for a new 7,500 SF Fire Station on Cudjoe Key.
- Additional services provided will be site plan review, civil engineering, landscape architecture, and FDOT Review and Florida Green Build criteria.
- The building will be designed to meet or exceed Florida Green Building Coalition (FGBC) standards.

#### Orlando Sanford International Airport - Terminal Expansion

- As part of our Master Services Agreement with the Sanford Airport Authority, CPH was tasked with the Terminal Expansion project to support the current growth of passenger traffic.
- The \$42 million expansion includes the terminal departure consolidation from a dual terminal check-in.
- The improvements also include new consolidated loading and unloading facility, curbside transportation improvements, a covered baggage drop off, apron addition, four new gates, parking lot improvements, terminal building improvements and renovation, as well as transportation improvements that include a new traffic signal and alternate entrances to the parking lots.

#### City of Leesburg - West Leesburg Neighborhood Resource Center

- CPH was commissioned to design a new 9,000 s.f., Neighborhood Resource Center for the City of Leesburg.
- CPH is responsible for full design services including survey, civil, landscape, architectural and MEP.
- The Center will include meeting room spaces for large and small groups, a computer lab, office space for local community service providers, conference rooms for miscellaneous social groups, and a Kitchen / Café facility.

#### City of DeBary Public Safety Complex

- Architectural design and construction documents for a 5,600 square foot Public Safety Complex including offices and operational facilities for local law enforcement.
- The style of the building uses colonial detailing with a "temple front" façade, divided light windows, pitched roof, stone wainscot and white trims.
- Provided site civil and master planning for future development.

#### City of Sanford - Civic Center

- Provided conceptual plans for a new "Civic Center".
- 18,000 square foot facility to replace the existing civic center
- The new facility will expand present inventory of meeting rooms and flexible banquet areas for public use in the range of 500-700 people.
- Specific meeting rooms and offices will be provided for senior citizens.
- Prefunction social gathering areas will be complimented by massive exterior covered patio's and spacious interior circulation spaces.

Mr. Baer serves as CPH's Director of Architecture for the firm's work in the United States and Puerto Rico. He has more than 40 years of experience in the master planning, design, and permitting of public and private architectural projects. John has successfully managed and designed various development programs including commercial/retail, mixed-use, office, financial, industrial, and educational projects. John leads and manages a very talented team of architects, engineers, designers and coordinators. He constantly works to streamline process and reduce cost to help clients maximize return on their investments.

### Education

B.S. in Architectural Studies, University of Milwaukee, Wisconsin  
A.S. in Civil Structural Technology, Northwest Technical Institute  
Building Leadership Excellence: Dale Carnegie Training

### Licenses / Certifications

Registered Architect - FL (No. AR93193)  
LEED Accredited Professional  
VAAWWA Committee Member

### Key Strengths

- Architectural Project Management
- Retail/office planning
- Condominium Development
- Financial Institutions
- Industrial/Warehouse Facilities
- Restaurant Design
- Chapel/Mausoleum/Funeral Homes
- Education
- Assisted Living/Nursing Homes
- Parks





## Cecelia Bonifay

CHAIR, LAND USE AND DEVELOPMENT PRACTICE | ORLANDO



Cecelia Bonifay, chair of Akerman's Land Use and Development Practice, helps developers navigate the governmental approval process for their real estate projects. With a strong background in urban planning and development approvals for large-scale projects, she has represented DDR, FedEx, Kitson & Partners, Mattamy Homes, and Pineloch Management, among others in the development of commercial, residential, and industrial projects. Clients benefit from her keen analysis of a wide range of land use, zoning, sustainable development, and environmental matters. She performs due diligence for development projects in Florida and across the United States.

Collaborating with the firm's land use development and planning professionals, Cecelia assists clients in permitting and structuring economic incentives packages. Having worked in a variety of posts in Florida government agencies, Cecelia understands the approval process from both sides of the table. Her professional accolades include recognition in Chambers USA and The Legal 500 as a leading lawyer in land use and zoning.

Cecelia has devoted more than 25 years to the community. She has held several leadership positions at the Urban Land Institute, including co-chair of the Climate Change, Land Use, and Energy Committee, immediate past chair of its Florida Statewide Summit, a current member of its 2017 Executive Planning Committee, and chair of its Central Florida District Council. She is a member of the Advisory Board for the Kelley A. Bergstrom Real Estate Center at the University of Florida and secretary treasurer of the Orlando Economic Development Commission. She also serves as the president emeritus of the Crealde School of Art and as a board member of United Arts of Central Florida.

### NOTABLE WORK

**Commercial:** Represented FedEx Ground in obtaining \$3.5 million in economic development incentives and the subsequent due diligence, negotiation, and acquisition of a 150-acre site for its \$100 million state-of-the-art facility in Central Florida, its first major hub in more than a decade.

**Residential:** Represented the developer in the due diligence, acquisition, and extensive permitting of a 4,000 acre, mixed-use Development of Regional Impact in Florida (DRI). Designed as a sustainable community, the work encompassed the procurement of all necessary entitlements, including municipal annexation and drafting of the comprehensive plan amendment, development order, and related agreements. Secured various credit agreements with local, regional, and state transportation agencies on behalf of the developer.

**Industrial:** Represented the property owners of the proposed Monarch Industrial Park, a 16 million square foot facility at the intersection of I-75, the Florida Turnpike, State Road 44, and the CSX Railroad S-Line. Guided the client through the entitlement process, negotiating with the Florida Department of Transportation (FDOT) and the major utility providers regarding infrastructure needs. Represent the owners as the FDOT prepares its Intersection Justification report for a new interchange to benefit the project. The facility is expected to bring as many as 19,000 jobs to the region.

### AREAS OF EXPERIENCE

Affordable and Workforce Housing  
Alcohol Beverage  
Cannabis  
Commercial Leasing and Development  
Economic Development and Incentives  
Energy  
Environment and Natural Resources  
Environment and Natural Resources Policy and Regulation  
Florida Land Use and Entitlements  
Green Energy  
Healthcare Real Estate

Hospitality  
Hospitality Acquisition and Development  
Land Use and Development  
Local Government Advocacy  
Public-Private Partnerships  
Real Estate  
Real Estate and Construction  
Real Property Tax Planning and Appeals  
Residential Land Acquisitions and Development  
Transportation Regulation and Policy  
Water Task Force

### EDUCATION

J.D., Florida State University College of Law, 1985  
M.S.D., Florida State University, Urban & Regional Planning, 1973  
B.A., Florida State University, History, 1967

### CONTACT

T: +1 407 419 8540  
[cecilia.bonifay@akerman.com](mailto:cecilia.bonifay@akerman.com)

## Robert M. Poppell

PARTNER, REAL ESTATE | ORLANDO



Having successfully represented prominent developers and home builders, Robert Poppell maintains a vibrant real estate development and transactional practice. He represents developers of large scale, mixed-use planned developments, as well as residential home builders, in connection with acquisitions, sales, planning, operations, and governance structures for phased and jointly developed communities; developers of neighborhood to regional shopping centers; and end-user, out parcel, and retail purchasers in connection with large scale expansion programs, including the financing transactions related to all of these projects.

Robert's recent significant representations include the acquisition and development work associated with a number of mixed-use projects valued at several million dollars, including commercial, apartment, single-family, and condominium components. Robert has previously completed acquisitions of an approximately 4,000 acre proposed large scale mixed-use DRI in Sumter County, Florida, and an 1,800 acre existing mixed use DRI in Volusia County, Florida. He also served as lead transactional counsel for a state-wide bank branch site acquisition program involving hundreds of sites over a several year time frame, and numerous state-wide finished lot and raw land acquisitions for single family residential development. Robert's diverse experience in the real estate sector gives him a keen awareness in proactively addressing his clients' concerns and paving the way for a successful outcome.

### NOTABLE WORK

**Residential Development Transactions:** Represented national home builders in all phases of residential development, including contract negotiation and administration, title insurance, residential sales, and community governance.

**Lakeside Village, Horizons West:** Represented developer in Orange County, Florida. The project includes mixed-use development of residential and commercial.

**Land Acquisitions:** Represented client as lead transactional counsel in acquisition of 3,800 acre tract, planned for development as DRI, in Sumter County, Florida.

**Land Acquisitions:** Represented financial institution as lead transactional counsel for a retail bank branch roll out, involving hundreds of sites, across the State of Florida.

### AREAS OF EXPERIENCE

Real Estate  
Residential Land Acquisitions and Development  
Multifamily Development and Acquisitions  
Real Estate Acquisitions and Sales  
Real Estate Financing  
Commercial Leasing and Development  
Distressed Property  
Real Estate and Construction

### EDUCATION

J.D., University of Florida Levin College of Law, 1987, with honors  
B.B.A., University of North Florida, 1984

### CONTACT

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[robert.poppell@akerman.com](mailto:robert.poppell@akerman.com)

