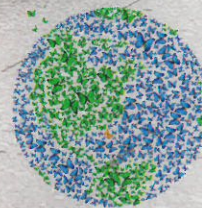
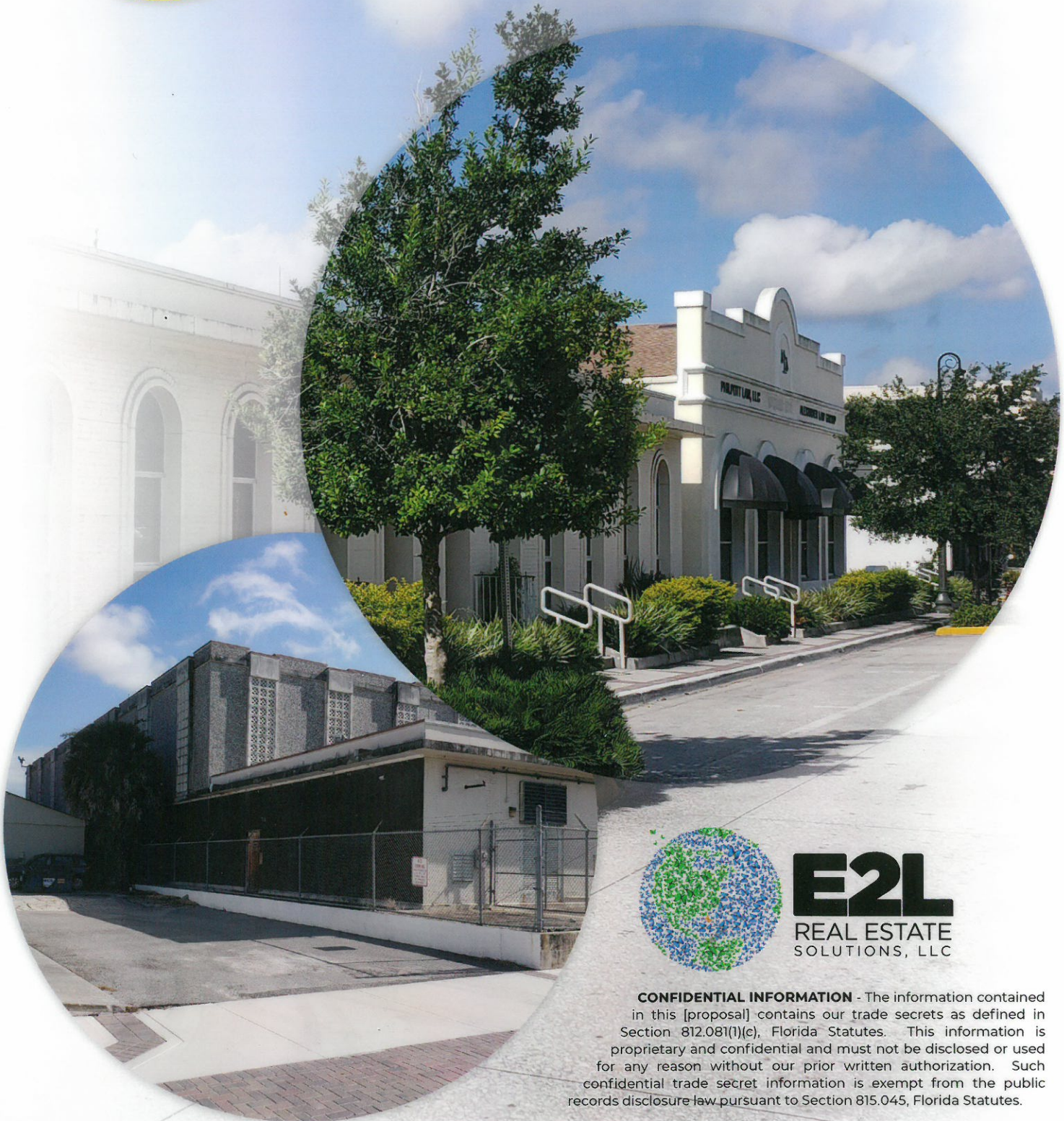




RFP-18-20 Redevelopment of Downtown Parcel

Downtown Community Redevelopment Agency

October 29, 2018



E2L
REAL ESTATE
SOLUTIONS, LLC

CONFIDENTIAL INFORMATION - The information contained in this [proposal] contains our trade secrets as defined in Section 812.081(1)(c), Florida Statutes. This information is proprietary and confidential and must not be disclosed or used for any reason without our prior written authorization. Such confidential trade secret information is exempt from the public records disclosure law pursuant to Section 815.045, Florida Statutes.

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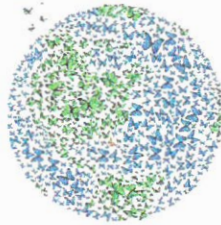
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Letter of Introduction



E2L
REAL ESTATE
SOLUTIONS, LLC

October 29, 2018

Richard Werbiskis, AICP
Community Development Director
City of DeLand
120 South Florida Avenue
DeLand, FL 32720
Email werbiskisr@deland.org

Ref: Request for Proposals for Redevelopment of Downtown Parcel RFP-18-20

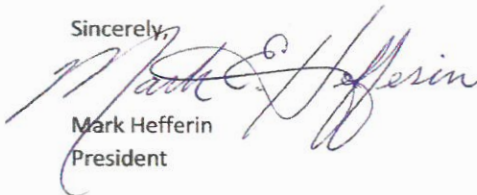
Dear Rick,

E2L Real Estate Solutions, LLC in conjunction with our team members is pleased to submit the enclosed proposal information in response to your request for proposal. As you know our due diligence efforts have been ongoing since the August 24th overview meeting at City Hall. Through multiple site visits we have begun to ascertain the possible attributes of the proposed DeLand Downtown Redevelopment.

Over the past 60 days we have come to understand the City of DeLand's role as Volusia County seat. In studying the downtown area, we have discovered the vibrancy and "friendly" environment of the people. Your "Best Main Street" award in 2017 is a further testament of the unique placemaking the City has achieved.

We hope you and your committee/commissioners select us as the partner of choice for the Redevelopment of Downtown DeLand we will assure that our efforts will continue to reflect the interests of your leaders and the community at large. We stand ready to address any questions and ideas that further the goals of the City of DeLand and look forward to interviewing for the opportunity.

Sincerely,



Mark Hefferin
President

1400 W. Fairbanks Ave, Suite 201, Winter Park, Florida 32789

Executive Summary

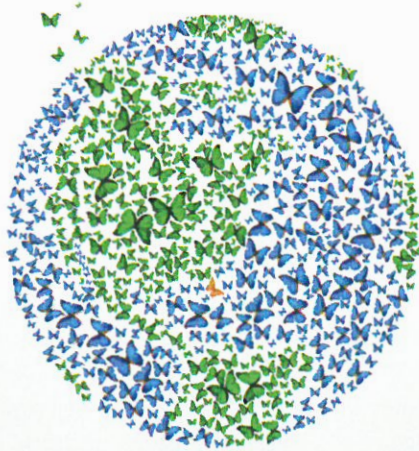
E2L Real Estate Solutions always takes a wholistic design approach for projects where entire cities are looking to address change. In addition to creating a development that meets your expectations we also look to create value by addressing the multitude of public works issues your staff face. This includes issues such as solid waste collection and handling, street lighting/maintenance technology, sustainable landscaping design and maintenance including grey water systems, safety for both day and night time activities along with traffic circulation and parking considerations.

The downtown development opportunities in DeLand are significant. You will see in our proposal that we looked beyond the Old County Jail site to further the development opportunities already initiated by local businesses who we hope to adjoin in our efforts. Your RFP request specifically mentions six criteria for consideration rating Team Qualifications, Financial Analysis and Capacity, Business Terms, Design Development Program, Mixture of Uses and Project Green Elements. We have expressly addressed these throughout the proposal and would also like to provide input on the following critical elements. We believe working hand in hand with your team we can:

- 1. Enhance the Community Redevelopment Authority (CRA) fund using Opportunity Zones:** Working in conjunction with the CRA board our efforts will be focused around creating value and long-term tax base to support the City's vision. The use of these funds could be applied in a multitude of ways to further enhance the development in Downtown DeLand. Given the possible investment through the Opportunity Zones we would want to meet with the CRA (Commissioners and Members) to further explore the overall goals of the city within the CRA boundaries including the Wright House renovation opportunity. We have included in the Business Term section of our proposal the map showing the opportunity zone and look forward to discussing how this capital gain tax investment program could be applied to the City of DeLand for long term re-investment.
- 2. Create a Master Storm Water Management Plan that also serves as a City Water Park:** This approach would support additional development by offering incentives to surrounding property owners/developers. While the RFP proposed master plan provided addresses the City property it did not appear to address the future developments and costs associated with modifying the current exfiltration system where the new garage is proposed at the City Hall site. We believe our design approach will provide better long-term options for both Public and Private development.
- 3. Address the Master Parking Solutions for Downtown:** To encourage new development, we are proposing a shared/joint use parking arrangement where the City (and possibly Volusia County) join with private development to address the long term and affordable needs for parking. This includes both public and private uses to study the quickly changing mass transit and technology changes in transportation. The future of transportation i.e. Uber, Sunrail, Autonomous systems are gaining momentum and preparing to incorporate these through an updated study would be critical to support the best solution for the City. We have experience with parking consultants and contractors who can address this as part of our team.

- 4. Maximize Walkability and Connectivity for Festive Street Events:** Our master plan opens up a completely new concept for the City of DeLand where young and old alike can enjoy Parks, Playgrounds and Public/Private events space. The concept to create a downtown park further compliments Georgia Ave for the enjoyment of both day and night life activities. We believe that putting your CRA investment dollars to work in this regards will be a better catalyst to bring long term development growth to DeLand.
- 5. Handle the Coordination of City Demolition and Construction Activities:** We understand that the City is currently underway with your new Fire Station design which will result in the demolition of the current facilities at the corner of Howry Ave and Florida Ave. Construction of the new fire stations at Howry Ave will likewise require demolition of the Elks Lodge. With the demolition of the Old County Jail we would suggest the city considered a master procurement and management contract for the demolition. This would provide the city with the most cost and safety benefits. We are currently handling demolition for Boynton Beach including seven buildings. Coordination of all road closings, safety barricades, utility shutoffs, dust control, asbestos removal, noise and vibration monitoring, etc.... is possible to assure continuity and communication. Should this be of interest, we would also suggest that the City consider us handling oversite of the construction for the New Fire Station and Evidence facility to take advantage of other procurement and construction efficiencies.
- 6. Complete early Planning and Zoning review and approval process:** We understand from the RFP the desire to increase the residential density for Downtown DeLand. To address this desire, we created a larger master plan expanding outside of the designated area of the RFP. A commercial component also exists along with parking options that could affect the City's decision on building or financing all or part of a parking garage. At the appropriate time we would need to discuss this with the Planning and Zoning to obtain feedback. Once completed we would combine acceptable ideas with the Historical and Downtown Development Plan for implementation.
- 7. Deliver Equity and Financing options:** The current market is beginning to feel the effects of interest rate increases by the Federal Government's Momentary policy decisions. While this has not caused development to freeze up, there are hints that proposed projects will find the financing more challenging unless the underwriting proves the market conditions more than support the proposed costs of development risk. For this reason, we expect the master planning and programming to be examined very closely for financing confirmation each step of the way. This process will continue to be a factor in the overall development commitments regarding schedules for delivery and closing on property(s).

The above considerations represent some of the considerations that have already been addressed on our \$275 MM Boynton Beach Downtown redevelopment project which started in 2016. Our experience on this project has created a wealth of knowledge that we look forward to sharing with the City of DeLand.



E2L

REAL ESTATE
SOLUTIONS, LLC



E2L Real Estate Solutions, LLC

was created in 2016 to take advantage of the vast knowledge in Federal, State, County and City related development experiences. Mark Hefferin with over 35 years experience in delivering design/build projects throughout the United States formed the company to focus on

Public Private Partnerships (P3). Utilizing previous development experience with a Washington DC based firm, Mark managed development for Federal lease-back facilities including DEA/ FBI/Veterans Affairs along with private developments in the Southeast. Some examples of previously award work include the following:



Town Square Boynton Beach

Project consists of 13 buildings including six public facilities featuring a new city hall, library, police station, fire station, historical civic building and two parking garages. The private sector components include residential, retail, commercial office and a hotel. Over all project value is estimated at \$275 million with a fast track completion of 36 months. Project involved relocation of all existing city employees and services to allow master developer access to all infrastructure improvements.



VA Charlotte Health Care Center

The 429,000-gross square-foot Veterans Affairs Health Care Center is located on approximately 35 acres of land. The project was awarded August 2013 and through fast tracking of design, permitting and inspection completed ahead of schedule. Through formal partnering programs the commissioning and acceptance process went smoothly allowing patients to be seen starting April 4, 2016. The project was also delivered under budget while integrating high quality standards and GOLD level of LEED for sustainability. The Charlotte Health Care Center has been designated the largest, state-of-the-art health care lease-back facility for our United States Veterans. The building design features Cardiology, Audiology & Speech, Mental Health, Magnetic Resonance I, Radiology, Infectious Disease, Women's Health, Ophthalmology & Optometry, Dental, Oncology Follow-up, Physical Medicine & Rehab, Sterilization Processing, a full pharmacy, and other support departments. Specialty Care spaces include four full operating rooms, 17 renal dialysis units and expanded gastroenterology services. Valued at \$150 million this 6-story state of the art facility was one of the first in the nation to integrate the PACT (Patient Alignment Care Team) medical layout for efficiency of staff and enhanced care to Veterans.



DEA Southeast Regional Laboratory

The 57,055 square-foot Regional Testing Laboratory is one of several facilities used by the Drug Enforcement Agency around the country to collect and analyze illegal drugs confiscated by the Federal Authorities. The single-story facility includes state-of-the-art analytical laboratories with a wide variety of instrumentation and specialized support labs, offices, conference rooms, drug storage/vault areas. Due to the facility contents and critical activities a very high level of security control has been incorporated to maintain chain of custody and safety of evidence. The facility meets governmental force protection requirements with the site and building exterior design. The laboratory space includes 51 Fume Hoods for the conducting of tests and experiments for drugs and other paraphernalia.



The above Federal Projects represent Case Studies for Design/Build Projects developed under the leadership of Mark Hefferin while serving in the capacity of Construction Management and/or Vice President.



Our team understands the relevance of the city's history and maintaining the architectural characteristics that compliment the vision.



FINANCIAL
PNC BANK
+
**DUNLAP &
ASSOCIATES**

LEGAL
**BROAD &
CASSELL**
+
**NELSON
MULLINS**

TITLE
VOLUSIA TITLE

DEMOLITION
AND
REMEDICATION
CONTRACTORS
ACE

CIVIL ENGINEER
LAND DESIGN

ARCHITECTURAL
LITTLE

CIVIL AND
LANDSCAPE
CONTRACTOR
+
PARK AND
PLAYGROUND
SPECIALIST

RESIDENTIAL
"HOUSING"
DEVELOPMENT

RETAIL
DEVELOPMENT

PARKING
GARAGE
(JOINT USE)
WITH CITY

COMMERCIAL
OFFICE
DEVELOPMENT

Mark Hefferin

President | E2L Real Estate Solutions, LLC

Education

Bachelor of Science, Civil Engineering & Architecture, Fairmont University, Fairmont, WV

Professional Affiliations

Design Build Institute of America (DBIA)

International Society of pharmaceutical Engineers (ISPE)

Associated Builders & Contractors, Inc. (ABC)

Bio Florida including Speaker engagement on Research Facility Design and Construction

Florida Certified General Contractor CGC1512871 (Active)



Profile

Mark has been in the Design and Construction industry for over 33 years. Having spent 28 years with a national construction firm he founded and operated operational offices in Raleigh, NC, Richmond, VA, Baltimore, MD, Washington DC, and Orlando, FL serving major client's in the Public and Private sectors. With responsibilities peaking 250 employees he oversaw the design, development and construction of over 12 Million Square Feet of complex facilities serving a variety of industries. This included Healthcare, Pharmaceuticals, Institutional Education and Research, Hospitality, Food and Beverage, Micro Electronics, Aerospace, Retail and Commercial Office buildings. Over the past 5 years he has worked in the development market sector using his extensive knowledge of design and construction and applying that to the design/build process by integrating site selections, entitlements, zoning and permitting activities. This comprehensive background provided the platform for delivery of a multitude of specialty clients including the Federal Government.

Below referenced projects reflect related work completed in around Seminole County during previous work experience with Suitt Construction + BEK.



NASCAR | International Speedway Corporation (ISC) | GRAND-AM World Headquarters

Location

Daytona Beach, Florida

Construction Value

\$38.5 million

Building Size

200,000 sf

Completion

2009

Assignment

General Contracting

Client

International Speedway Corporation

Architect

Gensler/Design Collective Architects

LEED Certification

LEED Certified — Gold

The 200,000 sf eight-story, corporate office building consists of a concrete frame structure with a curtain wall and composite metal panel exterior. The interiors included open and private offices with executive class offices on the upper floor which incorporated a number of select finishes including marble flooring, natural finish and lacquer finish wood wall panels, custom back-painted glass walls, and custom glass and demountable partition office walls. This project achieved LEED Gold Certification.



Seminole State College Continuing Services

Location

Sanford, Florida

Construction Value

Assignments ranging from \$600,000 to \$1 million

Building Size

Not applicable

Assignment

Construction Management at Risk

Client

Seminole State College of Florida

Architect

Various

Seminole County Public Schools | Seminole High School Building Program

Location

Sanford, Florida

Construction Value

\$59 million

Building Size

355,000 sf

Completion

2010

Assignment

Construction Management at Risk

Client

Seminole County Public Schools

Architect

Harvard Jolly

Awards

Commissioner's Business Recognition Award — Outstanding Business Involvement in Education Awarded by SCPS (2010)



Scope of work included:

- New 42,000 sf classroom building
- Two new 39,500 sf classroom buildings
- New 41,000 sf auditorium building
- New 29,000 sf competition gymnasium
- Renovation and addition to the existing media center
- Renovation of five labs in the existing health academy
- Upgrades to the central plant
- MEP upgrades to shop building, art building, cafeteria, science building, administration building, and health academy
- Renovation upgrades to the cafeteria
- Upgrades to the existing gymnasium and replacement of the existing physical education
- locker rooms
- Renovation upgrades to the administration building



The Westin Lake Mary | Orlando North

Location

Lake Mary, Florida

Construction Value

\$34.5 million

Building Size

191,000 sf

Completion

2009

Assignment

Construction Management at Risk

Client

YRG Hotel Group, II, LLC

Architect

Milton Pate Architects

Awards

ABC Award of Merit (Excellence in Construction)
Commercial — \$20 to \$50 Million Category
Awarded by Associated Builders and Contractors, Inc., Central Florida Chapter (2010)

The facility houses 20,000 sf of meeting and ballroom space. A sushi bar and Shula's 347 Grill restaurant are also included, along with a heated outdoor pool and hot tub. The WestinWORKOUT® fitness facility features state-of-the-art equipment, with weight machines, free weights and cardiovascular equipment. A car rental desk and a full-service business center are also available at the hotel.



DAVID GASTEL

PE, SENIOR ASSOCIATE
LANDDESIGN | ORLANDO FL

As Senior Associate at LandDesign David is responsible for Design, Construction, Budget and Client Management for a wide variety of projects from large Maintenance Facilities to small retail plazas. He has extensive knowledge and design experience on stormwater and utility design for retail and neighborhood projects as well as capital improvement projects. Being a LEED AP BD+C, he prefers to focus on good design that works for clients and the environment. David is a registered PE in both North Carolina and Florida.

- EDUCATION
- Bachelor of Science, Civil and Environmental Engineering, Florida State University (2007)
- LICENSING
- Registered Civil Engineer
- AFFILIATIONS
- LEED AP BD+C
- COMMUNITY INVOLVEMENT
- Central Florida Young Professionals Advisory Council

- Alafaya (East)
- Orlando, FL | Civil Engineer
- Bio-Repository
- Kannapolis, NC | Civil Engineer
- Camden Westchase Park Apartments
- Tampa, FL | Civil Engineer
- Chowan University Student Housing
- Murfreesboro, NC | Lead Civil Engineer
- Chowan University Tennis Facility
- Murfreesboro, NC | Lead Civil Engineer
- Colonial Grand at New Tampa
- Tampa, FL | Civil Engineer
- Dorothea Commons
- Raleigh, NC | Lead Civil Engineer
- Downtown Remote Operations Facility
- Raleigh, NC | Lead Civil Engineer
- Duke Kunshan University
- Kunshan, China | Civil Engineer
- Gastonia Technology Parkway
- Gastonia, NC | Civil Engineer
- Mystic Dunes Subdivision
- Kissimmee, FL | Project Manager
- North Carolina Research Campus
- Kannapolis, NC | Civil Engineer
- Northeast Corridor Light Rail
- Charlotte, NC | Civil Engineer
- Raleigh Fire Station 29
- Raleigh, NC | Lead Project Engineer



David Gastel
dgastel@landdesign.com

100 S. Orange Ave
Suite 700
Orlando, FL 32801

T 407.270.7800

landdesign.com

WE DIG DEEP INTO THE DETAILS,
BUT ARE NEVER LOST IN THE WEEDS.

We are a collaborative group of landscape architects, civil engineers, planners, and urban designers that approach projects with unique expertise and diverse perspectives, but with a shared goal to create places that matter.

LandDesign was founded by passionate designers with a simple mission: to build a firm of great people, working for the best clients, creating meaningful places. Today, 40 years later, our mission remains rooted in these core principles and is reflected in the way we care deeply about our work, our communities and each other.

This culture of caring is what defines the way we work at LandDesign. We listen, discover the story and embrace the place, allowing us to connect emotionally with the end user before we even start designing. This methodology has effectively helped clients across the globe create successful, large and small-scale development projects that capture their community's heart and soul. After all, a place doesn't matter, if people don't want to be there.

Our organization of over 150 professionals are located across the nation in the firm's offices in Charlotte, NC; Washington DC; Dallas, TX; Orlando, FL; San Francisco, CA; and Boulder, CO. All offices are fully linked to foster collaborative efforts that take advantage of the firm's combined expertise and experience to meet each client's individual needs through reasoned solutions.

While utilizing the latest technologies and best practices, the team at LandDesign takes a "hands-on" approach to every project, with services typically extending from concept through construction. The firm frequently is retained to coordinate design and planning, thus ensuring quality, continuity, and scheduling. The most important proof of LandDesign's commitment is demonstrated through the long-term working relationships with numerous clients that consistently rely on the firm for creative, cost-conscious and proven services.



Follow us @LandDesignInc

OUR TEAM

LITTLE
DIVERSIFIED ARCHITECTURAL CONSULTING

Resumes



Philip Donovan

AIA, NCARB, LEED AP BD+C

PRINCIPAL IN CHARGE

LITTLE

As your Principal-in-Charge my primary focus is to make sure we apply our very best design thinking and team resources to this opportunity, creating strategic moments to leverage breakthrough ideas and develop the best possible outcomes for your project. My experience over the past 13 years has been deeply rooted in the design of high-performance, human-centered spaces, working closely with clients, contractors, and design professionals to build better places that elevate the human spirit.

SELECT PROJECT EXPERIENCE:

- Osceola County Schools, NeoCity STEM Academy, Net-Zero Stem High School, Kissimmee, FL
- New Galileo School Skyway for Gifted Learning, Sanford, FL
- The Plaza Live Renovation, Orlando Philharmonic, Orlando, FL
- New Corporate Headquarters Tenant Improvement- BBA Aviation, Signature Flight Service, Lake Nona, FL
- Insight Credit Union Tenant Improvement, Lake Mary, FL
- Suntrust Branch Bank Renovation, South Orlando, FL
- University of Central Florida, Band Building, Orlando, FL
- Parmenter Tenant Spec Space (3,000 GSF), Orlando, FL
- Roanoke College Cregger Athletic Center, Roanoke, VA*
- University of Central Florida, Band Practice Facility, Orlando, FL
- University of Central Florida, Continuing Services Projects, Orlando, FL
- Adventist Healthcare Systems, Office Space Improvements, Maitland, FL
- Net-Zero Energy Discovery Elementary School, Arlington Public Schools, Arlington, VA*
- Net-Zero Energy, Alice West Fleet Elementary School, Arlington Public Schools, Arlington, VA*
- Net-Zero Energy / Bldg. Envelope Consultant, Howard County Public Schools, Howard County, MD*
- Net-Zero Energy Consultant, Prince George's County Public Schools, Prince George's County, MD*

* Projects completed prior to joining Little

EDUCATION:

- Master of Architecture, University of Virginia, Charlottesville, VA
- Bachelor of Design in Architecture, University of Florida Gainesville, FL

PROFESSIONAL REGISTRATIONS:

- Licensed Professional Architect in FL, NY, MD
- LEED Accredited Professional, Building Design and Construction
- National Council of Architectural Registration Boards (NCARB)

PROFESSIONAL AFFILIATIONS:

- American Institute of Architects (AIA)
- US Green Building Council (USGBC)
- Technical Peer Reviewer: ASHRAE, AIA, IES, USGBC, US-DOE Advanced Energy Design Guide for K-12 Schools: Achieving Zero Energy

COMPANY BACKGROUND & HISTORY

Who We Are

Little is a **diverse, multi-disciplinary global design firm** known for **breakthrough ideas that create a better future for people**. We believe in the power of design to transform lives. Our culture fosters an entrepreneurial spirit in our people, and as a result we challenge the status quo and continually seek to advance our designs and processes. We do this while ensuring dedicated, selfless client service – every day.

We are recognized for developing exceptional design solutions that deliver

RESULTS BEYOND ARCHITECTURE

in the community, healthcare, retail and workplace industries.

400

PEOPLE IN SIX
LOCATIONS

ORLANDO

DURHAM

CHARLOTTE

WASHINGTON, DC

LOS ANGELES

BEIJING, CHINA

★ **Services:** Architecture,
★ interior architecture,
★ engineering, sustainable
★ design, brand design &
★ communication, planning
★ & land development,
★ digital media, and CAFM &
★ occupancy strategies

93 REGISTERED/
LICENSED
ARCHITECTS

30 LICENSED
ENGINEERS

7 REGISTERED
LANDSCAPE
ARCHITECTS

30 NCIDQ
CERTIFIED
DESIGNERS

114 LEED
ACCREDITED
PROFESSIONALS



Recent Speaking Engagements:

Numerous national and international speaking engagements, including SCUP, CEFPI, TEDx, Innovate 2013, Learning Environment Conference, and School & College Building Expo



Accolades:

Named as one of the Top 50 Design Firms by *Architect* magazine

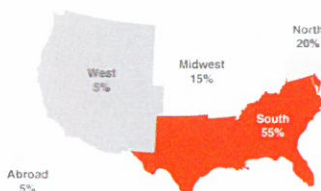
Learning by Design 2015 Citation of Excellence Award for Invest Collegiate School

Selected as a "Best Place to Work" numerous times

Recipient of North Carolina AIA Firm of the Year Award

Numerous design awards, including 10 AIA awards over the last three years, three USGBC Sustainable Design Awards and a Sustainable Business Leader Award in the last two years.

Where we're from:



100% Little



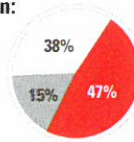
1964

YEAR FOUNDED

Generation Breakdown:

At Little, we embrace a culture of teaching and learning through cross-mentoring that spans generations.

● Gen-X'ers ○ Millennials ● Baby Boomers



Top Three Things that Keep Us Coming To Work

(according to a recent internal survey):

The **People**
The **Passion** for Design
The **Opportunity** to make a Difference
in People's Lives



E2L Real Estate Solutions, LLC

1400 West Fairbanks Avenue
Suite 201
Winter Park, Florida 32789
Office 407-636-7919
Mobile 407-480-1470
Email: markhefferin@E2Lholdings.com

E2L Real Estate Solutions, LLC is a partnership wholly owned by E2L Holdings, LLC

Mark Hefferin - President of E2L Real Estate Solutions, LLC will be the acting Project Director

For the DeLand Downtown Redevelopment Project it is anticipated that E2L Real Estate Solutions, LLC will joint venture with experienced development partners in the housing, retail and commercial sectors when in the best interest of the project. As an example on the Boynton Beach Downtown Redevelopment the housing partner JKM Development is jointly developing 705 residential units along with the shared use parking contributing \$125MM of private development.



Conflict of Interest Statement

STATE OF FLORIDA)

COUNTY OF Volusia) ss

Before me, the undersigned authority, personally appeared
MARK HEFFERIN who was duly sworn, deposes, and states:

1. I am the PRESIDENT of E2L REALESTATE SOLUTIONS, LLC with a local office in WINTER PARK and principal office in SAFIE FLORIDA
2. The above named entity is submitting an Expression of Interest for the City of Deland, Florida project described as Redevelopment of Downtown Deland
3. The Affiant has made diligent inquiry and provides the information contained in this Affidavit based upon his/her own knowledge. No wrongdoings, litigation, settlements, fines or penalties are known by entity.
4. The Affiant states that only one submittal for the above project is being submitted and that the above named entity has no financial interest in other entities submitting proposals for the same project.
5. Neither the Affiant nor the above named entity has directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free competitive pricing in connection with the entity's submittal for the above project. This statement restricts the discussion of pricing data until the completion of negotiations and execution of the Agreement for this project.
6. Neither the entity nor its affiliates, nor anyone associated with them, is presently suspended or otherwise ineligible from participating in contract lettings by any local, state, or federal agency.
7. either the entity, nor its affiliates, nor anyone associated with them have any potential conflict of interest due to any other clients, contracts, or property interests for this project.
8. I certify that no member of the entity's ownership, management, or staff has a vested interest in any aspect of or City of Deland.
9. I certify that no member of the entity's ownership or management is presently applying for an employee position or actively seeking an elected position with Seminole County.
10. I certify that no member of the entity's ownership or management is currently serving as a member of any Volusia advisory board(s) or committee(s), or alternatively state that (insert the individual's name)
N/A, who is a member of the above-named entity's ownership or management, is currently serving as a member of the following City of Deland, Volusia County advisory board(s) or committee(s): N/A
11. In the event that a conflict of interest is identified in the provision of services, I, on behalf of the above named entity, will immediately notify Volusia County in writing.

DATED this 29TH day of OCTOBER, 20 18.

MARK HEFFERIN Typed Name of Affiant
PRESIDENT Title

Sworn to and subscribed before me this 29 day of October, 20 18.

Personally known ☒

OR Produced identification ☐

Notary Public - State of

My commission expires

Florida

7/29/2020

(Type or Print Name)

(Printed Name or Commissioned name of notary public)



OUR WORK

Project Experience



STANHOPE II MIXED-USE DEVELOPMENT

Raleigh, NC



- SIZE

464,000 sf / 800 beds
- COST

\$48,000,000
- CLIENT

Kane Realty Corporation
- SERVICES

Architecture

Interior Architecture

Interior Design
- MAIN PROGRAMMATIC ELEMENTS

Apartment Style Units

Cyber Café

Game Room

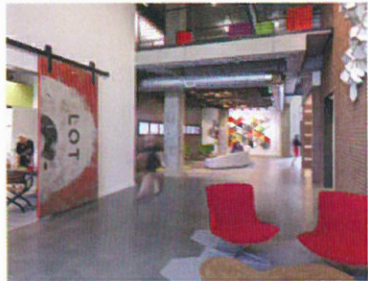
Fitness Center

Multiple Study Lounges

Swimming Pool

Sundeck

Outdoor Living Room



Stanhope Center 2 is located on an approximate 4-acre site adjacent to NC State University in Raleigh NC. This mixed use project's provides upscale student housing options for students attending NC State University and other surrounding universities. The modern warehouse design is intended to reflect the historic character of Hillsborough Street. It incorporates apartment style



housing for students with first level retail along historic Hillsborough Street, wrapping an internal elevated above grade parking structure.

The program includes 300 apartment style units sleeping 800 students with a mix of 1,2,3, and 4 bedroom units with private bathrooms. Amenities include a Cyber Café, Game Room, Fitness Center,



and multiple study lounges strategically placed throughout the building. Outdoor recreation options include a swimming pool and sundeck along with an outdoor living room with multiple seating options, large screen television, fire pi, and barbecue grills.

OUR WORK

Project Experience

LITTLE
DIVERSIFIED ARCHITECTURAL CONSULTING

ADVENTIST HEALTH SYSTEM Corporate Headquarters Altamonte Springs, FL



SIZE

150,000 sf

COMPLETION DATE

2011

SERVICES

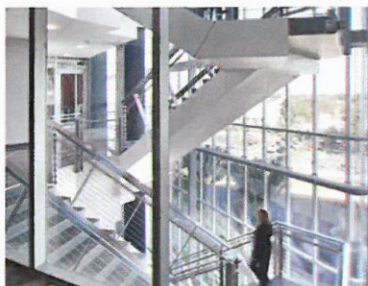
Programming
Planning
Architectural Design
Interior Design
Parking Structure Design
Structural Engineering
HVAC and Plumbing Design
Electrical Engineering

MAIN PROGRAMMATIC ELEMENTS

Workplace Environments
Cafe / Auditorium
Collaborative Conferencing
Board Room
Site Design
Mission Critical Related Design
Sustainable Design



Little's focus in developing the new headquarters building for Adventist Health System, the administrative parent company that oversees Florida Hospital, was to create a place that effectively displays their brand and mission while maintaining proper stewardship financially, environmentally and socially. The project seeks to blur the line between interior and exterior with its north facing atrium that visually links the uses to the natural environment beyond. The project has achieved LEED Silver certification.



OUR WORK

Project Experience

LITTLE
DIVERSIFIED ARCHITECTURAL CONSULTING

CREDO Coffee Shop Orlando, FL



SIZE

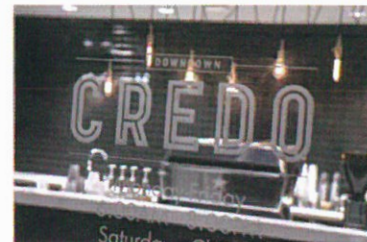
1,100 sf

SERVICES

Architecture
Interior Design

MAIN PROGRAMMATIC ELEMENTS

Coffee Shop
Mezzanine Space
Event Space
Speed To Concept Design
Social Spaces
High Visibility Design



Located in the heart of Florida Hospital's Health Village (at the base of a major health-care headquarters - also designed by Little), Credo coffee shop provides a place to engage the community by providing visitors with a "name your price menu" in which proceeds go to impact the city for good and cultivate community.

The striking 'cube within a cube' concept helped utilize the 40x40x40' space by introducing a mezzanine space for customers to dwell or host events while creating a race-track below for faster paced foot traffic.

The yellow brand color and strong architecture within take advantage of the site's high visibility from the nearby public transit

system. The shell retains its raw and natural state to minimize site construction and speed the concept to market while the interior uses local, found pieces of vintage furniture to create a reassuringly 'familiar' and comfortable environment for visitors.

OUR WORK

Project Experience

LITTLE
DIVERSIFIED ARCHITECTURAL CONSULTING

Plansource Orlando, FL

SIZE

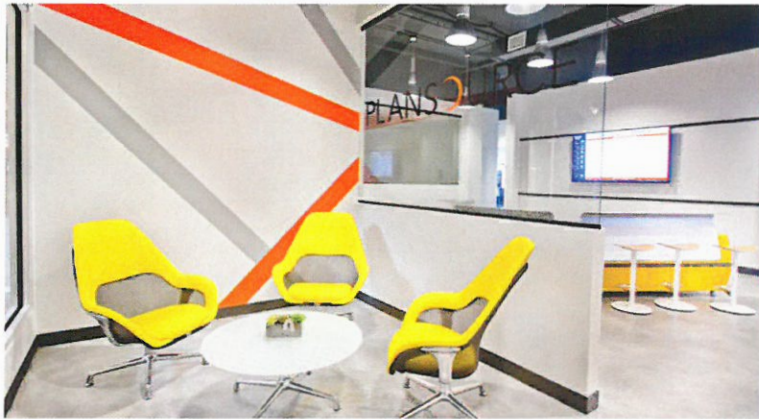
13,500 sf

SERVICES

Interior Architecture
Interior Design

MAIN PROGRAMMATIC ELEMENTS

Public Café
Co-Working Space
Private Offices
Conference Rooms
Collaborative Work Stations



Plansource, a health benefits tech firm, wanted to leverage its workspace to become more competitive in the marketplace and to accommodate its growing workforce. Utilizing two separate spaces in the newly renovated Church Street Exchange Building in downtown Orlando, Plansource created a main suite and an executive suite. Both spaces incorporate a public café and collaboration areas along with open, low-panel workstations that allow an abundance of daylight to permeate the environment. Private offices in the main suite have glazed-fronts, creating views of the outdoors and open office area. Open views into the Plansource space from the Exchange Building lobby allow passers-bys the opportunity to observe the culture and brand of this dynamic firm.

By providing a creative and innovative work environment, Plansource continues to attract high-salaried talent and has plans for expansion.



OUR WORK

Project Experience



Canvs
Orlando, FL

SIZE
14,500 sf

SERVICES
Interior Architecture
Interior Design

MAIN PROGRAMMATIC ELEMENTS
Co-Working Space
Private Offices
Conference Rooms
Collaborative Work Stations
Living Room Style Design
Cafe-Style Break Room



Canvs is a coworking space that is home to 45+ companies working in technology and supportive businesses. The first of its kind in the heart of downtown Orlando, the space provides 165 desks, private offices, conference rooms and phone rooms to be rented monthly or annually.

Using common, inexpensive materials, Little created a dynamic flexible work environment that fosters collaboration and makes a unique statement. The space itself acts as a networking tool with only one main entrance allowing everyone to enter through a shared location. Open desks, living room style collaboration areas, a reception area and a café-style break room are organized around a central core that houses restrooms, conference rooms, private offices and private phone rooms. This type of planning allows relationships to emerge between occupants that wouldn't naturally occur otherwise.



OUR WORK

Project Experience

LITTLE
DIVERSIFIED ARCHITECTURAL CONSULTING

FAIRWINDS CREDIT UNION East Orlando Campus Orlando, FL



SIZE

85,000 sf

CLIENT

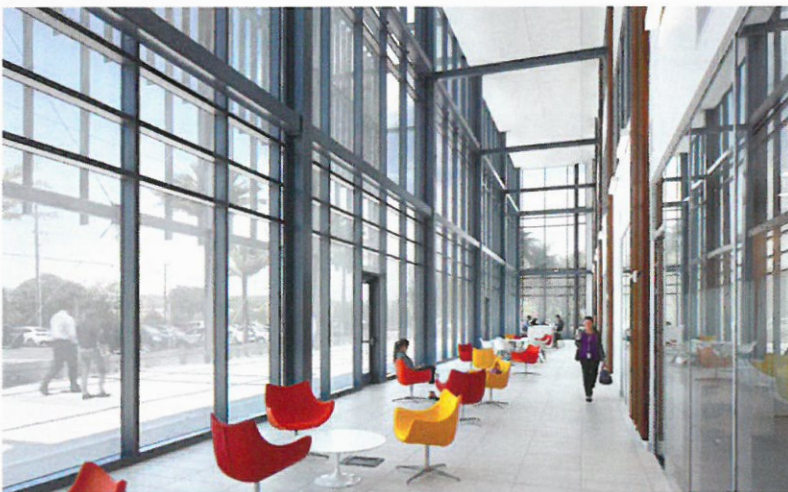
FAIRWINDS

SERVICES

Architecture
Interior Architecture
Interior Design

MAIN PROGRAMMATIC ELEMENTS

Collaborative Workplace
Boardroom
Cafe
Community Room / Training
Critical Facilities



In need of a refresh, the east Orlando campus of FAIRWINDS Credit Union corporate center is undergoing extensive renovation and new construction. The existing and outdated stucco buildings will be transformed into a single building expressed in glass and metal with accents

of metal fins. A massive trellis canopy, and a brise soleil façade screen wall, offers western solar relief while providing the campus with an iconic architectural expression facing a busy thoroughfare. Behind this screen, a linear atrium lines the public façade and is anchored by



a monumental open stair – a promotion of wellness through vertical circulation. When completed, the redefined and cohesive campus will be an outward expression of the FAIRWINDS brand and culture.

LandDesign.



LOCATION
Statesville, NC

CLIENT
City of Statesville, NC

MARKET
Streetscape

AWARDS & CERTIFICATIONS
NCAPA Marvin Collins Outstanding Planning Award
Best Outdoor Space Improvement, 2012 NC Main Street Awards
Centralina COG Region of Excellence Award, Improving Quality of Life

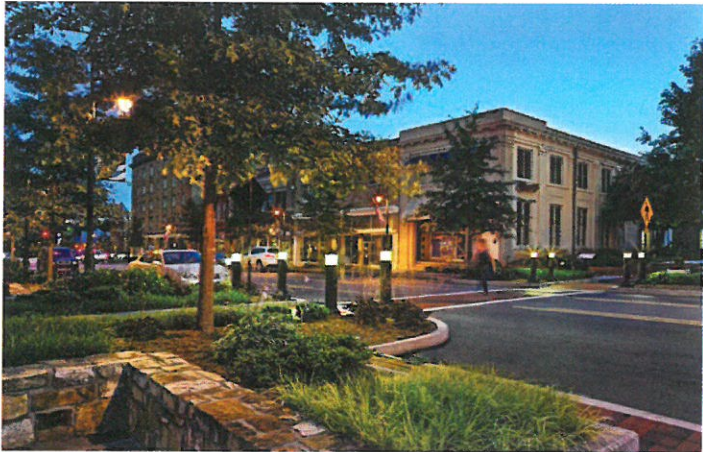
DOWNTOWN STATESVILLE STREETSCAPE IMPROVEMENT

Downtown Statesville is the long-time cultural, business, historic and centrally-located heart of North Carolina. In 2008, the City of Statesville, in conjunction with the Downtown Statesville Development Corporation, contracted LandDesign to develop a plan to enhance downtown and strengthen the community-challenged gateway corridors. The Streetscape/Land Use Master Plan and Corridor Plan provided a single tool for various public and private sector interests to use in working toward a common vision.

The planning process included extensive public involvement from the Statesville community. LandDesign established the urban design guidelines, strategies and recommendations that paved the way for the design and construction of the streetscape improvements, and acted as a catalyst for revitalization within downtown.

In addition to streetscape improvements, the plan addressed bicycle and pedestrian mobility, economic development and redevelopment and the creation of a downtown signature park. The success of this project led to the receipt of the NCAPA Marvin Collins Outstanding Planning Award.

LandDesign



To enhance the historic corridor as a destination for retail, dining and people watching, the design focused on creating a rich pedestrian-focused environment with widened sidewalks, reconfigured parking, outdoor dining areas, public art, and streetscape amenities.

LandDesign.



LOCATION
Orlando, FL

CLIENT
Boyd Development Corporation

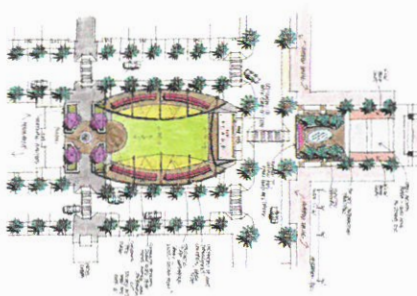
MARKET
Master Planning & Community Development

HAMLIN

Located in southwest Orange County, FL, Horizon West has long been characterized by its historic citrus industry. But after a series of devastating freezes in the 1980's that caused the citrus production to relocate further south, the rural land was left poised for development. LandDesign worked closely with Boyd Development Corporation to transform 600-acres of the 3,760-acre district into a mixed use development that would anchor with the existing Town Center. LandDesign developed a master plan to revitalize the area and create a community hub for city residents, known as Hamlin.

LandDesign's concepts for the masterplan are grounded in the natural resources and traditions of the region, integrating the agriculture of the citrus groves and recreation promoting health and wellness. The master plan components including a village district, retail, residential, employment, campuses, parks and open spaces that all work together to support the master plan concepts. Our design team also utilized Lake Hancock to create a unique living experience for community residents. Hamlin, along with the Town Center serves as a part of the regional retail and employment base for all of Horizon West and is comprised of medium and high-density residential, office space, retail services, light industrial and manufacturing and networks of civic and open space. Hamlin has brought economic stability and sustainability to the region by creating a destination in Horizon West for locals and visitors.

LandDesign.



LOCATION
Orlando, FL

CLIENT
Tavistock Development Company

MARKET
Mixed Use

LAKE NONA TOWN CENTER

The Lake Nona Town Center serves as a defining anchor for the ambitious 17-square mile Lake Nona master-designed community. Lake Nona Town Center Phase 2A, 1.2 million square feet of shops, restaurants, services and entertainment facilities, includes new mixed use developments, people oriented parks, plazas, streetscapes, landscaping, pedestrian walkways, promenades, and site furnishings.

LandDesign assisted the project team in the refinement of the 52 acre town center master plan of building locations, proposed public park and open spaces, arrival plazas, water features, streetscapes, pedestrian bike trail, landscape features and parking. The design team efforts began with schematic design and will conclude with construction observation prior to the town center opening to public.

E2L Real Estate Solutions, LLC **References**

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9801 Lake Nona Road
Orlando FL 32827
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9801 Lake Nona Road
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jimbennett12@yahoo.com

Scott Bullock

NASCAR
Vice President - Real Estate
1530 Cornerstone Blvd
Daytona Beach, Florida, 32117
407-947-0877
sbullock@ctlc.com

Land Design **References**

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Randy Knight

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Erik Halverson

Jefferson Apartment Group
Florida Office
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407-367-2001

Christian Swan

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President
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Winter Park FL, 32789
407-695-2222

Little **References**

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Marc Clinch

School District of Osceola County, FL
Chief Facilities Officer,
Facilities Services
407-518-2964 ext. 65405
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Tom Vliek

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Senior Director,
Facilities and Procurement
201 South Orange Avenue, Ste. 1100
Orlando, FL 32801
407 206 5331
tom.vliek@signatureflight.com



“

Complimenting the existing charm and street improvements of the city will be a focus of our design teams efforts.

Financial Analysis + Capacity

Proposed Land Acquisitions + Closing Costs: Having reviewed the appraisal report from Heffington & Associates we understand that the property was valued at \$568,000. We also understand that a like exchange was conducted with Volusia County for City owned property north of the administration building. Given the estimated abatement and demolition cost estimates we see the cost to acquisition and develop at \$1,063,893 plus sitework cleanup. This does not include any unknown hazardous waste or unanticipated demolition concerns for reshoring of surrounding facilities. Further investigations and coordination will need to be completed to verify our initial estimates and evaluations including road closure, public right-of-way work, utilities disconnects/repairs, etc... Given the size of the parcel and constraints of the site we are also working to reach surrounding property owners about selling or joint venturing on the overall development to enhance the final program and design density options. This is an ongoing process that could impact both the overall development and city of DeLand in regard to 'best practices' for parking, storm water management, street improvements and increased tax base returns.

Demolition Costs: E2L Real Estate Solutions working with Ace Demolition and Clean Building Environmental Contractors have both spent a considerable amount of time touring and evaluating the Old County Jail conditions. The combined costs for Abatement and Demolition is \$502,900 excluding the items listed in the proposal. A copy of the estimates is attached for your review. We also understand that the County has received estimates in the past which we hope to obtain and review to further our efforts. As referenced in the Executive Summary we believe combining the demolition of the Old County Jail with other planned demolition projects in the city could prove to be more financially feasible and safer for the overall citizens. E2L could manage this process in conjunction with other City/County planned projects should the projects be aligned to compliment timing of services.

Construction Costs: The RFP summary of planned development references 142,790 SF at \$18,040,790 or \$126.35 SF for the private development. Additionally, the Public Investment/CRA funding references \$6,903,000 for parking garage, stormwater and street improvements. We believe the current planned development could be densified and integrated with shared parking and hence shared cost to construct a private/public parking solution. This would free up potential money for the city to reinvest into the proposed park and playground concepts proposed by the E2L team. Likewise, we know the city is in the process of designing a new replacement fire station which will result in approximately \$3-\$4MM in construction, plus the cost of demolition at both the existing and new site. Coupled with other possible development in the City we would place the value of construction closer to the \$35 MM range and would also adjust the cost per square foot upwards to address the current market conditions. All of the cost models would be proven out by our construction partners who work under guaranteed maximum price contracts to minimize or control surprises in the procurement process.

Financing Costs and Working Capital: E2L Real Estate Solutions is a relatively young company and is ramping up its revenue and hence working capital. As such we rely on outside investors/partners to support our larger projects like the City of DeLand Downtown Redevelopment. In most cases, the working capital for creating the program and design concepts is handled internally with our partners. Once the project is approved we will go

to the equity and finance markets to further the underwriting with pro-formas that support the investment. With the city being a possible partner to the project (CRA improvements) this makes the likelihood of the project moving forward much greater. Key to our working together is communicating where the market is heading and how to manage each step to assure risk and execution of the work is aligned with expectations.

Bank References

E2L Real Estate Solutions works closely with several banks for our larger projects. This includes Citi Group, JP Morgan and RBC. Local community banks are also given the opportunity to evaluate projects in the area as may be beneficial to relationships with the public entities we serve. Our main bank reference for day to day business accounts is PNC Bank and the contact is:

Phillip Stark
Branch Manager
238 South Orlando Ave
Maitland Florida, 32751
Phillip.stark@pnc.com
407-643-2960

Financing for Similar Projects: The Boynton Beach Town Square project most closely resembles the City of DeLand redevelopment although the size and cost are nearly 8 times greater (\$275MM). In this project E2L coordinated the overall public financing using a Public Private Partnership approach that included \$82MM in public bonds and \$36MM in alternate debt with \$157 MM in private investment. In this case the private investments will contribute much of the Public Building and Infrastructure Costs through contributions of Taxes supporting the Tax Incremental Financing. This project which represents one of the largest P3 projects in the State of Florida involved multiple financing and legal structures to achieve the best workable solution for the city.

Financial Statement and Authorization: E2L Real Estate Solutions, LLC is a privately held business registered in the State of Florida. We do not make our financials public record as part of maintaining confidentiality of our business. We will be glad to discuss details of our business in person with the City's internal financial staff related to the project should we be given the opportunity to provide services as your master developer.

Proof of Bonding Capacity: Mark Hefferin remains an "active" unlimited licensed contractor in the State of Florida. This allows the company to remain up to date on State Codes, Legal and Financial matters. As such, E2L understands the importance of bond programs and working with contractors who can support not only the bonding capacity requirements but also the bond rates that reflect well managed construction companies. Historically, most projects completed were utilized design build contracting strategies, so the bond covers both design and construction. With the DeLand Downtown Redevelopment project we will bring to bear appropriate financial and bonding processes to protect the City and overall development.

ACE Demolition, LLC

DEMOLITION OF EXISTING VOLUSIA COUNTY JAIL *BUDGET



PROJECT: DEMOLITION OF THE VOLUSIA COUNTY JAIL
ADDRESS: 130 WEST NEW YORK AVE. DELAND, FL.

DATE: 9-21-18
SITE VISIT: 8-30-18
REVISED EDITION

CLIENT NAME: E 2 L REAL ESTATE SOLUTIONS, LLC
CLIENT ADDRESS: 1400 W. FAIRBANKS AVE. SUITE # 201 WINTER PARK, FL.
CONTACT: MARK HEFFERIN
PHONE NUMBER: 407-636-7919 CELL: 407-840-1470
EMAIL: MARKHEFFERIN@E2LHOLDINGS.COM

ACE DEMOLITION, LLC. HEREBY PROPOSES AND AGREES TO FURNISH ALL NECESSARY INSURANCE, LABOR, MATERIALS, EQUIPMENT, MACHINERY, TOOLS AND SAFETY GEAR REQUIRED TO PERFORM THE FOLLOWING SCOPE OF WORK IN ACCORDANCE WITH SPECIFICATIONS SUPPLIED AND REVIEWED. ALL WORK WILL BE IN ACCORDANCE OR EXCEEDING THE REGULATIONS BY LOCAL, STATE AND FEDERAL AUTHORITIES, IN COMPLIANCE WITH REGULATIONS WITH EPA / DEP / AND FOLLOWING OR EXCEEDING OSHA RULES AND ALL SAFETY REGULATIONS.

****NOTE FOR ALL COMMERCIAL PROPERTIES: AS PER EPA REGULATIONS, EVERY COMMERCIAL STRUCTURE, REGARDLESS OF THE AGE, WILL REQUIRE A CURRENT NESHAP ASBESTOS SURVEY TO DETERMINE IF REGULATED ASBESTOS CONTAINING MATERIALS ARE PRESENT AND IF ABATEMENT IS REQUIRED, PRIOR TO ANY DEMOLITION WORK.**

INCLUDED IN YOUR QUOTE: (APPLIES WHEN CHECKED)

- ☒ PERMITTING (SUNSHINE LOCATES, SEVERANCE OF UTILITIES, NTO/ NOC, MANAGE ALL INSPECTIONS, AND ALL REQUIRED DOCUMENTATION)
- ☒ SITE SPECIFIC SAFETY PLAN, OSHA ENGINEERING STUDY, DEMOLITION PLAN, TRESPASSING/ DEMOLITION SIGNAGE
- ☒ REMOVAL OF ALL HAZARDOUS WASTE (FLUID, BULBS, THERMOSTATS, BALLAST, A/C FREON, ETC.)

ACE Demolition, LLC

P.O. BOX 607102, ORLANDO, FL 32860 407-832-0204
Nicolestefan.ces@gmail.com



Demolition, LLC

ASBESTOS REMOVAL & DISPOSAL : STATE OF FLORIDA LICENSED ASBESTOS CONTRACTOR WITH TRAINED CERTIFIED ABATEMENT TECHNICIANS. PROPERLY REMOVE THE EXISTING ASBESTOS IN COMPLIANCE WITH EPA AND OSHA RULES AND REGULATIONS. REFERRING TO ASBESTOS SURVEY DONE BY GOOD ENVIRONMENTAL SOLUTIONS, INC. REPORT # 5102 PROJECT # 4062-001-01 ON JULY 2005. REMOVAL INCLUDES 4,000 LN. FT. PIPE INSULATION, 2,000 LN. FT. OF DUCT W/ BLACK MASTIC ON SEAMS, 2,000 LN. FT. ACM FLOOR TILE WITH MASTIC, 1,300 SQ. FT. OF WHITE CEILING PLASTER, 100 SQ. FT. OF ROLLED VINYL FLOORING. **NOTE:** THIS DOES NOT INCLUDE THIRD PARTY AIR MONITORING. INCLUDES 10 DAY EPA NOTIFICATION BY DEMOLITION CONTRACTOR AND ABATEMENT CONTRACTOR. ALL ASBESTOS DEBRIS WILL BE PROPERLY DISPOSED OF IN AN AUTHORIZED LANDFILL.

FOR THE SUM OF\$ 116,800.00

SCOPE OF DEMOLITION WORK TO BE PREFORMED:

MOBILIZATION OF STAFF AND EQUIPMENT IN AND OUT OF JOBSITE. BASED ON ONE PHASE AND ONE MOBILIZATION.

1. VERIFY ALL THE PROPER CUT AND CAPS OF EXISTING AFFECTED AND LOCATED UTILITIES HAVE BEEN SAFED OFF., FILE A DEMOLITION, SAFETY, AND TRAFFIC PLANS . VERIFY ASBESTOS SURVEYS AND ABATEMENTS HAVE BEEN COMPLETED, CLEARED AND HAD FINAL INSPECTIONS. MAINTAIN DURING DEMOLITION ACTIVITIES THE REQUIRED EROSION CONTROL MEASURES, INCLUDING BUT NOT LIMITED TO SILT FENCING, HAY BALES, GEO CLOTH STORM SEWERS OPENINGS ECT. **AS PER SWPPP PLAN PROVIDED BY OTHERS.** SECURE DEMOLITION SITE AND POST NO TRESPASS CONSTRUCTION SIGNAGE, REMOVE ALL KNOWN HAZMAT FROM INTERIORS OF BUILDINGS, INCLUDING BUT NOT LIMITED TO WHAT IS IDENTIFIED ON THE OSHA REQUIRED ENGINEERING STUDY, INCLUDING ALL LIGHT BULBS, BALLAST, EXIT SIGNS, PAINTS, CLEANING PRODUCTS, AC FREON GAS, FIRE SUPPRESSION SYSTEMS.
2. DEMOLISH AND COMPLETELY REMOVE THE EXISTING 3- STORY VOLUSIA JAIL STRUCTURE A STEEL, CONCRETE, BLOCK AND STUCCO STRUCTURE APPROX. 38,000 SQ. FT. , INCLUDING ENTIRE STRUCTURE, CONCRETE SLABS, STEEL JAIL CELLS, MECHANISMS, BOILER, LAUNDRY EQUIPMENT, HEAVY METAL SCREEN WORKS, PIPING, PADS, STAIRWAYS, FOUNDATIONS, FOOTERS UNDERGROUND PIPING AND CONDUITS. TO THE DIRT.
3. LEAVE SITE FREE OF DEBRIS AND GRADED TO SURROUNDING GRADES.
4. HAUL ALL DEMOLITION DEBRIS OFF SITE TO AN APPROVED LANDFILL OR RECYCLING CENTER FOR PROPER LEGAL DISPOSAL.

EXCLUSIONS TO YOUR QUOTE: (SERVICES NOT TO BE INCLUDED WHEN CHECKED)

- ☐ PERMITTING ☐ CUT & CAPS ☒ CLEAN FILL DIRT ☐ EROSION CONTROL ☒ SEPTIC REMOVAL
☒ WELL REMOVAL ☒ FINAL GRADE
☒ GREASE TRAP REMOVAL ☒ TEMP. FENCING/ BARRICADING ☒ PATCH/ REPAIR WORK ☒
 MASTIC REMOVAL/ GRINDING

ACE Demolition, LLC

P.O. BOX 607102, ORLANDO, FL 32860 407-832-0204
Nicolestefan.ces@gmail.com

ACE

Demolition, LLC

☒ WEATHER PROOFING ☒ SEEDING/ SOD/ HAY BALE ☒ ADDITIONAL MOBILIZATIONS ☒
TREE REMOVAL ☐ OTHER:

ACE Demolition LLC. proposes to preform the above mentioned project for the contract sum of:

WRITTEN AMOUNT: THREE HUNDRED EIGHTY SIX THOUSAND ONE HUNDRED & NO/100.....

CONTRACT SUM:	CLIENT INITIALS:	ACE DEMOLITION, LLC:
\$386,100.00		
ADD: \$116,800.00 ABATE		

PAYMENT TERMS & CONDITIONS:

☒ SCHEDULE OF VALUES/ PAYMENT DRAWS WITH NO RETAINAGE ☐ OTHER:

**** APPLIES TO ALL PROJECTS: NO RETAINAGE IS TO BE HELD AS PART OF THIS AGREEMENT. THIS PROJECT HAS BEEN BID FOR 100% SALVAGE RIGHTS TO DEMOLITION CONTRACTOR.**

Accepted by: _____ Printed: _____ Date: _____

ACE Approved: _____ Printed: _____ Date: _____

Richard J. Lorenz

SR. ESTIMATOR

ACE Demolition, LLC

P.O. BOX 607102, ORLANDO, FL 32860 407-832-0204
Nicolestefan.ces@gmail.com



AGENCY CUSTOMER ID: E2LREAL-01

KNIFFENJ

UMBRELLA / EXCESS SECTION

DATE (MM/DD/YYYY)

10/16/2018

IMPORTANT - If CLAIMS MADE is checked in the POLICY INFORMATION section below, this is an application for a claims-made policy.

AGENCY Insurance Office of America, Inc.		CARRIER CRC Ins Services	NAIC CODE
POLICY NUMBER	EFFECTIVE DATE 10/18/2018	NAMED INSURED(S) E2L Real Estate Solutions LLC	

POLICY INFORMATION

TRANSACTION TYPE				LIMIT OF LIABILITY		RETAINED LIMIT
☒ NEW	☒ UMBRELLA	☒ OCCURRENCE	RETROACTIVE DATE	\$	3,000,000 EA OCC	\$
☐ RENEWAL	☐ EXCESS	☐ CLAIMS MADE	PROPOSED CURRENT	\$	3,000,000 Aggregate	
EXPIRING POL #:				\$	3,000,000 PCO Aggregate	FIRST DOLLAR DEFENSE (Y / N)

EMPLOYEE BENEFITS LIABILITY

LIMIT OF INSURANCE (Ea Employee)	AGGREGATE LIMIT FOR EBL	RETAINED LIMIT FOR EBL	RETROACTIVE DATE FOR EBL
\$ 1,000,000	\$ 1,000,000	\$	
NAME OF BENEFIT PROGRAM			

PRIMARY LOCATION & SUBSIDIARIES (ACORD 125)

#	NAME AND LOCATION OF PRIMARY AND ALL SUBSIDIARY COMPANIES (Describe Operations)	ANNUAL PAYROLL	ANN GROSS SALES	FOREIGN GROSS SALES	# EMPL
1	NAME: LOCATION: 1400 W. Fairbanks Ave., Suite 201 Winter Park, FL 32789 DESCRIPTION:				
	NAME:				
	LOCATION:				
	DESCRIPTION:				
	NAME:				
	LOCATION:				
	DESCRIPTION:				
	NAME:				
	LOCATION:				
	DESCRIPTION:				
	NAME:				
	LOCATION:				
	DESCRIPTION:				

UNDERLYING INSURANCE

LIST ALL LIABILITY / COMPENSATION POLICIES IN FORCE TO APPLY AS UNDERLYING INSURANCE						
TYPE	CARRIER / POLICY NUMBER	POLICY EFF DATE	POLICY EXP DATE	LIMITS	ANNUAL RENEWAL PREMIUM	RATING MOD
AUTOMOBILE LIABILITY	Mt Hawley Insurance Company	10/18/2018	10/18/2021	CSL EA ACC \$ 1,000,000	\$	
	BI EA ACC \$			\$		
	BI EA PER \$			\$		
	PD EA ACC \$			\$		
GENERAL LIABILITY POLICY TYPE	Mt. Hawley	10/18/2018	10/18/2021	EACH OCCURRENCE \$ 1,000,000	\$	PREM / OPS
	GENERAL AGGR \$ 2,000,000			\$		
	PROD & COMP OPS \$ 1,000,000			\$	PRODUCTS	
	AGGREGATE \$ 1,000,000			\$		
	PERSONAL & ADV \$ 1,000,000			\$		
	INJURY \$ 50,000			\$	OTHER	
	DAMAGE TO RENTED PREMISES \$ 5,000			\$		
EMPLOYERS LIABILITY						
	Mt Hawley Insurance Company					
EBL	TBA	10/18/2018	10/18/2021		\$	
					\$	

ACORD 131 (2009/10)

Page 1 of 5

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ATTACH TO ACORD 125 AND ACORD 126

The ACORD name and logo are registered marks of ACORD

Property Taxes + TIF Generation



Volusia County
FLORIDA

**VOLUSIA COUNTY TAX BILL
NOTICE OF AD VALOREM AND NON-AD VALOREM ASSESSMENTS
2017 Paid Real Estate**

36 | E2L Real Estate Solutions, LLC

10/28/2018

Volusia County Property Appraiser's Office: Tax Estimator

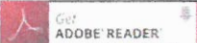
Volusia County
FLORIDA
Property Appraiser
Larry Bartlett, J.D.

Home Search Downloads Exemptions Agriculture Maps Tangible Links Contact

Home Searches Tax Estimator

Adobe Reader

Forms on this page require Adobe Acrobat Reader to view. If you do not have Adobe Reader already installed on your computer, click the Adobe logo below to download.


Get Adobe Reader

Property Tax Estimator

1. Have you owned a homesteaded property in Florida within the last 2 years? (Portability)

☐ Yes
☒ No

2. Enter Current Market Value or Sale Price of your new home:

18000000

3. Select your exemptions: (if applicable)

☐ Homestead Exemption
☐ Veteran disabled 10% or more
☐ \$500.00 Disability Exemption
☐ \$500.00 Widow/Widower Exemption
☐ Senior Exemption
☐ 25 Year Senior Exemption
☐ Other, enter amount: 18000000

4. Select your area: (Rates based on 2018 Final Millage)

DeLand - 012

Total Estimated Property Tax Amount: *\$405,181.8

* This estimate does not include any non-advalorem fees, if applicable.

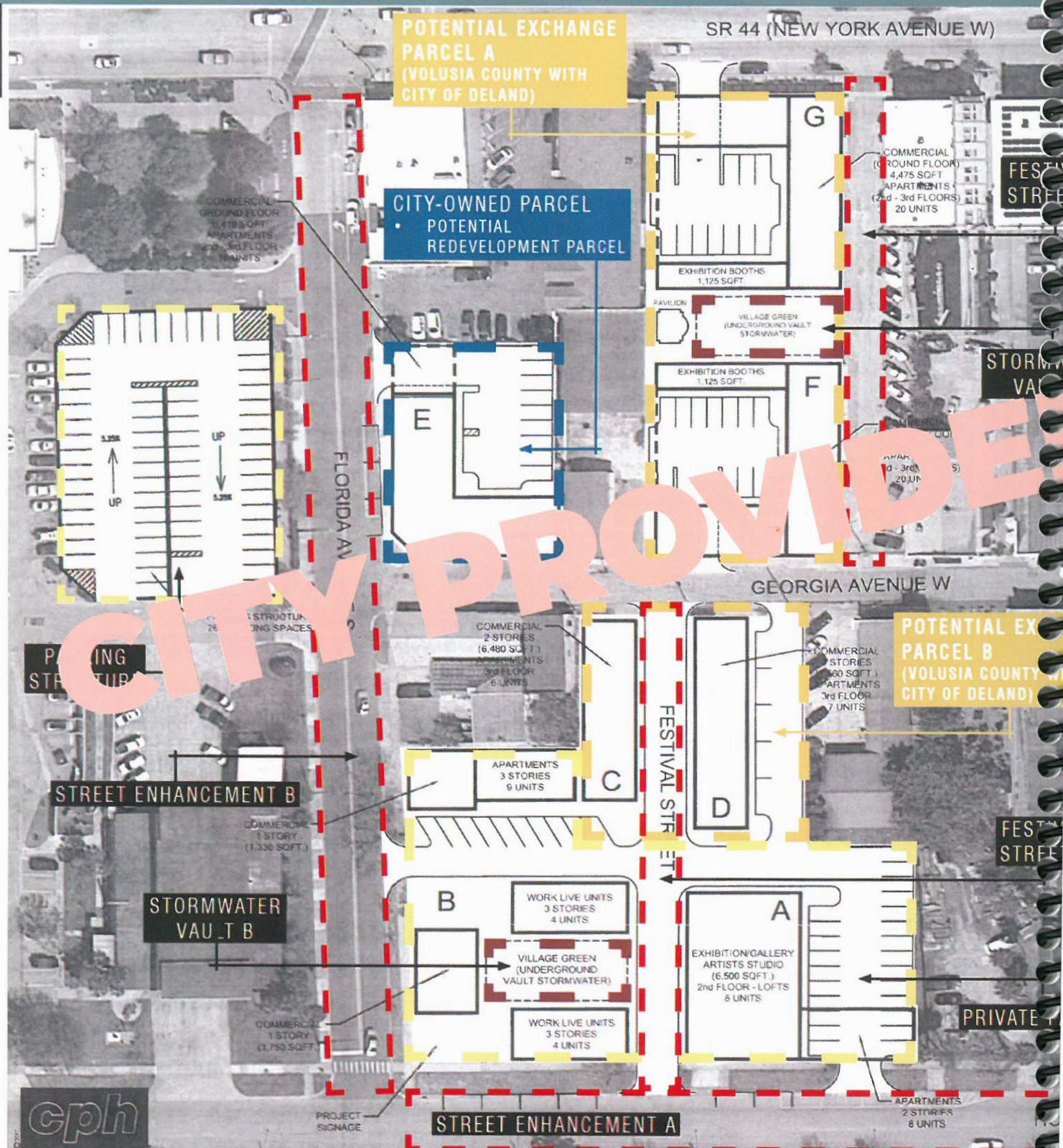
[Click here to find out if you will receive any exemption benefit from the proposed 3rd Homestead Exemption \(Additional \\$25,000\) on the ballot for the November 6, 2018 General Election.](#)

VCPA Links

- Property Record Search
- Downloads(Forms, Database, etc.)
- Historical Data
- Exemption Information
- Appraisal Information
- Value Adjustment Board
- Frequently Asked Questions
- Property Appraiser Budget
- Office Locations
- Contact Us
- Volusia County Homepage

The above tax calculation reflects the estimated \$18MM investment by the private sector as shown on the city provided information. This equates to \$8,103,636 over a 20 year period based on current millage rates. Should our construction and development program costs be correct we estimate the value closer to \$35MM reaching a tax calculation of \$15,753,468 for the same 20 year period. Should the city elect to privatize the parking garage and associated assets, the tax calculations should be achievable to support the overall future of the CRA investments.

FIGURE 16



ECONOMIC IMPACT

Understanding and quantifying economic impacts is key to stakeholders. In this District, the City and the CRA must justify expenses, business owners are interested in job creation, and developers need to attract tenants.

The economic impacts presented in this study are preliminary in nature and subject to further refinement based on developer-end uses, inputs/projects and City/CRA engagement. They are intended to provide a general idea of potential economic windfall from CRA investment activities.

Infrastructure and economic impact in development can be measured in two basic ways:
 Construction Phase
 Business Operations Phase

The Construction Phase is short-term in nature, while the Business Operations Phase is a long-term, ongoing economic impact. The proposed District Vision Plan highlights the Construction Phase dividing it into two categories:

A) Public Investment/CRA Funding

Festival Street A	\$630,000 ¹
Festival Street B	\$630,000 ¹
Stormwater Vault A	\$85,000 ²
Stormwater Vault B	\$85,000 ²
Street Enhancement A	\$162,500 ³
Street Enhancement B	\$162,500 ³
Parking Structure	\$5,148,000 ⁴
TOTAL:	\$6,903,000*

Figure 16 (left) identifies infrastructure elements that are critical to a successful redevelopment of the Georgia Avenue District.

* Based on preliminary construction costs obtained from recent, similar projects, and contractor-provided information.

¹ Preliminary costs consisting of specialty pavers, bollards, lighting, signage, infrastructure lines, curbing, etc.

² Preliminary costs consisting of underground water retention systems for drainage. Based on industry standards.

³ Preliminary costs based on existing roadway improvements: street furniture, accent/specialty pavement, street trees, signage, re-paving, and street furniture.

⁴ Based on per stall cost obtained from contractors and industry data.

B) Private Investment

This is a preliminary investment yield for the development/re-development of certain parcels identified in the Vision Plan with a specific building program. Ultimate building program elements are to be determined by the end-user/developer.

Potential Exchange Parcel A

Commercial	8,950 SF x \$110/SF	=	\$984,500
Apartments	40 Units x 950 SF x \$150/SF	=	\$5,700,000
Exhibition Booths	1,125 SF x \$80/SF	=	\$90,000
			<u>\$6,744,000</u>

Potential Exchange Parcel B

Commercial	14,040 SF x \$110/SF	=	\$1,544,400
Apartments	13 Units x 950 SF x \$150/SF	=	\$1,867,500
			<u>\$3,411,900</u>

City-Owned Parcel

Commercial	3,950 SF x \$150/SF	=	\$593,450
Apartments	15 Units x 950 SF x \$150/SF	=	\$2,280,000
			<u>\$2,873,450</u>

Private Parcel

Exhibition/Gallery/Artist's Studio	6,500 SF x \$100/SF	=	\$650,000
Lofts	8 Units x 950 SF x \$150/SF	=	\$1,140,000
Commercial	3,080 SF x \$110/SF	=	\$338,800
Live/Work Units	8 Units x 1,800 SF x \$110/SF	=	\$1,584,000
Apartments	17 Units x 950 SF x \$150/SF	=	\$2,422,500
			<u>\$4,996,440</u>

TOTAL:

\$18,040,790

The Business Operations Phase considers long-term impacts/benefits of specific projects. This study does not expand on those benefits, however, some basic metrics can be calculated:

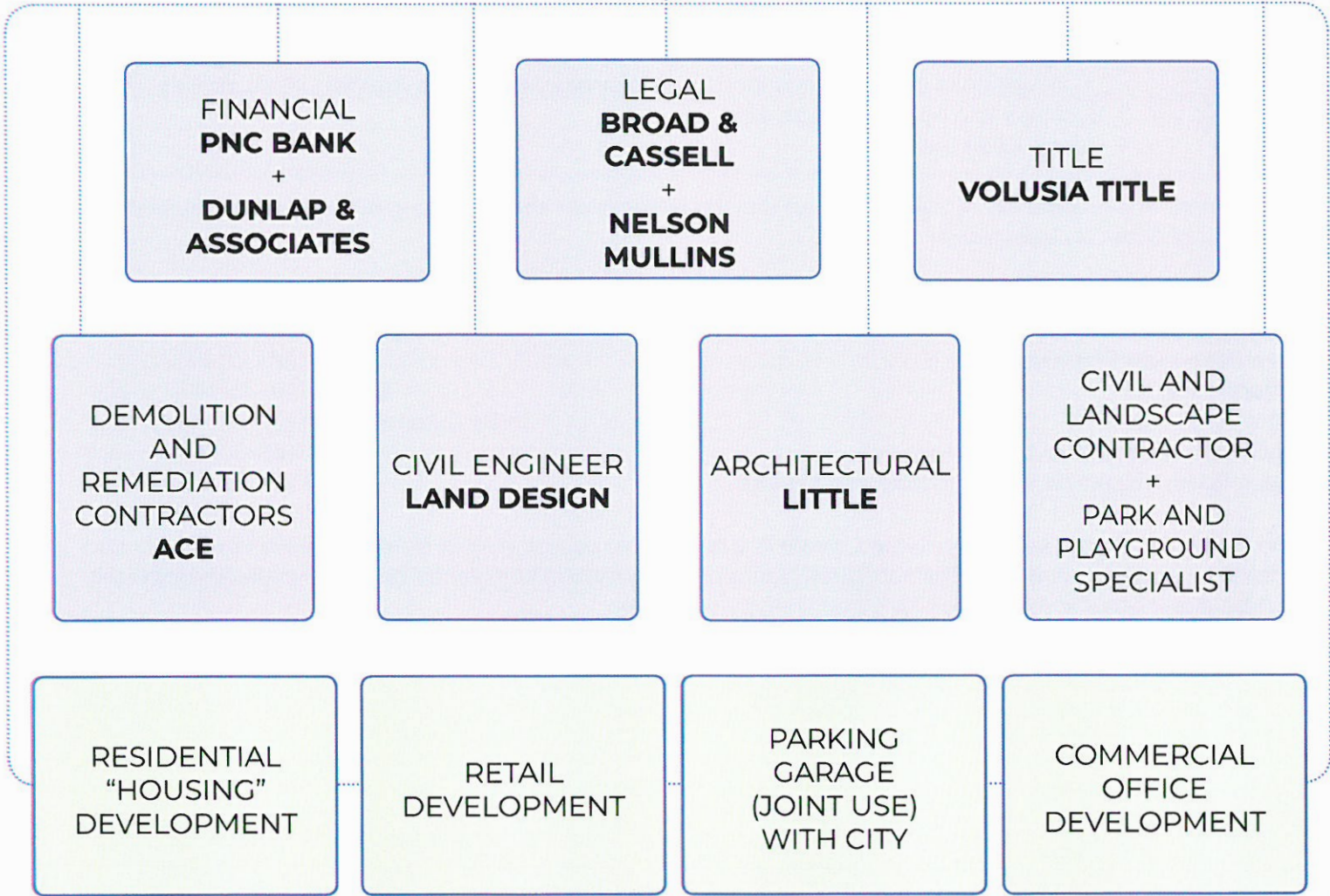
- A) Potential number of permanent employees
32,480 SF of commercial: 1 employee per 250 SF
= 130 employees
- B) Average payroll generated by employees
 $130 \times \$41,744 = \$5,426,720$
- C) Property taxes from commercial buildings have not been calculated.
- D) Temporary jobs generated for construction have not been calculated.
- E) Economic impact from the project will be realized through:
1. Building permits and inspection fees
2. Local economic demand generated by employees, sales taxes, special events, utilities
3. Business and household spending
4. Construction materials

In summary, implementation of the Vision Plan may provide certain short and long-term economic benefits as the result of CRA/City investment:

Public Investment and CRA Funding:	\$6,903,000
Private Investment:	\$18,040,790
New Permanent Employees:	130
Potential Payroll:	\$5,426,720
Ad Valorem Taxes:	To Be Determined (TBD)
Business and household Spending:	TBD
Sales Taxes, Inspection Fees, Construction Materials:	TBD

The Economic Impact analysis provided herein is a preliminary assessment of potential public investment and economic benefits derived. The District Vision Plan serves as a platform for potential development/redevelopment. Build-out and specific use mix will be determined by end-users.

E2L Real Estate Solutions, LLC as the master developer will be responsible for contracting with each of the respective partners shown below. In the case of city financed work we will be flexible in the contracting structure to meet city and state statutes. There may also be contract negotiations directly with other development partners should the properties be purchased separately. In all cases E2L will continue to coordinate and manage the development process to ensure a successful completion.



The Following Milestones time tables are provided as our best estimate given the information in the RFP and previous experience with downtown development efforts. We will integrate this into a workable schedule using Primavera or Microsoft Project with all related activities for detailed management of the process and to communicate regularly with the City of DeLand.

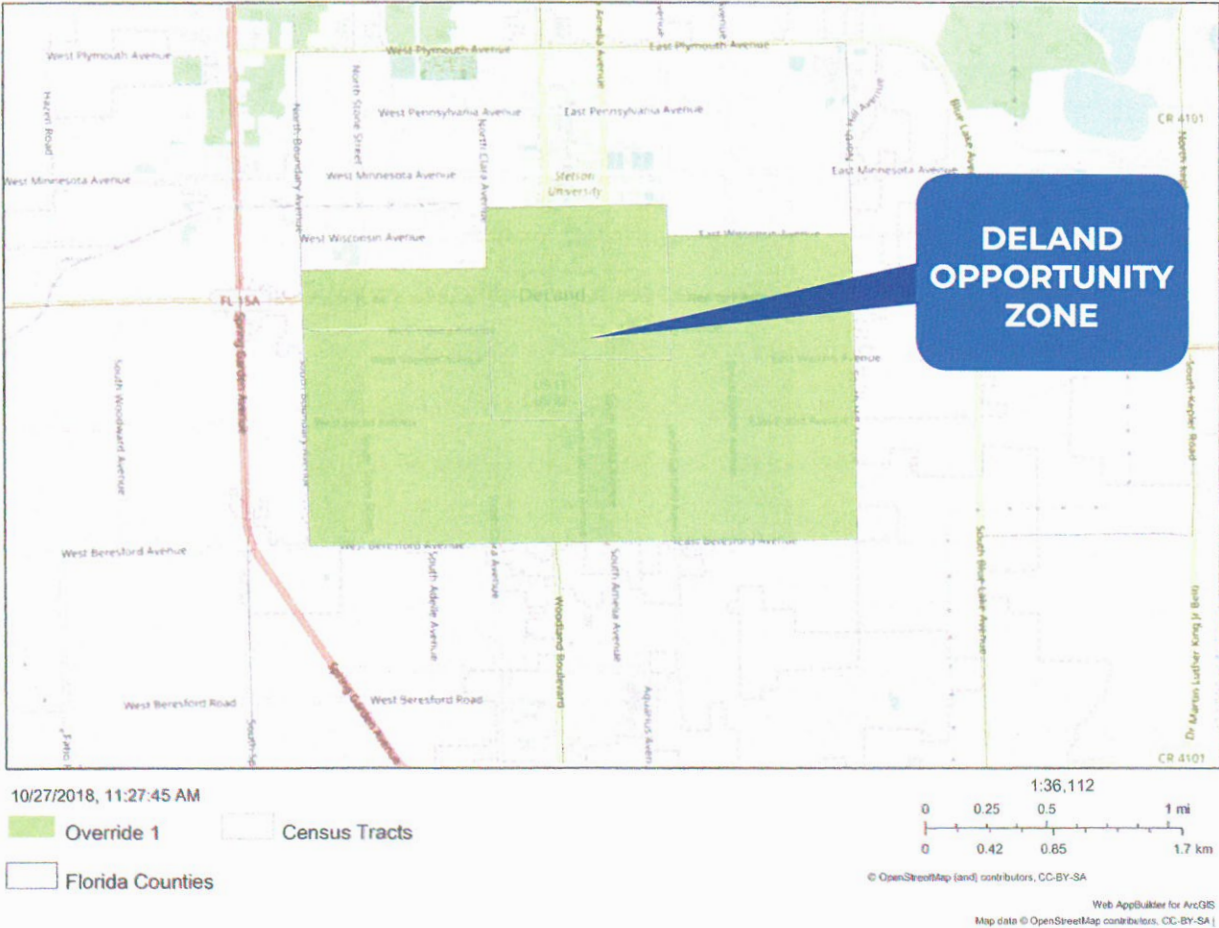
1. Proposal and Selection Process for the Private Public Partner:*	90-180 days
2. Kick off Meeting to establish/confirm design and zoning requirements with City Staff:	30 days
3. Negotiation of Development Agreements and closing timelines/costs**	60 days
4. Confirm Demolition and remediation scopes of work with costs/schedules	60 days
5. Verification of Market Studies for each asset class to confirm programming:	60 days
6. Commence Phase I design deliverables:	75 days
7. Generate GMP's to support design programs:	60 days
8. Confirm financing structure and equity commitments:	60 days
9. Detailed Design for permitting	145 days
10. Commence Design and Construction activities for Phase 1:	365 days
11. Commissioning and Acceptance- Activate move in process:	60 days

*Note: Addendum No 3 reflected 10/30/18 -11/21/18 for review and shortlist considerations. 12/3/18 is shown for selection of presenters. The remaining activities including for presentations, ranking of firms and negotiation of development agreements is shown as TBD. We anticipate the overall process could lead to first quarter 2019 award and hence shown the 90-180 days.

**This would be a parallel activity with #4 below

The overall development process typically requires 24 to 36 months depending on the parties communicating and working closely with each other. We would propose to conduct partnering workshops to further this process and to gather better knowledge of the City's work processes to enhance and improve the final outcome.

ArcGIS Web Map



E2L Real Estate Solutions does not impart conditions on the public entity but chooses to work within a partnership to bring clarity and options for the benefit of our partners. Our approach is to provide creative solutions gained from experience and apply these to the benefit of the public entity. For the DeLand Downtown Redevelopment project we would suggest the following be considered:

1. Early Abatement and Demolition

of the Old County Jail to provide a clean property for title transfer and to expedite the available site prior to the development agreements being finalized. This would also support the financial investment issues that will be raised by banks or equity partners related to risk avoidance. The property value can be set before or after the demolition work is complete to confirm expected closing costs.



2. Support of an early parking study

in conjunction with Volusia County to address long term parking needs in the city. Creating a shared use study will work to minimize costs for both the public and private sectors. This could also lead to a lease arrangement for the public parking to help underwrite the parking garage project rather than incurring a capital cost by the City as shown in the RFP. The private development arrangement would also lead to ad valorem taxes back to the CRA and city for the parking structure(s).



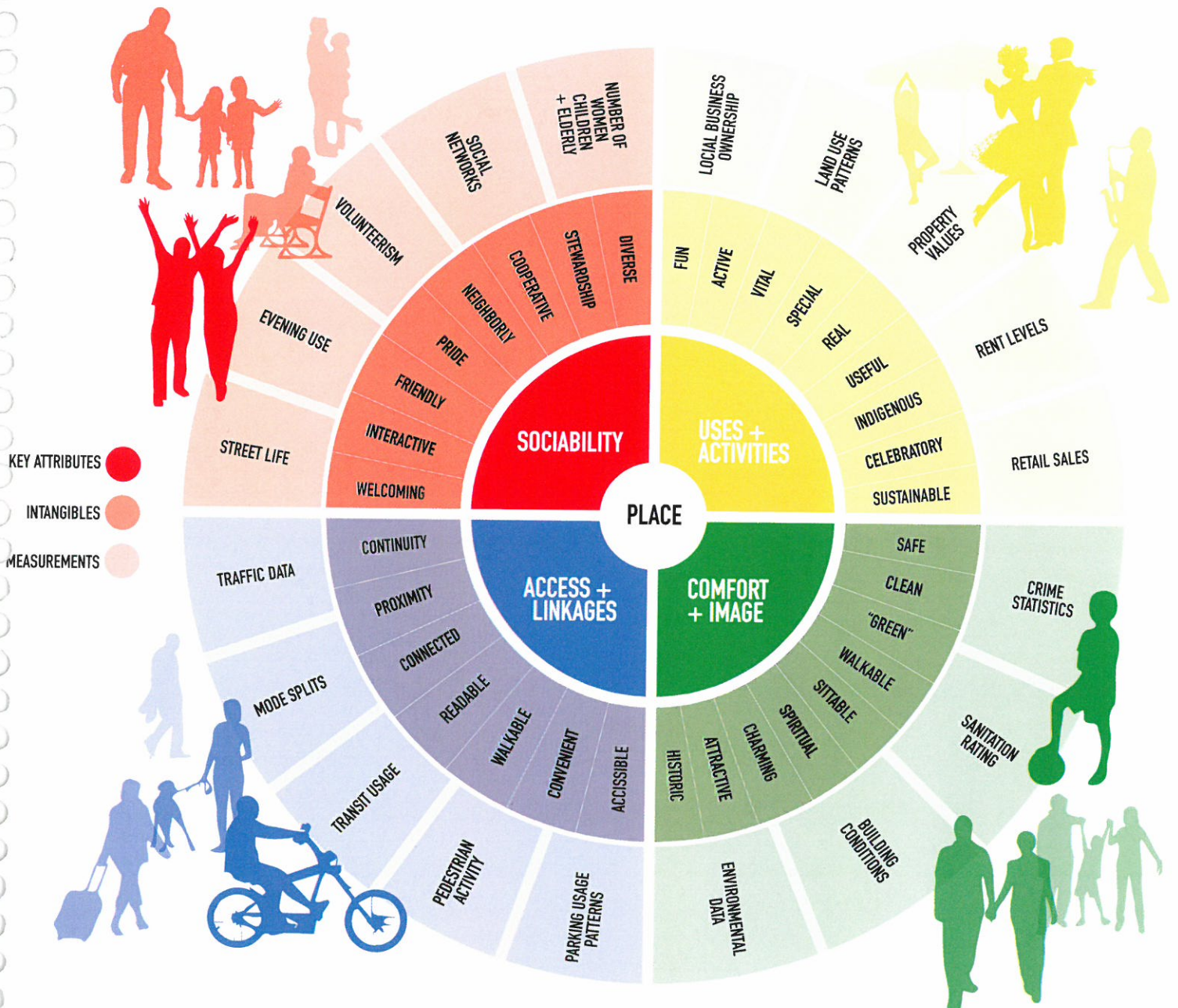


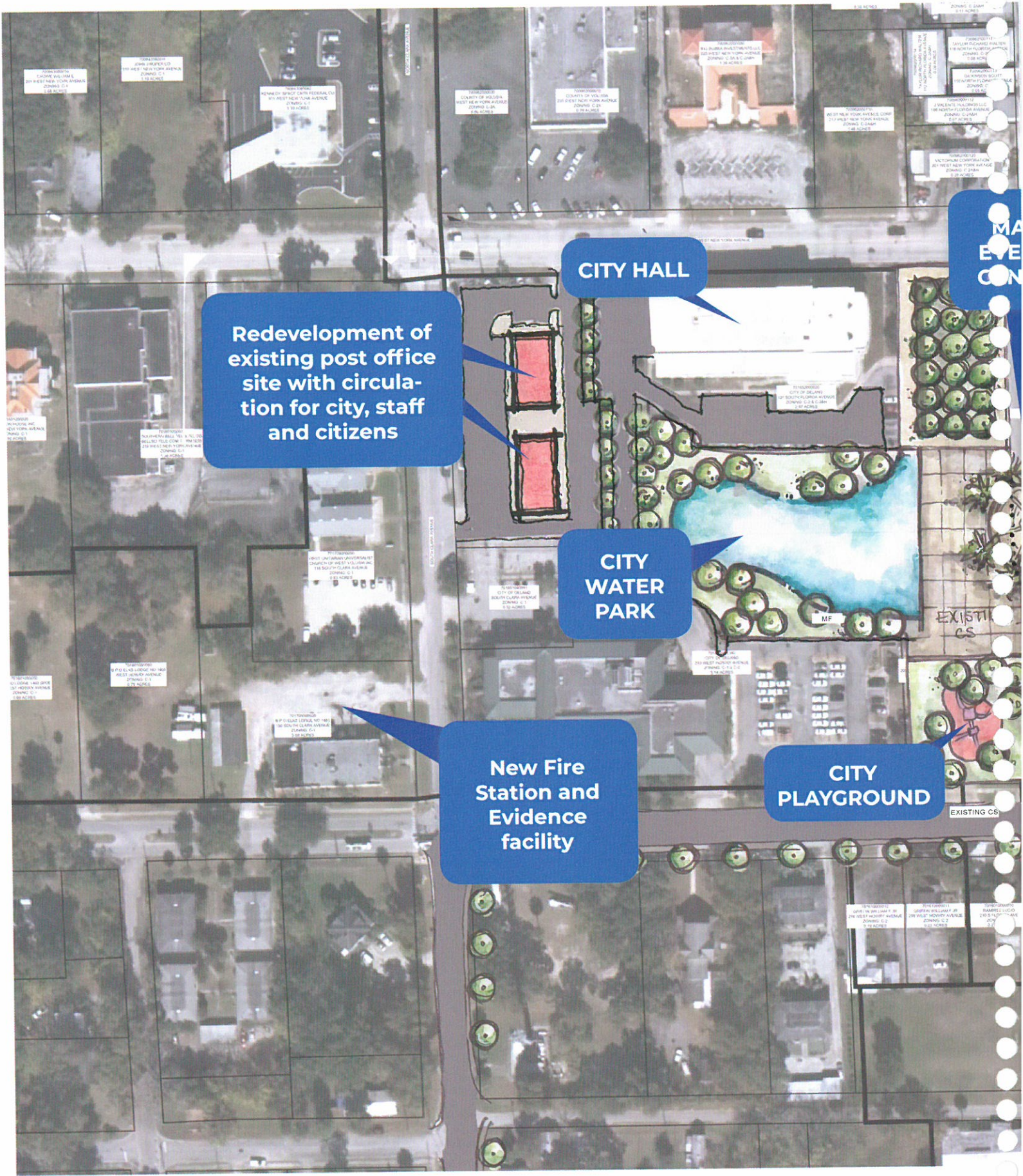
3. **Infrastructure investment** particularly for storm water and utilities is critical to the private sector. If the City elects to move forward with the Master Storm Water Park, we would want to arrange design and construction time table confirmations that would be critical to the project schedule. While we did not show a specific time line activity on the milestone schedule we know this process with the Saint John's Water Management Authority will dictate much of our planned time to move forward.
4. **Planning and Zoning approvals** will require early sessions to address process and schedule concerns to meet the master development plan needs for financing commitments. This most likely will include surveying, platting, right of way approvals and other government commitments to assure we do not have delays in closing on properties.
5. **Expedited Permitting** is always critical once the project is approved and work has commenced in earnest for the design and construction teams. Working closely with your Plan Reviewers, Fire Marshall and Building Inspectors is critical to a smooth review and approval process each step of the way. We would propose to meet very early in the master plan process to confirm expectations and to get assurances that permitting can and will be expedited on the development.
6. **Infrastructure Needs** We have reviewed the land south of Howry Avenue in regards to the CRA boundaries and believe that our master plan will further the redevelopment of this area given the proximity to the 'Main Festive Event' center and related Water Park and Playground. We would like to explore the possibility of addressing the infrastructure needs for this area to see how opportunity funds may be applied for the benefit of the community. As shown on the left hand map the expanse of area inside the zone provides a great opportunity for a multitude of developments.
7. **Wright House** We understand that the City and CRA have desires to reestablish the Wright House as a museum or structure of importance. Having read the history of JW Wright's significance as an Entrepreneur and economic force in the mostly self-directed segregated DeLand African-American community was extremely enlightening. We welcome the opportunity to work with the CRA to look at ways to support this effort particularly realizing its location inside the opportunity zone.



The final program and investment values for the above master plan will be confirmed once the CRA, City, Zoning + Planning and Commission approve the E2L team to commence with the master development. This process would include workshops similar to the process used to initiate the RFP along with any interested partners for the private sector development components.

During the master planning process we have found the below diagram extremely helpful to be sure we address all aspects and considerations for the development. This tool will be used throughout the design process to validate that your historical district overlay and the City's Comprehensive Plan are achieved.







Key to any successful development process is enhanced communications. As the master developer for City of DeLand Downtown Development we would first and foremost create a design build team that ultimately complements the stated CRA goals proposed. Given the Cone of Silence in the RFP process we have limited opportunities to meet and discuss the workshop information that resulted in the master plan information provided.

Having extensive backgrounds in design and construction our team managers are uniquely qualified to lead the master development effort. This would include further evaluation of key properties to be considered for redevelopment in conjunction with the Old County Jail site and surrounding properties owned by the City and County. Coupled with the Fire Station relocation we would ultimately like to create the "Play Making Space" that further compliments the Festival Street environment we experienced over at the Friday evening Artisan Alley Farmers Market!

We understand the program provided by CPH program provided for 142,790 SF of private development using a combination of Commercial Office, Apartments, Exhibition Booths, Lofts, Artist's studios and Live/Work/Play units. The total private investment of \$18,040,790 represents a \$126.35 SF average construction costs which we believe to be aggressive in today's economy. Whiel we have been completing our due diligence on each of the assets classes we have not had adequate time to prove out the true market potential for each. What we do understand is that the market will ultimately dictate the private development specific to space needs and affordability. This would include workforce housing as well as market rate products for rent or sale. Once the market verification has been completed we would then commence to further the development concepts that fit the City expectations coupled with the market demand to support the sustainability and vibrancy of the downtown area. Key to this design process is participation of the City with key infrastructure requirements for utilities, road and pedestrian pathways, stormwater management and most importantly parking.

In the RFP we realize that the City has requested we maximize the number of residential units for the downtown area. By considering the Historical District Overlay and the entire downtown district we were able to expand the concepts for residential units outside the given parcels of City owned land as provided in the RFP. Our goal is to further explore this with the CRA and City staff (Planning and Zoning) to determine the most appropriate and comprehensive approach for long term development. Once this phase is completed we would begin to finalize the best development plans for the properties and apply for any variances to the C-2A zoning on the property.



City of Deland Mixed-Use Redevelopment Project:

Permitting Required:

City of Deland Building Permits
 City of Deland Site Plan Permit
 City of Deland Engineering Permit
 St Johns River Water Management District
 FDEP Permits (Water, Sewer and NOI)

Our proposed development scope for the redevelopment of the Jail site is greater than stated in the RFP requests. The proposal is to not only to demolish and re-develop the jail site but to include the surrounding parcels and increase the scale of this project. The project anticipates properties to the South, West, North and Northwest.

The stormwater approach is to redevelop the existing stormwater pond located on the City of Deland Property Parcel (701652000020). The surface lot parking shall be relocated to the proposed deck on the Jail site. This includes demolishing the underground stormwater chamber to expand the existing pond toward Florida Ave. This will create addition green space centrally located in the center of both the City of Deland Properties as well as the re-developed properties proposed. This proposed stormwater feature will potentially provide permittable treatment for the new re-development of both the Jail Site and proposed re-developed properties directly adjacent to it. As well as reduce maintenance costs on the city for the underground chamber. All other re-developed parcels will anticipate stormwater treatment and attenuation on their respective sites. All permitting requirements by the City of Deland and SJRWMD will be met in this re-development.

One anticipated challenge is that SJRWMD requires treatment of all new impervious and doesn't credit existing impervious demolished. This increases the treatment volume required and is not typical in other Water Management Districts located in downtown areas. We will look to file an exemption for this if our existing impervious matches or is less than our proposed impervious. Potential support may be needed with state level permitting but to what extent is unknown at this time.

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E2L Real Estates Solutions working in conjunction with Boynton Beach has established a Green Globes certification goal for the Police Station, City Hall, District Energy System and the overall Town Square utilizing GGNC Program.



GREEN GLOBES TOOL OVERVIEW

Green Globes for

NC NEW
CONSTRUCTION

A PRACTICAL APPROACH TO GREEN BUILDING

The Green Globes delivers value in sustainability through responsiveness and innovation. This rating system is used for the third party certification of building design, construction, renovation and operation of high-performance, interiors, buildings and facilities and major renovations.

The Green Globes New Construction (NC) program is a user-friendly web application that aids architects, engineers, construction professionals, and owners in evaluating, quantifying, and improving the sustainability of new building projects as well as major renovations. Using this tool helps project teams to focus on sustainability, gives them options when considering environmental improvements during the design and delivery process, and allows them to evaluate and rate the benefits of different sustainable design scenarios.

Green Globes NC rating system provides early feedback on the process before important decisions are made. This is a proven method for taking advantage of time and cost savings opportunities through integrated design and delivery, while benefiting from a cost-effective third-party assessment process.

GREEN GLOBES NEW CONSTRUCTION (NC) PROGRAM BENEFITS:

- ANSI: National Consensus Standard
- Comprehensive environmental assessment
- Online software tools that speed and simplify assessment process
- On-site third party assessments
- Best practices guidance for green construction and operations
- No costly prerequisites



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E2L Real Estate Solutions has been a leader in sustainable projects achieving platinum level on the University of Florida Pharmacology research facility in Lake Nona as well as Gold LEED certification for the Veteran Affairs out patient Care Center in Charlotte North Carolina.

QUALIFICATIONS



Environmental Sustainability

Why Does it Matter?

Our clients increasingly encounter customers, investors, stakeholders or employees seeking to align themselves with organizations that operate under clearly stated sustainable practices. Organizations that believe that environmental stewardship is our collective responsibility and, simply put, the right way to do business. We are committed to building partnerships with these like-minded clients and organizations, and have the proven ability and a firmly vested interest in helping them achieve measured success in positively impacting People, Planet and Profit – the triple bottom line.

Our Sustainable Platform



Our Sustainable Platform outlines our commitment to providing sustainable design services on projects that maximize client success, applying sustainable guidelines to our organization’s operations and creating incentives for our people to live a more sustainable lifestyle at work and at home.



University of North Carolina at Chapel Hill: Morrison Residence Hall, Chapel Hill, North Carolina
Winner: First EPA National Building Competition



The Learning Lodge at Grandfather Mountain
First public Zero Energy Building (ZEB) in NC (if constructed)



University of South Carolina: West Quad
First LEED Certified Residence Hall in the US (Silver)

2030 Challenge

Little’s adoption of the 2030 Challenge in 2008 confirms our commitment to designing projects that will achieve an energy consumption performance standard of 50% of the regional (or country) average for that project’s building type. Every five years the standard will increase by an additional 10%, achieving carbon-neutral buildings in the year 2030.

We adopted the 2030 Challenge because we have the responsibility and obligation to create energy efficient environments that reduce energy and water use. Doing so will not only improve the performance of our clients, it will also enhance people’s lives.



QUALIFICATIONS

Environmental Graphics

LITTLE
DIVERSIFIED ARCHITECTURAL CONSULTING

At Little, we understand the importance of environmental graphics and the role it plays in branding and wayfinding. Every detail of your building architecture and interior design, as well as the surrounding environment both inside and outside, represents an opportunity to reinforce your brand message and create a functional environment resulting in an authentic and inspiring experience for your students, faculty, staff, guests, and other visitors.

Our multi-disciplinary Brand Communication & Design team specializes in creating signage and graphics that connect with users to effectively navigate them through your space while communicating your brand through an array of experiential moments.



SERVICES

Environmental and Decor Graphics
Wayfinding and Communication
Branding and Identity
Print Graphics and Packaging
Motion Graphics and Web Design



E2L Real Estates Solutions acknowledges receipt of Addendums 1 through 3 and confirming email on parking requirements for city as dated October 3, 2018.

“The city currently has 73 assigned spaces in the employee parking lot. If a parking garage is constructed in the future, I can foresee the city reserving approximately 100 spaces for employee use. Also be aware that with the removal of the Fire Station within the next two years, there will be additional surface parking and greater flexibility to design structured parking to meet the needs of the municipal facilities and the downtown businesses and residents.”

...the future of
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