



AGTLAND, P.A.
BUSINESS PLAN SUMMARY

EXECUTIVE SUMMARY

AGTLAND, P.A., formerly A. Grant Thornbrough & Associates, was founded by A. Grant Thornbrough in 1975. AGTLAND provides landscape architecture services with a design philosophy dedicated to solutions that are created in harmony with current trends in community planning and sustainable design while respecting the natural landscape. In 2019, Carol Perez, a long-time Delray Beach resident and member of the Site Plan Review and Appearance Board (SPRAB), became lead Principal and President of AGTLAND. She exemplifies the firm's philosophy through meticulous attention to detail and exceptional design concepts. Grant Thornbrough continues to offer his expertise as Principal at AGTLAND.

AGTLAND is a State of Florida Woman Owned Certified Business Enterprise committed to personal service, creative design solutions, and collaboration with clients and design professionals.

Many factors contribute to the success of AGTLAND, including our location in the Delray Beach Historic District. Located on Historic Swinton Avenue, AGTLAND is just blocks away from the many projects we proudly contributed to including Aloft Hotel, 4th & 5th Delray iPic Theater and their Green Wall, and Kolter Marriot Courtyard Hotel, to name just a few. AGTLAND's long-standing, close personal relationships with many Delray Beach architects, general contractors, attorneys, and builders further contributes to our success.

COMPANY DESCRIPTION AND SERVICES

AGTLAND, P.A., provides landscape architectural services for residential, commercial, campus, parks and recreation, and hospitality projects. We are committed to providing landscape architectural designs that are not only aesthetically pleasing but economically and environmentally sound. All work is done by Registered Landscape Architects and Associates that have earned an accredited degree in Landscape Architecture. We have the experience to manage and coordinate complex projects and have been involved in several LEED certifications.

AGTLAND has designed numerous award-winning projects in the South Florida community. Most recently we were awarded the US Green Building Council (USGBC) 2019 Most Outstanding Residential Award (South Florida Chapter) for our work on the Lynn University Perper Residence Hall. Other notable projects include:

- Old School Square (Original Development Plan)
- Historical Bankers Row (Master Plan)
- Delray Beach International Tennis Center
- Grove Square Redevelopment Project on Atlantic Avenue
- Lynn University Campus Master Plan
- Mizner Park
- Red Reef Park

THORNBROUGH OFFICE RENOVATION 132 NORTH SWINTON AVENUE

EXHIBIT D FINANCIAL PROJECTIONS

Our property is located at 132 North Swinton Avenue within the Old School Square Historic District. My wife and I have owned the property since 1990. We plan to continue using the front building as the office for AGTLAND, P.A. a landscape architectural design office. This business has occupied the property since 1990 and will continue to do so for the foreseeable future.

The property has been self-supporting for almost 30 years and is mortgage free. The cottage and storage building is retained as an office by my family for various personal uses and record storage. This cottage also serves as a hurricane shelter location since my home is located in an evacuation zone.

The property will continue to be self supporting. The AGTLAND lease is for \$45,568 per year. Taxes and expenses are budgeted at \$21,000 yearly. The remaining \$24,568 dollars will be used to pay down our personal line of credit promissory note not to exceed \$150,000 I have in place with Paradise Bank for the building renovations. The \$75,000 CRA Funding Grant we are requesting is necessary to complete the project within the estimated budget of probable cost of \$203,000. The remaining lease payment of \$24,568 will be used to pay down the note within a 5-6 year period. My fallback position, if necessary, would be to lease the cottage building for an additional \$25,000 a year.

We feel this is a very doable project whose time has come. With the help of this Funding Assistance from the Delray Beach Community Redevelopment Agency we are anxious to order the windows which have a 8 week lead time and commence construction within 60 days.