

New Urban Communities

Jones New Urban Delray, LLC

June 7, 2018

Delray Beach Community Redevelopment Agency Board
20 North Swinton Avenue
Delray Beach, Florida 33444
Attention: Jeff Costello, Executive Director

**Re: Public Notice Request for Proposals and Notice of Intent to Accept
Proposal in the City of Delray Beach, Florida**

Dear Mr. Costello:

Jones New Urban Delray, LLC is pleased to submit this proposal to acquire approximately 6.17 acres of land owned by the CRA, located on the south side of West Atlantic Avenue, north of SW 1st Street, between SW 6th and SW 9th Avenues, in the City of Delray Beach, Florida.

As you are aware, we were a respondent in 2013 to CRA RFP 2013-06, the West Atlantic Properties. Our mixed use redevelopment plan submitted five years ago included 184 residential units and 41,500 square feet of retail, office and restaurant space, including a grocery store, and was ***ranked #1 at that time by both the Selection Committee and WARC.***

New Urban Communities has an unmatched record of success in disparate areas of the CRA, including Courtyards of Delray, Atlantic Grove, Old Palm Grove and Coda over the past 18 years. We completed all these pioneering developments, persevering through the brutal housing crash in 2007. It should also be noted that Publix chose to locate in two of our other developments, in Jupiter and Lake Worth.

Our equal partner Milton Jones Development Corporation has a strong track record of development work in Fort Lauderdale's Northwest/Progresso/Flagler CRA, completing the Regal Trace Apartments, a 408 unit multi-family development and Shoppes On Arts Avenue, an adjacent commercial development anchored by the Sav-a-Lot grocery store and Bank of America.

After the termination of the Purchase and Sale Agreement between the CRA and Equity Delray, LLC in December 2016, we timely expressed our continued interest in redeveloping the CRA-owned properties on the south side of West Atlantic Avenue, between SW 6th Avenue and SW 9th Avenue.

Jones New Urban Delray, LLC ("Buyer") is pleased to submit this proposal describing the development and purchase of the +/- 6.17 acre site owned by the Delray Beach CRA ("Seller")

1. **Project:** No less than 150 and no more than 195 apartments, approximately 28,000 square feet of retail and office and a chain grocer of not less than 18,000_square feet.
2. **Purchase Price:** The Purchase Price shall be Four Million Dollars (\$4,000,000), payable Two Million Dollars (\$2,000,000) in cash at closing and Two Million Dollars (\$2,000,000) in the form of a Purchase Money Mortgage (PMM) due and payable sixty (60) months after Closing. The note associated with the PMM shall bear interest at the rate of 4% per annum, which interest shall accrue and be due upon maturity.
3. **Earnest Money Deposit:** At contract signing, Buyer will deposit with an escrow agent as Earnest Money the amount of Fifty Thousand Dollars (\$50,000). Buyer will increase this deposit to One Hundred Thousand Dollars (\$100,000) within three (3) business days of the expiration of the Inspection Period.
4. **Inspection Period:** The Inspection Period shall be ninety (90) days following the execution of a Real Estate Purchase and Sales contract, the ("Agreement"). Within five (5) days of execution of the Agreement, Seller shall provide to Buyer a copy of any available surveys, a current title insurance commitment, and all other property documents, including environmental and geotechnical reports, violation notices and correspondence related to the property it has in its possession.
5. **Approvals.** Buyer shall have a period of nine (9) months following the inspection period to obtain the following governmental approvals, which shall be conditions of closing:
 - Site Plan Approval for a mixed use development that will containing a grocery store.
 - Plat Approval
 - Site development permits and building permits.

Seller shall process two (2) ninety (90) day extensions if Buyer has proceeded diligently but the permits and/or approvals listed above have not yet been obtained.

Buyer also agrees to negotiate a Community Benefits Agreement with the West Atlantic Redevelopment Coalition and the Community Coalition.

6. **Closing:** Closing on the property shall be thirty (30) days following the receipt of the approvals listed in paragraph 5 above.
7. **Closing Costs:** Seller shall pay for title insurance and documentary stamps on the purchase price, its legal fees and any real estate commissions. Seller and Buyer shall warrant to one another that no real estate brokers are involved in the transaction and no commissions shall be due and payable to any other broker or other third party. Real estate taxes shall be prorated from the Closing Date(s).

The opportunity to submit this proposal is appreciated. Much more information about us is available on our websites, www.newurbancommunities.com, www.pbpier.com and www.thevillageatvictoriapark.com. We have developed excellent relationships over the years with elected officials and staff throughout South Florida. New Urban is currently developing Pompano Beach Fishing Village at the Pompano Pier and the Village at Victoria Park in Fort Lauderdale. Other notable past and current New Urban developments include Azul in Stuart; Pompano Beach Fishing Village in Pompano Beach; Belle Isle and the Village at Wilton Manors in Wilton Manors; The Village at Victoria Park and East Village in Fort Lauderdale; Mirabella in Miramar; and Greenwich, Osceola Woods and Botanica in Jupiter. Attached are pictures of some of our developments and some reference letters we have received from lenders and public officials throughout South Florida. Milton Jones Development Corporation is presently developing Village of the Arts, a seven story 156 unit apartment community with 6,000 square feet of ground floor retail in the City of Fort Lauderdale.

Our previously submitted plan implemented many important principles of the West Atlantic Redevelopment Plan, the SET Transformation Plan, the West Atlantic Needs Assessment and the Southwest Neighborhood Redevelopment Plan. Our new plan will be similar, and will feature such design elements as:

- A design based on traditional neighborhood planning principles and containing a combination of residential and commercial uses (WARP p. 8)
- Neighborhood Investment in the form of A mixed use plan that includes apartments over office space as well as freestanding apartments (WARP, p. 50) (SET slide 31)
- A Mixed use redevelopment project with office, residential, retail, and restaurant space (WARP, p. 58) (WANA, P. 9)
- Buildings pulled to the street (WARP, p. 61)
- Intersection Improvements (SET slide 45)
- Utilization of shared parking (WARP, p. 112)

- Alleys and sidewalks are used to create a safe, walkable pedestrian environment (WARP, p. 114), (SET slide 34)
- Provision of a grocery store. (SET slide 52) (WANA, p.9)
- Parking located to the rear of structures along Atlantic Avenue (WARP, p. 123)
- Sidewalks along all public streets and also internally
- Job Creation from retail and office space (SET, slide 27)

We see many significant benefits of a comprehensive mixed use design approach, among them:

- Ability to design a more comprehensive development program that addresses more neighborhood needs and better incorporates the City's adopted planning principles, goals and objectives.
- Ability to create a more cohesive plan for the area, using shared parking and cross-access easements.
- Acceleration of the development process for a broader area, resulting in more impact, sooner.

Twice now the CRA has chosen to work with out of town developers who have no track record of success in Delray Beach. We have a history of successfully executing developments throughout Broward and Palm Beach Counties, both inside and outside of CRAs, through both good and difficult times, including the four mentioned above in the City of Delray Beach. We have been based in the City of Delray Beach since our founding 18 years ago.

We look forward to making this our next successful development in the City of Delray Beach.


Sincerely,



Tim Hernandez
Principal



Kevin Rickard
Principal



Sean Jones
Principal

c: Mark Lauzier
Renee Jadumsingh

New Urban Communities

- ◆ Founded in 1998 by Kevin Rickard (Custom Home Builder/General contractor) and Tim Hernandez (Land Developer/Urban Planner).
- ◆ Rooted in both production and custom home building.
- ◆ Major emphasis on community and architectural design.
- ◆ Focus on infill, redevelopment, mixed use and master planned traditional neighborhood development, synthesizing production and custom home building techniques.
- ◆ Goals are to create timeless, sustainable communities.
- ◆ Numerous developments throughout South Florida, including Miramar, Fort Lauderdale, Wilton Manors, Pompano Beach, Delray Beach, Lantana, Jupiter and Stuart, containing over 1000 residential units and 150,000 sf of commercial space.
- ◆ Newest developments include The Village at Victoria Park, Pompano Beach Fishing Village and Azul.



Background

Old Palm Grove was the first development of small lot single family homes built in east Delray in over 20 years. The development, built on the site of a nursery and vacant restaurant, was instrumental in helping to stabilize Delray's North Federal Highway corridor.



Site Data

Residential: 11 townhomes and 33 single family homes

Acreage: 4.6 acres

Value: \$25,000,000

Acquisition: 2003

Completion: 2007

Site Aerial



Site Aerial





The Village at Victoria Park

Fort Lauderdale, Florida



Background

The Village at Victoria Park is a small lot single family development on the former Bank Atlantic Headquarter site in the Victoria Park neighborhood of Fort Lauderdale.



Site Data

Residential: 30 single family homes.

Acreage: 2.3 acres

Value: \$22,000,000.

Acquisition: 2014

Completion: 2018 (projected)



The Village at Victoria Park

Fort Lauderdale, Florida



Site Aerials





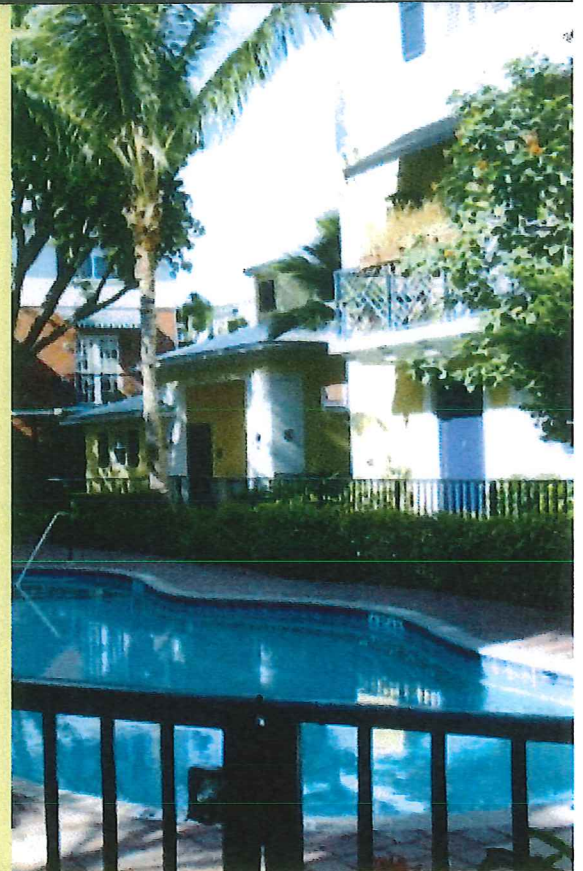
Belle Isle

Wilton Manors, Florida

Background

Belle Isle was the first major residential redevelopment project on Wilton Drive, the City's main street. The former home of a trailer park, New Urban acquired the property and relocated the remaining residents, eliminating a major community eyesore and invigorating the main street in one fell swoop. Design features included Live work units facing Wilton Drive, on street, parallel parking, two internal green courtyards and a needed infusion of residential within walking distance of other businesses. The development is credited with being a major impetus in the transformation of Wilton Drive into a regional destination.

Equity for the project was provided by New Urban. Acquisition, development and construction financing was provided by SunTrust Bank.



Site Data

Residential: 51 townhomes
+ 9 live work units

Commercial: 5400 sf of
retail, restaurant and office
space

Acreage: 2.88 acres

Value: \$22,000,000

Acquisition: 2003

Completion: 2008



Belle Isle

Wilton Manors, Florida



Site Aerial and Elevations





GREENWICH

Greenwich
Jupiter, Florida

Background

Greenwich is a mixed use, new urbanist development within the Abacoa TND in Jupiter. The project presented a design challenge transitioning from lower density residential neighborhood to a busy commercial thoroughfare while incorporating workforce housing and maximizing the amount of commercial uses. Design features include an iconic clock tower, green courtyards, and a sidewalk system linking the neighborhood to other commercial uses and the Abacoa Greenway system.

New Urban provided the equity and acquisition, development and construction financing was provided by Regions Bank.

Site Data

Residential: 58 towhomes,
47 live work units

Commercial: 94,000 sf of
office, medical office and
retail

Acreage: 14.0 acres

Value: \$34,000,000

Acquisition: 2003

Completion: 2011



New Urban  Communities



GREENWICH

Greenwich
Jupiter, Florida

Site Aerial



Elevations



New Urban  Communities



Coda

Delray Beach, Florida

Background

The site of Coda was originally the Lighthouse Rehab Center. Coda was the first major market rate residential development in Delray Beach's Southwest neighborhood.



Site Data

Residential: 52 townhomes

Acreage: 2.4 acres

Value:
\$20,000,000

Acquisition:
2006

Completion:
2015



New Urban



Communities



Coda
Delray Beach, Florida

Aerials and Elevation



New Urban  Communities



Atlantic Grove Delray Beach, Florida

Background

Atlantic Grove was the first private development in the historic West Settlers district in over three decades. A partnership between New Urban and two not-for-profit organizations, the TED Center and the Delray Beach CDC, Atlantic Grove introduced middle class housing, services and employment into a lower income area on the western fringe of downtown Delray Beach. The site plan incorporated traditional town principles with an emphasis on pedestrian linkages to the established downtown areas to the east and the neighborhood to the north.

The property was the subject of an RFP, which New Urban and its partners won. The Mixed Use, new urbanist design won wide acclaim. New Urban and the two CDCs provided equity for the project, and acquisition, development and construction financing was provided by Wachovia Bank, LISC and the Florida Community Loan Fund.



Site Data

Residential: 55 townhomes,
20 lofts

Commercial: 48,000 sf of
office and retail

Acreage: 4.6 acres

Value: \$23,000,000

Acquisition: 2002

Completion: 2005



Pompano Beach Fishing Village *Pompano Beach, Florida*

Background

Pompano Beach Fishing Village is the redevelopment of the Pier parking lot property directly on the beach in the City of Pompano Beach.

The property was the subject of an RFQ for a long term lease on the property, which New Urban and its partner Caster Developers won. The pedestrian oriented plan includes Pier Street, a new street connecting the Ocean and Intracoastal, and a city funded parking garage. New Urban and Caster are providing the equity, and the development and construction lender is to be determined.

Site Data

Commercial: 48,500 sf of beach oriented retail and restaurant

Acreage: 6.5 acres

Value: \$31,000,000

Acquisition: 2014

Completion: 2020
(projected)

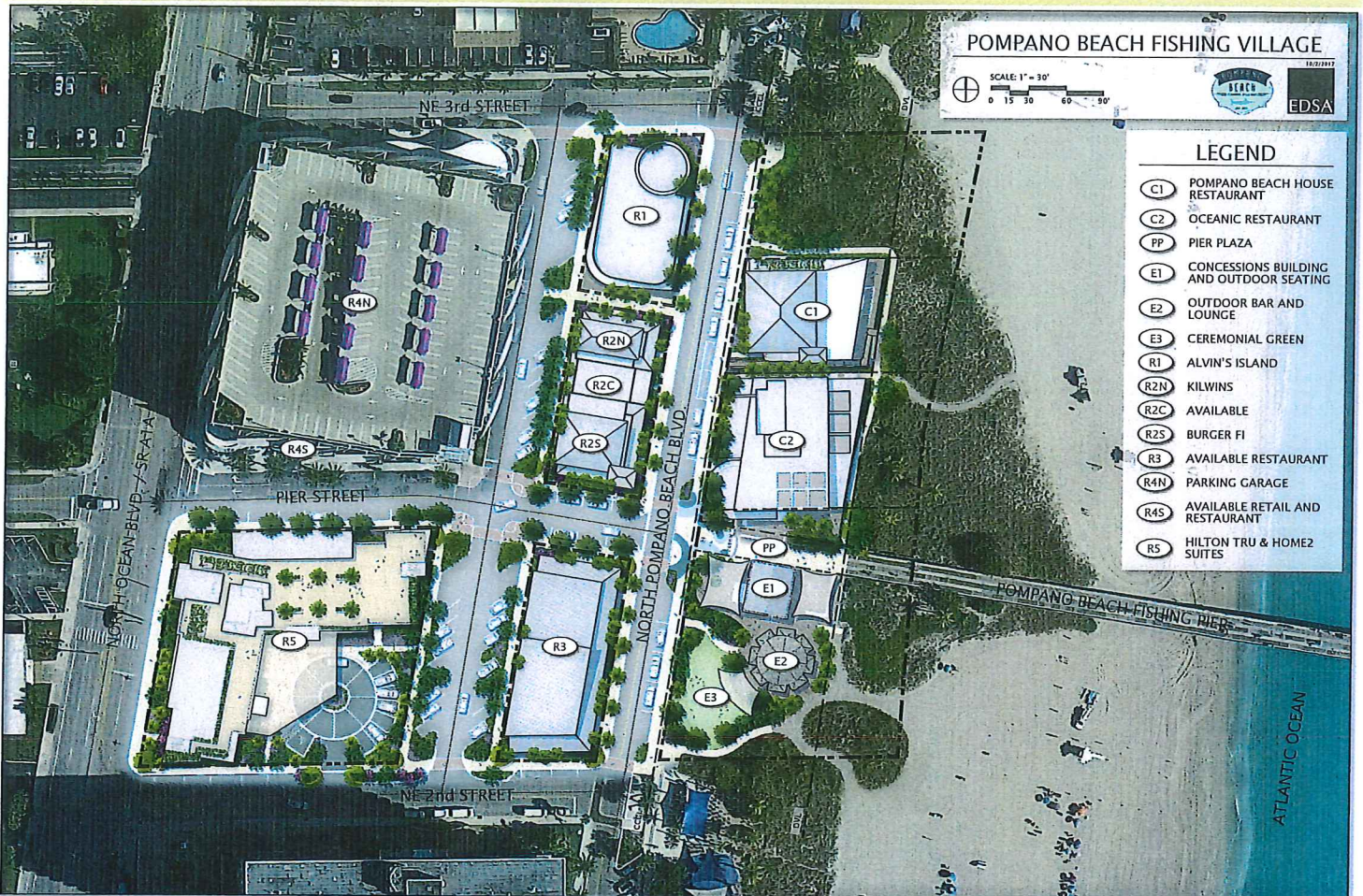




Pompano Beach Fishing Village

Pompano Beach, Florida

Master Plan



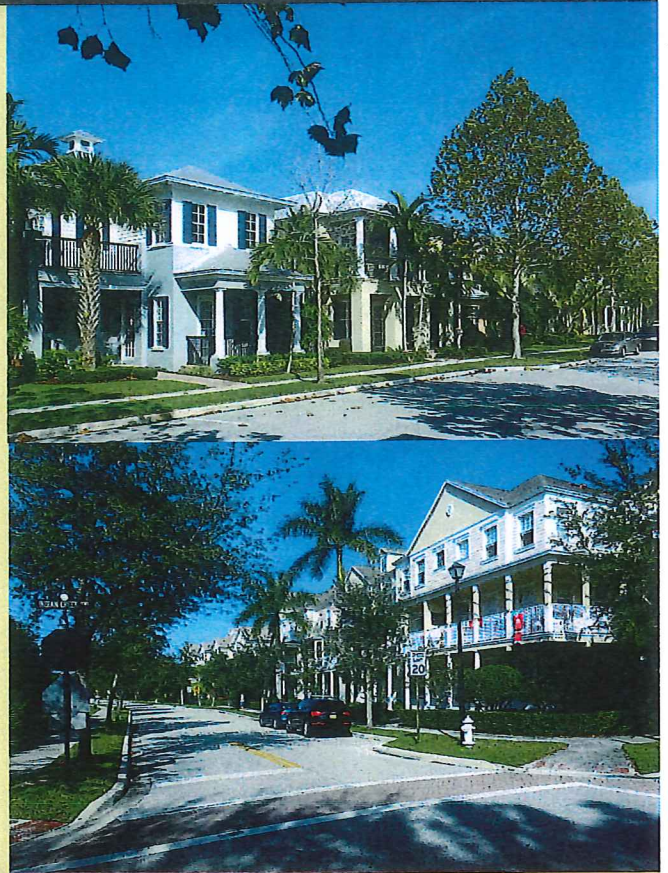


Botanica Jupiter, Florida

Background

Botanica is a major TND adjacent to Abacoa in the Town of Jupiter. New Urban and its partners, Caster Developers and the Miller Group, were the master developers for this major development, which included a Publix anchored town center, 608 residential units and a 60 acre greenway system replete with upland and wetland preserves, boardwalks and bikepaths. New Urban also built 123 single family homes within the community. Residents can walk not only to Publix but to Starbucks, SunTrust Bank and a variety of other shops and restaurants.

The property was lauded by 1000 Friends of Florida for its compact, pedestrian oriented, mixed use, environmentally friendly design. New Urban and its partners provided the equity for the project, and acquisition and development financing was provided by Ocean Bank and the Northern Palm Beach County Improvement District. Construction Financing was provided by Regions Bank.



Site Data

Residential: 138 single family homes, 134 townhomes, 336 condominiums

Commercial: 61,000 sf of retail and restaurant

Acreage: 145 acres

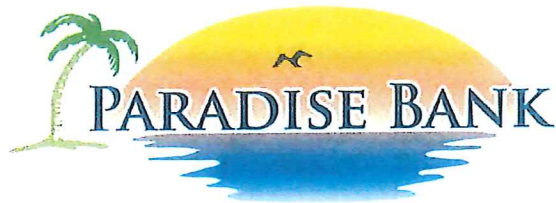
Value: \$150,000,000

Acquisition: 2000

Completion: 2015

Site Aerial





To: The Delray Beach Community Redevelopment Agency

From: Philip G. McNally, Area President

A handwritten signature in blue ink, appearing to be "P. McNally", is written over the printed name.

Subject: CRA Project No. CRA 2013-06 Reissued Request for Proposals
West Atlantic Avenue Properties

Date: June 19, 2013

Paradise Bank has maintained a preferred relationship with the Jones Family and their affiliated companies for over ten years. We maintain depository relationships and also have extended credit, and all accounts have been conducted in a fully satisfactory manner and all financial obligations have been met as agreed.

We highly value our relationships with Milton, Barbara and Sean and Jones, and we know them to be highly respected in the community. Our Bank would entertain providing additional financing to them for a mixed use development opportunity on West Atlantic Ave. in Delray with your agency and we look forward to receiving details on that project.

Please contact me directly if you need additional information.

Bank of America, N.A.

June 18, 2013

Delray Beach Community Redevelopment Agency
Diane Colonna, Executive Director
20 North Swinton Avenue
Delray Beach, Florida 33444

**Re: CRA Project No.: CRA 2013-06 Reissued Request for Proposals West
Atlantic Avenue
Properties**

Dear Diane:

Milton L. Jones and Barbara H. Jones (the "Jones") and their affiliated entities have had a long and enduring relationship with Bank of America and its wealth management arm, U. S. Trust. We have provided construction and/or permanent financing to the Jones's and their affiliated entities for various projects and the terms of the financing have been handled as agreed.

The Jones's maintain eight figure balances, both in deposits and in their personal wealth under management. We value the relationship with the Jones's and the bank would consider the opportunity to provide financing to the Jones's for a development opportunity with your agency which is the creation of a mixed used project on West Atlantic Avenue, between SW 6th Avenue and SW 9th. If you have any questions, please do not hesitate to contact me.

In the meantime, please give the Jones's all of the courtesies of your good offices.

Sincerely,



Frederick Perry
Senior Vice President
U.S. Trust Bank of America Private Wealth Management
Phone: 954-765-2192
Fax: 954-765-2199



April 29, 2013

Delray Beach Community Redevelopment Agency
20 North Swinton Avenue
Delray Beach, FL 33444

RE: New Urban Communities

To Whom It May Concern:

Our banking relationship with New Urban Communities ("New Urban") and its principals Tim Hernandez and Kevin Rickard dates back to 2001. We have provided New Urban with project financing totaling approximately \$60 million for land acquisition, development and construction, as well as letters of credit for numerous projects located in Boca Raton, Delray Beach, Fort Lauderdale, Jupiter and Wilton Manors, Florida.

New Urban has proven itself to be a professional, responsible and valuable client and has met all financing commitments in a timely manner. New Urban is a well established business entity that has knowledgeable employees that take pride in the production of a quality product. We value our relationship with New Urban and would consider the opportunity to work with them on future projects including the creation of a mixed-use project at the south side of West Atlantic Avenue, between SW 6th and 9th Avenues, within the West Atlantic Avenue business corridor.

If you have any questions, please feel free to call me at 561-837-8224.

Sincerely,

A handwritten signature in blue ink, appearing to read "Joe Erwin", with a long horizontal flourish extending to the left.

Joseph C. Erwin
Senior Vice President



November 30, 2017

City of Oakland Park
RFQ #121617 West Dixie Lot Redevelopment Project
3650 NE 12th Avenue
Oakland Park, FL 33334

R: New Urban Communities, Corporation

To Whom It May Concern:

Please be advised that I have had the pleasure of working with and providing financing to the above mentioned New Urban Communities and the principals, Mr. Kevin Rickard and Mr. Tim Hernandez.

New Urban Communities is a well-established local business that prides itself on delivering a high quality sustainable product. They have extensive experience in Broward and Palm Beach Counties. The company has acquired and constructed numerous successful projects throughout South Florida, including Miramar, Fort Lauderdale, Wilton Manors, Delray Beach to name a few.

I have provided financing for the land acquisition, development and construction of a 16 Townhome Development project located in Delray Beach Florida. The project was managed and handled in the utmost professional manner.

First Green Bank is pleased to provide this reference letter on behalf of our client New Urban Communities, Corporation., and the principals Mr. Rickard and Mr. Hernandez. To the extent that New Urban Communities is awarded the project, First Green Bank would certainly welcome the opportunity to consider providing the required financing for the project.

Please do not hesitate to call or email me should you have any questions or need additional information regarding our relationship with new Urban Communities, Mr. Kevin Rickard or Mr. Tim Hernandez.

Sincerely,

First Green Bank
Linda Parsons
Senior Vice President
Ph.754-216-0665
lparkers@firstgreenbank.com

12 SE 12th Street, Fort Lauderdale, FL 33316 • Phone: 754.216.0660 • Fax: 954.533.7092



www.FirstGREENBank.com
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John P. "Jack" Seiler
Mayor

100 North Andrews Avenue
Fort Lauderdale, FL 33301
(954) 828-5003
(954) 828-5667 Fax
jack.seiler@fortlauderdale.gov
www.fortlauderdale.gov

December 13, 2017

Mayor John Adornato, III
City of Oakland Park
3650 NE 12th Avenue
Oakland Park, FL 33334

Re: New Urban Communities - West Dixie Lot RFQ

Dear Mayor Adornato:

It is my pleasure to provide this letter of recommendation for the firm "New Urban Communities" and its principals Mr. Tim Hernandez and Mr. Kevin Rickard. I am very familiar with a couple of successful projects developed by New Urban Communities in the city of Fort Lauderdale.

New Urban's development approach has produced two modern, exciting and well-received community projects. Both projects support the City's vision of walkable, connected neighborhoods. These projects, the East Village townhomes in Flagler Heights and the Villages at Victoria Park garnered neighborhood support and were well received.

The New Urban Communities team is made up of a talented and dedicated team of developers and designers able to execute sophisticated designs and forward thinking development projects.

I would highly recommend Tim and Kevin along with their company New Urban Communities for your West Dixie Lot Redevelopment.

If my office can be of any assistance to you, please feel free to contact me.

Very truly yours,

John P. "Jack" Seiler
Mayor

December 8, 2017

Mayor John Adornato, III
Respective City Commissioners
City of Oakland Park
3650 Northeast 12th Avenue
Oakland Park, Florida 33334

RE: Letter of Recommendation—New Urban Communities

Dear Mayor Adornato and City Commissioners:

It is my pleasure to provide this letter of recommendation for the firm "New Urban Communities" and its principals Mr. Tim Hernandez and Mr. Kevin Rickard. I have personally known Tim and Kevin since 2003; having asked them to see if they would be interested in bidding on of our City owned redevelopment opportunities along our beaches. That did not materialize, however eleven years later the City executed a Developers Agreement with Pompano Pier Associates (PPA), an affiliate company controlled by Tim and Kevin, as the master developer for the private portion of our City's beach redevelopment.

PPA has displayed creativity and tenacity in equal parts in coming up with the exciting design for Pompano Beach Fishing Village, one that implements the City's vision of a pedestrian friendly beachfront destination. They have conducted countless meetings with neighbors, advisory boards, civic organizations, City staff and elected officials to build community support for their approved plan. They have succeeded in attracting quality restaurants and a hotel to an area of the community that had seen limited investment for decades. They have also navigated a complex set of entitlement issues, which has included obtaining a variety of approvals from the City of Pompano Beach, Broward County and the State of Florida.

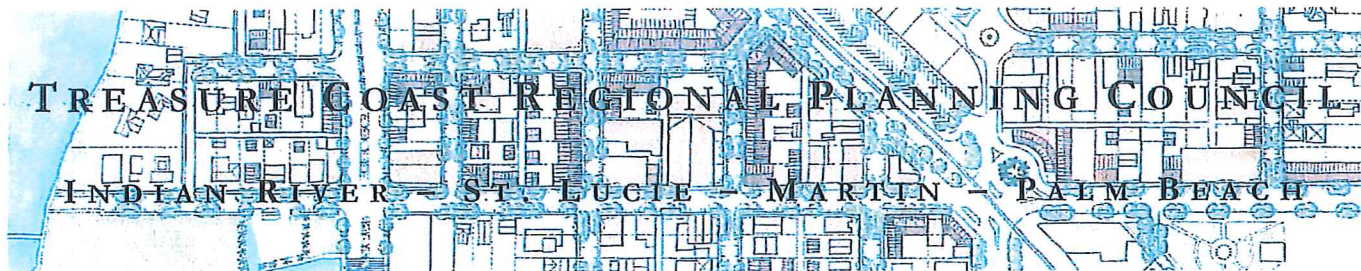
We have had an excellent experience in Pompano Beach with PPA. They are extremely professional and have assembled a talented team of designers to execute our overall design and vision.

I would highly recommend Tim and Kevin along with their company New Urban Communities for your West Dixie Lot Redevelopment.

Sincerely,



Lamar Fisher
Mayor



December 12, 2017

Mayor John Adornato, III and City Commissioners
City of Oakland Park
3650 NE 12th Avenue
Oakland Park, FL 33334

Subject: West Dixie Lot Request for Qualifications

To All Concerned:

In my 22 years as Executive Director of the Treasure Coast Regional Planning Council, I have had the opportunity to work with dozens of public and private sector investors/developers in the 55 cities and towns of the Treasure Coast Region and beyond. Without exception, when it comes to the science and art of urban infill and redevelopment there is no relationship I value more and no group I would rather be working with than New Urban Communities.

While everyone else is talking about doing it or drawing pictures of it, Tim Hernandez and Kevin Rickard are actually building it. In addition to their long and successful track record, my confidence in them is born out of their knowledge of constructing authentic building types; their ability to blend the often difficult conditions of public policy, financing, and the market into good results on the ground; and their commitment and true belief in rebuilding cities and towns.

If you are interested in delivering high-quality, authentic urbanism and infill in your city, it is without reservation that I would recommend New Urban Communities.

Sincerely,

Michael J. Busha, AICP
Executive Director

MJB:sh

"Bringing Communities Together" • Est. 1976

421 SW Camden Avenue - Stuart, Florida 34994
Phone (772) 221-4060 - Fax (772) 221-4067 - www.tcrpc.org

Diane Colonna c/o Margate Community Redevelopment Agency
5790 Margate Boulevard
Margate Florida 33063

RE: Letter of Recommendation—New Urban Communities - Margate CRA City Center Development

Dear Ms. Colonna:

As the former Mayor and a current City Commissioner for the City of Wilton Manors, am pleased to write this letter of recommendation for New Urban Communities and its principals Tim Hernandez and Kevin Rickard. I have known Tim and Kevin since 2003, when they first approached the City about redevelopment opportunities in the community.

New Urban was an integral player in the transformation of our main street, Wilton Drive. Beginning in 2003, they purchased a rundown trailer park, relocated its residents and then designed, built and marketed the Belle Isle, a \$20 million community of 51 townhomes and 9 live work units. By eliminating Wilton Drive's biggest eyesore and providing new housing within walking distance of shops and restaurants, Belle Isle served as a catalyst for a great deal of additional redevelopment in our downtown core. Belle Isle's mixed use urban form, quality of construction and architectural style set a high standard for future development and has been much emulated in our community.

New Urban also purchased, designed and entitled the Wilton Park development across the street from City Hall. This mixed use development helped fill in another major gap along Wilton Drive and added 142 housing units and about 10,000 sf of commercial space to our downtown area.

Finally, New Urban completed the construction of five homes that were abandoned by another builder just west of NE 28th Drive, cleaning up another problem for our community.

The City's experience with Tim and Kevin has been very positive. Their innovative designed created a viable and sustainable community that will stand the test of time. They worked with our City staff, elected officials and the local residents on any issues that came up through the approval process and diligently addressed all concerns. Their follow through on all of the commitments they made was commendable and they would be welcomed back.

I would highly recommend New Urban Communities for your redevelopment of the City Center Development.

Sincerely,



Scott Newton
City Commissioner



TOWN OF JUPITER

May 4, 2015

Chairman Frank Talerico and MCRA Board Members
c/o Ms. Diane Colonna, Executive Director
Margate Community Redevelopment Agency
5790 Margate Boulevard
Margate, FL 33063

**RE: Letter of Recommendation—New Urban Communities – Margate City Center
Redevelopment**

Dear Ms. Colonna:

As Mayor of the Town of Jupiter, I have had the opportunity to work with New Urban Communities and its principals Tim Hernandez and Kevin Rickard for over fifteen years on several developments in the Town of Jupiter, primarily in the context of mixed use and New Urbanism. I would highly recommend New Urban Communities for the Margate City Center Redevelopment project.

Mr. Hernandez and Mr. Rickard are creative, committed to crafting quality communities, and clearly understand what does and doesn't work in the complicated design and construction of mixed-use developments. They are personally involved in all their developments and have consistently demonstrated a willingness to work with our City staff and elected officials. While we may not have always agreed, they were open to understand, discuss and to address our comments and issues. I spent the most time with Tim Hernandez, and always found him to be thoughtful, forthright, and a problem-solver. As an urban planner myself, I appreciated his dedication to quality planning.

To give you a brief summary of their work in Jupiter:

New Urban has been the planner and developer for a number of neighborhoods in the New Urbanist Abacoa development. Their first project was Osceola Woods, a 146-unit townhome development. This development located along on a greenway and just across from the Abacoa Town Center and FAU, provided affordable housing in a highly visible location. New Urban worked closely with Town staff to create a site plan that emphasized walkability inside the neighborhood and pedestrian connections to the Greenway and Town Center.

Another New Urban Abacoa development was Greenwich. They worked with our staff to come up with a plan that successfully addressed multiple goals, including the Town's desire for commercial development and affordable housing on the site, and the adjacent residential community of New Haven's desire for a well landscaped and primarily residential edge along the common boundary. Greenwich's design minimized cut through traffic into New Haven by providing multiple alternative ways in and out of the community for both residents and businesses. Greenwich is one of Abacoa's more successful mixed-use communities.

New Urbans' most recent project in Abacoa is Dakota. This development was originally planned as a townhome and condominium development with a neighborhood commercial component that included a gas station and convenience store. Unfortunately subsequent neighborhood opposition to a gas station caused the Town to reassess this use and ask New Urban to eliminate the gas station. New Urban and the Town worked together on a creative solution: recasting the development instead as a higher density rental apartment development with a day care center replacing the townhomes and gas station.

Lastly, in addition to work in Abacoa, New Urban developed Botanica/Sea Plum, a 540 unit mixed use traditional neighborhood development. Botanica was the first development outside of Abacoa to apply the Town's MXD (Mixed Use Development) design principles. Botanica features a wide range of housing types as well as a commercial town center which includes a Publix, a Starbucks, a bank, and several small dining establishments.

Should you have any questions, please feel to call me at 561-741-2214, or email kareng@jupiter.fl.us.

Sincerely,


Karen J. Golonka
Mayor

December 1, 2017

City of Oakland Park
3650 NE 12 Avenue
Oakland Park, FL 33334

Re: West Dixie Lot Redevelopment Project RFQ

Ladies and Gentlemen:

Please accept this letter as confirmation that BBX Capital (NYSE: BBX) is pleased to consider providing financing for New Urban Communities in the West Dixie Lot Redevelopment Project. BBX Capital was formerly known as BankAtlantic Bancorp until we sold BankAtlantic to BB&T and changed the name. BBX Capital is now involved in the ownership, financing and investment in real estate and operating businesses.

The principals and executives of BBX Capital have enjoyed a long relationship with New Urban Communities and its principals, Tim Hernandez and Kevin Rickard. While we owned BankAtlantic, we financed two New Urban development projects, totaling over \$40 million in acquisition, development and construction. The first was a 187 unit residential development known as Mirabella, located in Miramar, Florida, and second was a mixed use development known as Dakota in the Abacoa TND in Jupiter.

During our long relationship, we have enjoyed collaborating with New Urban. We find them to be highly professional in their conception and execution of projects. They are extremely sensitive to the marketplace and are conscious of designing and building communities that will stand the test of time. They are committed to delivering a quality product and have displayed the highest integrity in standing behind their commitments.

BBX is currently partnering with New Urban on the Village at Victoria Park development in Fort Lauderdale. We are providing both equity and subordinated debt financing for this innovative 30 unit cluster home development on the former BankAtlantic corporate headquarters site.

BBX is excited about the opportunity to invest in and/or partner with New Urban in the redevelopment of the West Dixie Lot Redevelopment Project.

City of Oakland Park
December 1, 2017, Page 2

Should you require more details about our relationship with New Urban Communities, Kevin Rickard or Tim Hernandez, please feel free to contact me at (954) 940-4900.

Sincerely,

A handwritten signature in blue ink, appearing to be "Tim Hernandez", with a stylized flourish at the end.

President
BBX Capital Real Estate



622 North Federal Highway, Fort Lauderdale, Florida 33304

City of Oakland Park
3650 NE 12th Avenue
Oakland Park, FL 33334

December 4, 2017

Re: RFQ #121617 West Dixie Lot Redevelopment Project

Dear Sirs:

Seacoast Bank is pleased to inform you that New Urban Communities Corporation (New Urban) and its principals Mr. Kevin Rickard and Mr. Tim Hernandez are valued customers of our bank. We have provided New Urban with project financing of approximately \$7,000,000 for land acquisition, development, and construction, as well of letters of credit. New Urban is a well-established business with knowledgeable employees that take pride in the production of a quality product.

I have known Mr. Rickard and Mr. Hernandez for approximately six years, and it is a pleasure to provide you with this letter. To the extent that New Urban is awarded the project, Seacoast Bank would welcome the opportunity to consider providing financing.

Should you require more specifics about our relationship with New Urban, please feel free to contact me at 561.573.0583.

Sincerely,

A handwritten signature in blue ink, appearing to read "LaJuan Messer", with a stylized flourish at the end.

LaJuan Messer
Senior Vice President



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ATTN: RENEE JADUNSWGH