

Financial Plan

We have worked carefully to prepare an attractive, credible financial proposal. When Murdock Village is completed, the overall value is expected to be over \$1.7 billion. Our offer to acquire Murdock Village includes an innovative proposal for a public-private partnership that maximizes the value of the site to Charlotte County. It is supported by study and extensive research by our own staff, by experienced market specialists, by expert financial consultants and by seasoned real estate, finance and tax counsel.



Purchase of Murdock Village

The purchase price and payment schedule proposed by Forest City Land Group and David Weekly Homes for the 870 acre Murdock Village site together with the anticipated construction schedules for the project are depicted in the Proforma and the Accelerated Repayment Schedule, located later in this chapter.

In summary, Forest City Land Group and David Weekley Homes propose to provide a total land purchase price to Charlotte County of over \$93 Million Dollars over the 10-year build-out, plus significant tax increment funds which over the next 30 years will total well over \$100 million. Our proposal is for a base price of \$70,000,000 payable in three installments of \$20,000,000 and one of \$10,000,000. The first installment will be payable at closing; the second will be payable 24 months thereafter; the third will be payable 24 months after the second installment and the fourth installment 24 months after the third. Our proposal is based on our Murdock Village Concept Plan and includes costs for the demolition of existing infrastructure.

The closing of the land sale and commencement of actual construction will be subject to the time it takes to work out the details of a mutually acceptable development agreement. It is our hope that, with the cooperation of the County, we will achieve full approval and be ready for construction prior to year-end 2007.

In addition to the base price, Forest City Land Group and David Weekley Homes will provide Charlotte County with an approximate 15 acre site on Toledo Blade Boulevard for a Government Center. The value of this site is anticipated to be at least \$4 Million. We will also donate approximately 4 acres next to the school site for public use such as a library or for emergency services. Approximately 17 acre parcel will be added to the Regional Park for the Town Center Park and Bandshell. We will construct a Bandshell and other improvements on the Town Center Park site. Further payment will be made to the County in the form of a fee of 1.25% of the sale price of each dwelling unit sold and closed. Based on projected sales, this incentive will provide an additional \$19,000,000 in revenue for Charlotte County.

Our proforma, which is also located later in this chapter, anticipates the construction and sale of approximately 3700 dwelling units but our effort must be market driven. We cannot guaranty that the market will accept such density. Our approved plan, therefore, must be flexible enough to permit adjustment in density and product type if such adjustment is reasonably warranted.

Our proforma anticipates the development of 680,000 square feet of commercial and office space including a 150,000 square foot Government Center. We will begin commercial development as soon as possible.

We believe that the building of the new County Government Center would greatly help to define Murdock Village as the new downtown for Charlotte County and would enhance our ability to establish the Town Center office and retail program.

Our proforma indicates an expected 2010 starting date for commercial development but earlier commencement is possible especially if the Government Center construction can be expedited.

Our payment schedule including base price payments, the 1.25% incentive fee on the sale of each dwelling and the tax increments resulting from development are estimated to be sufficient to repay the County's \$82,000,000 investment with interest by the end of 2013. If this proves to be the case, a portion of the excess TIF in the final years of the project and for a period thereafter would be dedicated to the reimbursement of agreed upon development costs. TIF projections are presented in the Accelerated Repayment Schedule but are not integrated into the proforma. The reasonable distribution of TIF funds will be an important part of the negotiation of the Development Agreement.

Because of our size, experience and reputation, Forest City Land Group and David Weekley Homes have access to financing from many sources and will utilize both CDD and bank financing in addition to what may be available through TIF funding.

Bank References

As required by the RFP, below are bank references for Forest City Land Group and David Weekley Homes:

Forest City Land Group

Ms. Diana D'Aquila
Servicing Officer

KeyBank, NA

OH-01-0839
127 Public Square
Cleveland, Ohio 44114
216.689.3529

Relationship - KeyBank is our co-agent bank for our revolving line of credit.

Ms. Vanessa Ligon
Sr. Relationship Associate

Huntington National Bank

PO Box 5065
Chester Lobby
Cleveland, Ohio 44101
216.515.6209

Relationship – Huntington Bank is our main cash management bank.

Mr. Rich Hopper
Area President

Orion Bank

1790 Main Street
Sarasota, Florida 34236
941.552.3732

Relationship – Orion Bank is our local acquisition and development mortgage bank.

David Weekley Homes

Mr. Gene Walton
Sr. Vice President / Market Manager

Bank of America

Home Builder Division
1225 North Loop West, Suite 825
Houston, Texas 77008
713.880.5012

Relationship - Bank of America is our largest secured line of credit - \$125,000,000 that was started in 1999. They act as our secondary cash management bank.

Mr. Todd Fuller

JPMorgan Chase

707 Travis St., 6th Floor North
Houston, TX 77002
713.216.3497

Relationship – David Weekley Homes started with JPMorgan Chase 24 years ago (originally with Bank One) and has a \$75,000,000 secured line of credit. JPMorgan Chase is our primary cash management bank.

Tables

Included in this chapter are the following three tables that illustrate our intentions for performance of activity, land use, and repayment schedule to the County.

- Murdock Village – Pro Forma Table
- Murdock Village – Land Use Table
- Murdock Village – Accelerated Repayment Schedule

Beyond the strength of our figures, however, is the abiding commitment Forest City Land Group and David Weekley Homes have shown to public-private partnerships throughout the nation. We believe that the best partnerships are those where close collaboration and mutual respect for points of view bring greater value for all partners than any one could achieve individually.