

**TOWN OF DAVIDSON
REQUEST FOR PROPOSAL
BEATY ST., NC**

DAVIDSON DEVELOPMENT PARTNERS

JANUARY 18, 2017

REQUEST FOR PROPOSAL
BEATY STREET
LUMINOUS

Jan 18, 2017

1)Statement of Intent:

- Narrative: Davidson Development Partners(DDP) proposes to create an intergenerational community focused on “empty nesters” and “baby boomers” who wish to live in a college town, while enjoying the benefits of lifelong learning in a collegiate environment. With a unique location, across from the College, and at the northern terminus of Main Street, the property allows for the possibility of a vibrant mixed use community to be enjoyed by both the residents of Davidson and those living at Luminous.

The developer believes that the plan for Luminous meets and exceeds the written requirements of the RFP and the expressed wishes of Town officials, including:

- A variety of housing types, including 21 affordable townhouses, 11 single family homes, and 132 elevator accessed condominiums
 - A vibrant urban plaza to include a boutique, residential hotel, as well as restaurants and other retail uses
 - A 6.5 acre public park surrounding a landscaped pond
 - 60% total open space, including the 6.5 acre public park
 - A 10 foot wide bike/pedestrian pathway running along Beaty Street
 - A Lifelong Learning Center to be run by Davidson Learns
- To successfully create Luminous, the developer requests from the Town, the following
 - The support for obtaining, in an expeditious manner, all the Town, County, State, and U.S. approvals and permits necessary for construction.
 - The abandonment of the Shearer Street Right of Way, abutting the easterly property line,should the outparcel home on Shearer Street be purchased
 - The design and implementation of the improvements to the intersection of Beaty Street and Main Street

- The access and improvements of all utilities, including sewer, water, electricity, etc.
- **Financial Capability:**
DDP will be created as a single purpose LLC, to develop the property. All four principals have extensive experience in developing residential and mixed use projects, as well as raising equity and development loan capital. Collectively, the principals have raised over six hundred million dollars in equity capital in recent years.
The developer and their principals have not had any defaults or foreclosure of properties, in the last five years.
- **Sources and Uses:**

**Davidson Development Partners
RFP - Beaty Street Property**

1/16/2017

Luminous at Davidson

Sources & Uses of Funds

Sources:

| | |
|---|---------------------|
| Davidson Development Partner's - Initial Pre Development Capital | \$1,400,000 |
| Institutional Equity Capital | \$8,000,000 |
| Land Development Construction Loan | \$4,000,000 |
| Sale of Parcels (Hotel, Retail, Town Homes, Villas) | \$4,260,000 |
| Condominium Revolving Construction Loan | <u>\$35,250,000</u> |
| | <u>\$52,910,000</u> |

Usage:

| | |
|--|---------------------|
| Pre Development Studies, Architectural and Engineering work | \$1,400,000 |
| Land Acquisition | \$1,650,000 |
| Out Parcel | \$300,000 |
| Site Work | \$4,000,000 |
| Intersection Improvement | \$550,000 |
| Condominium Construction | \$35,250,000 |
| Sales & Marketing | \$1,000,000 |
| Administration & Overhead | \$6,000,000 |
| Financing & Interest Expense | \$1,500,000 |
| Contingency | <u>\$1,260,000</u> |
| | <u>\$52,910,000</u> |

* The revolving construction loan will fund four cycles for a total of \$35.25 million but will not exceed \$10 million

- Proposed Schedule:
- History and Guiding principles:
All the principals of Davidson Development Partners have been involved in the development of residential, resort, institutional, and mixed use properties, during all of their business careers Outstanding design, innovative ideas, excellent execution, financial stability, and ethical and transparent practices, have hallmarked all of their projects. The same principles will highlight the development of Luminous at Davidson.

- Principals/Strategic partners/Consultants:

- Principals:

- James B. Harvie, III Managing Principal
For over 40 years, Mr. Harvie has developed master planned, residential, resort, and mixed use projects in New York, Connecticut, New Jersey, and Puerto Rico. He was the partner in charge of the redevelopment of Palmer Square, the residential/retail/hotel center of Princeton, New Jersey. Most recently, along with partner, Agustin Cabrera, he developed the nationally award winning 148 unit Marbella Club in Palmas del Mar, Puerto Rico
Mr Harvie is a graduate of Yale College and Harvard Business School , as well as having been a member of the Urban Land Institute for over 30 years.

Visit: www.davdevweb.com

Exhibit B

- Richard Mildner Principal
Rick Mildner, has over 35 years of experience in the residential and mixed use real estate development industry. He has held senior level executive positions with small and large companies, including such industry leaders as Pulte Homes, Terrabrook, Crescent Communities, Morrison Homes, Trammel Crow Company and Ryan Homes. He has been an owner of Stanford Homes, Stanford Development and the developer of Tributary at New Manchester. Firms led by Rick have built over 5000 homes and developed more than 15,000 home sites. He has also managed the development of several significant mixed used development projects such as MiraBay, Westchase Village, Palmetto Bluff, Hunters Creek and Vista Lakes. In addition, he served as SVP at the private equity firm IHP Capital where he was responsible for investing in private home builders, single family developments and condominium projects.

Rick received an AB Degree from Davidson College and an MBA from Stanford University. He has been a member of ULI since 1991 and is active on a national and local level. He is

active in community affairs and has served as Chairman of the Board of Directors for the Coalition for the Homeless of Central Florida, Orlando, Florida; and, Chairman of the Board of Trustees for Inner Harbour, a psychiatric treatment facility for children with severe emotional disabilities in Atlanta Metro, GA.

Visit: www.ramreadvisors.com

Exhibit C

- Chip Nisbet Principal
Chip Nisbet founded Lions Gate Capital, LLC in 2004, to raise capital and invest in U.S. equities, as well as commercial real estate in the Southeast. With sponsor, Montecito Medical, Lionsgate has raised over \$600 million of institutional capital to acquire medical office buildings nationwide. They have also invested in a variety of other real estate, principally in the Southeast. Prior to Lionsgate, Chip was a senior analyst with Porter, Orlin, LLC, an equity fund and Executive Director with Morgan Stanley. He is a graduate of Davidson College and the Darden School of business at the University of Virginia. Besides serving on numerous boards and committees, Chip is a member of the Davidson College Board of Visitors.

Exhibit D

- Agustin Cabrer Roig Principal
Agustin is an experienced real estate developer and investment banker. As president of Starlight Development Inc., he oversaw the construction and sale of over 1,400 homes in Puerto Rico and 57 in Miami, Florida. He was a principal, with Jim Harvie, in the development of the national award winning 148 unit The Marbella Club, in Palmas del Mar. He has also developed the Court House of Humacao, Puerto Rico, as well as a 100 unit affordable elderly housing project. As president of Antonio Roig Sucesores, Inc., he has overseen the administration, permitting and development of substantial holdings (formerly sugar cane) of his family lands. Earlier in his career, he was President of Kidder-

Peabody PR and Executive Vice President of Prudential-Bache Capital,PR.

Mr. Cabrer is a graduate of Clarkson University. Besides a 10 year member of the Urban Land Institute, he is on the Board of Directors of UBS PR tax exempt, closed end funds and V. Suarez Group, the largest privately held company in Puerto Rico. Additionally, he was a Trustee of the University of Puerto Rico, a 60,000 student body on 11 campuses

Exhibit E

Strategic Partners:

- Davidson Learns, Inc:
Davidson Learns is a non profit lifelong learning organization, dedicated to providing relevant and interesting courses to over 300 members of the Davidson and surrounding areas. Amy Diamond is Executive Director and Annie Merrill is the current President. Davidson Learns is interested in working with the developer, so as to create a permanent facility, expand their membership and their course offerings.

Visit: www.davidsonlearns.com

Exhibit F

Consultants:

- Shook Kelley, Inc. Land planners/Architect
Since 1992 Shook Kelley has been pioneering and perfecting processes for convening people around a physical place, space, idea, forum and experience through land planning, architecture and interior design. Shook Kelley has planned amongst others: Biltmore Park Town Square, Ashville, NC; Lexington Depot District, Lexington, KY; Bellevue, Nashville, TN

Visit: www.shookkelley.com

- Bespoke House Marketing
Bespoke's mastery of consumers, generational differences and psychographics assists developers with community envisioning, amenity design and, ultimately, selling. The firm's data-driven insight directs advertising, pricing and positioning in today's market.

Visit: www.bespoke.house

- Frank L Blum, Inc Construction
Frank L Blum is the oldest construction contractor in North Carolina. Started in 1923 in Winston Salem, they are a full service firm offering construction services to a wide variety of sectors and clients.

Visit: www.flblum.com

- WeaverCook, Inc. Construction
Weaver Cooke, located in Greensboro, has since 1939, been a major contractor in Southeast USA. Included amongst their many residential and mixed use projects are The Pines in Davidson, The Grande Villas at The Preserve, and the Proximity Hotel in Greensboro

Visit: www.weavercooke.com

- Contact Information:

James B Harvie
Marbella/Alameda 422
400 Ocean Drive
Humacao, Puerto Rico
00791

787-366-9414
jharvie0206@gmail.com

2) Preliminary Sketch Plan

see separate brochure, Shook Kelley

3) Narrative-Project description

- Uses:

Luminous
Project Program

| | <u>Units</u> | <u>Prices</u> | <u>Sq. Ft.</u> | <u>Parking Spaces</u> |
|----------------------|--------------|-----------------|-----------------|---------------------------|
| <u>Residential</u> | | | | |
| Affordable Townhouse | 21 | \$200K - \$225K | | |
| Single Family | 11 | \$400K - \$600K | | |
| Condominiums | 132 | \$300K - \$650K | | |
| Subtotal | 164 | | | 216 |
| <u>Commercial</u> | | | | |
| Hotel | 100 | | 69,348 | |
| Retail | | | 28,052 | |
| Lifelong Learning | | | 10,000 - 21,828 | |
| Subtotal | | | | 241 |
| <u>Total Parking</u> | | | | 457 |

- Amenities (Public)
 - 6.5 acre groomed forest and landscaped pond park
 - 60% total open space, including the 6.5 acre park
 - 10 foot wide bike/pedestrian pathway along Beaty Street
 - urban green park
 - lifelong learning center
- Amenities (Private)
 - 3000 s.f. residents clubhouse
 - residents pool

4) Land value:

- Purchase Proposal
 - Purchase Price:

| | |
|--------------------------|-------------|
| Land | \$1,650,000 |
| Intersection improvement | \$ 550,000 |
| Subtotal | \$2,200,000 |
 - Contract deposit
 - Closing of LDA sale

- Commencement Of intersection improvements \$ 550,000

- Conditions of Purchase:
 - Contract deposit becomes non-refundable after due diligence period, unless contract cancelled
 - Closing subject to execution of a Land Development Agreement(LDA)
 - Availability of all required utilities, including sewer, water, and power and any necessary improvements

5)Experience:

see Exhibit G

6)Conflict of interest:

The developer has no conflicts of interest with any Town employee or official. Tom Goodwin, a principal of the architect, Shook Kelley, is a member of the Davidson Design Review Board, who has agreed to recuse himself from any rulings of that Board

7)Non- Collusion Statement:

see Exhibit H

8) Continuing Exhibits (A – H)

Exhibit A: Time Line

Exhibit B: Principals – James B. Harvie III

James B. Harvie, III

5 Ridge Top Drive
Palmas del Mar
Humacao, PR 00791

(787) 285-2422 (O)

(787) 366-9414 (C)

jharvie@themarbellaclub.com

Curricula Vitae

Real estate developer and manager with extensive experience in project restructuring, planning, entitlement, marketing, construction, financing and property management of residential and resort properties.

- Developer of Senior Living and Active Adult communities in university towns
- Founded and managed a medium sized development firm engaged primarily in the development of resort and residential properties in the Caribbean
- Former CEO of 3000 acre master planned resort in Puerto Rico
- Experienced in development of multifamily and semidetached condominiums, single-family subdivisions, hotels, historic restoration, master planned resorts, office buildings, etc.

PROFESSIONAL EXPERIENCE

JBH INTERESTS, INC. President

Developer of new models of living for retiring “baby boomers” and seniors in mid Atlantic states as well as Virginia and North Carolina, specifically the development of “university based retirement communities”. Extensive study of existing CCRC’s and needs of future aging population to create live in place communities with purpose driven programs.

CANDELERO POINT PARTNERS Owner

Humacao, Puerto Rico, 1998 – Present

Developed *The Marbella Club* (themarbellaclub.com), the premier oceanfront community within the master planned resort of Palmas del Mar in Humacao, Puerto Rico. Project attributes and characteristics include:

- Winner 2002 Puerto Rico Homebuilders Association “Best Luxury 2nd Home”
- Winner 2003 NAHB “Best Luxury 2nd Home in United States”
- 148 two, three and four bedroom condominiums units in 5 story buildings
- Prices range from \$500,000 to \$2,300,000
- Land plan by EDSA and architecture by McLarand, Vasquez & Emsiek (CA)

PALMAS DEL MAR PROPERITIES, INC. President

Humacao, Puerto Rico 1995 – 1998

Recruited by MAXXAM, Inc. owner (Houston, TX) to restructure 2,800 acre master planned resort originally initiated by the Sea Pines Corporation. Resort includes 3000 residences (8000 planned), two championship golf courses, 22 tennis courts, an equestrian center, mega yacht marina, two hotels, etc. Accomplishments include:

- Complete re-evaluation of target markets, existing infrastructure and amenities, product types, etc.
- Development of new master plan (SWA) and infrastructure plan

- Formulation and execution of new marketing plan both on-island and off-island
- Construction of new Rees Jones golf course, new golf clubhouse, new entrance, etc.
- Creation of “Builder’s Program” for third party development
- Out sourced activities not related to core business
- Restructured existing club structure

CONSULTANT

New England Region 1992 – 1994

- US Steel: various projects
- Small savings bank in Long Island

JAMES HARVIE AND PARTNERS President

New York region 1984– 1995

- Half Moon Bay – Croton on Hudson, NY: 342 condominiums, 300 boat slips, restaurant
- White Oak – White Plains, NY: 40 condominiums
- Stephen’s Green, Somers, NY: Land subdivision for 110 homes (planned)
- Jacobsen’s Landing – Oyster Bay, NY: waterfront site for 40 condominiums, 200 boat slips, restaurant (planned)
- The Harbor – Port Chester, NY: Village designated developer of 350 condominiums, 100 boat slips and restaurants (planned)

COLLINS DEVELOPMENT COPRORATION Vice-President, Partner

Greenwich, CT 1976 – 1884

- Palmer Square – Princeton, NJ: Downtown restoration and construction of historic 200 room hotel (The Nassau Inn), 100,000 sq. feet of office space, 50,00 sq. feet of retail and 200 apartments
- Constitution Hill – Princeton, NJ: Restoration and condominium conversion of Junius Morgan mansion
- Palmas Point – Old Greenwich CT: 74 condominiums, 200 boat slips, restaurant
- The Common – Old Greenwich, CT: 200 condominiums
- Harbor Plaza – Stamford, CT: 600,000 sq. feet of office space, 200 boat slips

LINCOLN PROPERTY COMPANY

Dallas, TX 1974 – 1976

- Hired by Mr. Trammel Crow to work at Princeton Meadows, a 5,000 unit master planned community rental project in Plainsboro, NJ

CITICORP

New York, NY 1972 – 1973

EDUCATION

Harvard Business School MBA, 1974

Yale College BA, 1971

Haileybury and Imperial Service College, ESU Scholar 1966-67

Kent School 1962 – 1966

ACTIVITIES

Urban Land Institute – Recreational Development Council

Exhibit C: Principals – Richard Mildner

Richard “Rick” Mildner

PO Box 16846
San Juan, Puerto Rico 09008

770.820.5050
richard.mildner@gmail.com

EXPERIENCE:

RAM REAL ESTATE ADVISORS, San Juan, PR

Founder and Managing Member

Formed this real estate advisory firm to provide expert advice and consulting services on residentially based real estate assets. Roles vary from providing guidance on individual assets and issues through broad company management, positioning and product alignment matters to real estate development and home building companies. Undertakes entitlement management and asset management roles. Focus on execution and implementation.

IHP CAPITAL PARTNERS, Leesburg, VA

Senior Vice President

Managed five owned assets in Florida, Texas and Delaware, supervising the re-positioning and re-launch of three master planned communities, for this private equity firm. Sourced new investments, including \$22M in a \$100M luxury condominium project.

CRESCENT RESOURCES, Atlanta, GA

Senior Vice President, Residential Division

Led repositioning of large scale residential assets in North Carolina, South Carolina, Georgia and Florida, including the disposition of “noncore” assets, new acquisitions, building a marketing capability and implementation of a long range organizational plan for the Residential Division. Responsible for 8 active communities, 7 golf courses, 4 communities in the predevelopment planning process and 12 noncore assets for sale.

DOUGLASVILLE DEVELOPMENT, Atlanta, GA

General Manager & Chief Operating Officer

Developer of Tributary at New Manchester, an innovative 1600 acre mixed use master planned community planned for approximately 2500 single family units, 1500 multi family units, up to 300,000 square feet of retail and 3 million square feet of office.

TERRABROOK/WESTERRA MANAGEMENT, Orlando, FL

Senior Vice President, Southeast Regional Manager

Responsible for master planned, mixed-use communities in Florida, Georgia and the Caribbean with up to 14 communities, including wholly owned and JV relationships managed. Gross Revenues from communities exceeded \$100 million each year and

Annual Net Cash Flows varied increased from approximately \$10 million to over \$50 million. Responsible for sourcing acquisitions within the region and member of senior level company investment committee. Sourced the acquisition of 7 properties over 5 years, ranging in size from 300 to over 8000 acres, including Vista Lakes in Orlando and MiraBay and Connerton in Tampa. Oversaw planning and budgeting process along with permitting and entitlement efforts.

STANFORD DEVELOPMENT GROUP, Winter Park, FL

President, Chief Executive Officer

Co-founder of company engaged in land development, consulting and real estate asset management. The company acquired an interest in three properties: a 1042 acre residential property, a 740 acre residential property and a 2130 acre mixed use property. The company added value by resolving issues that blocked economic development, completing entitlements and revising plans to improve marketability. Established relationship with Terrabrook that led to permanent position.

MORRISON HOMES, INC., Atlanta, GA

Senior Vice President, Southeast Region

Entity P&L responsibility for land development, homebuilding and golf course operations in Central Florida, Atlanta, South Florida and Washington, DC. Oversaw growth of Orlando division into one of the most profitable in Central Florida. The success of this business led the parent company to increase its investment in the U.S. and resulted in the expansion of Morrison homes into a national homebuilder.

PULTE HOME CORPORATION, Fort Lauderdale, FL

President, South Florida Division

Responsible for all operations of Pulte in the South Florida market, including land acquisition and development, product design and development, sales and marketing, construction management, finance and administration for a division that produced \$45 million in annual sales revenue.

STANFORD HOMES, INC., Dallas, TX

President, Chief Executive

Officer Responsible for the entry of the Trammell Crow Company into the for-sale housing business. Led the company from start-up through 300 plus unit closings generating \$30 million in sales revenue during the second full year of the company's operation.

AL HOGAN BUILDER, INC., Corpus Christi, TX

Executive Vice President, General Manager

Responsible for the development of a production building operation in the first expansion effort of the parent company, including direct responsibility for sales and marketing, construction, land acquisition, construction and mortgage financing and product development.

RYAN HOMES, Columbus, OH

Vice President, Division Manager

Profit center manager of Central Ohio Division for Pittsburgh based national homebuilder. Sales revenue of \$18 million annually on 400 plus unit closings.

UNITED STATES NAVY

Lieutenant

EDUCATION:

STANFORD UNIVERSITY, Graduate School of Business
Master of Business Administration (MBA), Finance & Marketing

DAVIDSON COLLEGE, Davidson, NC
Bachelor of Arts, Economics & English Literature

Member of the Urban Land Institute (ULI) since 1991

Former Chairman, Coalition for the Homeless of Central Florida, Orlando, FL

Former Chairman, Inner Harbour Children's Hospital, Douglasville, GA

Exhibit D: Principals – Chip Nisbet

Chip Nisbet
Lionsgate Capital

Lions Gate Capital, LLC is an investment and advisory firm that was founded in 2004 as an investment partnership that invested mainly in U.S. equities. In 2014, the Partnership expanded to invest, structure, and raise capital for select commercial real estate opportunities in high job growth markets in the Southeast. The Lions Gate Medical Office Holdings Fund, launched in 2015, is a GP Fund that invests in medical office buildings with its sponsor Montecito Medical. Lions Gate and Montecito have raised over \$600 million of institutional capital to acquire medical office buildings nationwide. Lions Gate is also a General Partner with White Point Partners in a similar venture to acquire self-storage facilities across the Southeast. In addition, the Firm has invested in, structured and raised capital for numerous, successful real estate projects in the Southeast.

Chip Nisbet is the Managing Partner of Lions Gate Capital with over 30 years' experience in investing, real estate, private equity, corporate finance and capital markets. Prior to founding Lions Gate Capital, Chip was with Porter, Orlin, LLC, a long/short equity fund, as a senior analyst with specific sector focus on real estate, lodging, energy, financials and special situations. Prior to Porter, was an Executive Director with Morgan Stanley advising corporate clients on a wide range of M&A, corporate finance and private equity transactions primarily in the real estate, lodging and leisure industries. Chip served on the Boards of Advance America, Inc., a NYSE-listed consumer finance company, and Starlite Media, LLC, a privately-held outdoor advertising company. He currently serves on the Davidson College Board of Visitors, the Converse College Investment Committee, The Duke Mansion/Lee Institute Board of Directors, and as Co-Chair of the University of Virginia Parents Committee.

Chip is a graduate of Davidson College and Darden School of Business of the University of Virginia.

Exhibit E: Principals – Agustin Cabrer-Roig

AGUSTIN CABRER ROIG

#4 J St. Villa Caparra Urb.
Guaynabo PR 00966
Tel. (787) 948-6622
agustin@cabrerconsulting.com

Curriculum Vita

Currently President of Starlight Securities, Inc. (“Starlight”), President of Antonio Roig Sucesores, Inc. (“ARS”). Starlight is a registered broker dealer in Puerto Rico and acts as a financial consulting firm. ARS is a family owned business with substantial land holding in Puerto Rico and seeks to create value by permitting the land and either developing it or venturing with value adding partners. Since September 2015, I have been retained as a Restructuring Officer for the Museum of Art of Puerto Rico, a 150,000 square foot facility operating as a not for profit entity sponsored by the Government Development Bank of Puerto Rico. Fully bilingual. Married, with 4 children.

BACKGROUND SUMMARY

Seasoned investment banker having worked in the securities industry in Puerto Rico for over 20 years and having been President of Kidder-Peabody Puerto Rico, a GE Capital subsidiary, between 1990 and 1993. During these 20 years developed the expertise in the tax exempt market for both Puerto Rico Public debt and for PR GNMA's.

Innovative, systematic, and careful with details. ***In depth knowledge of:*** Financial markets, mortgage backed securities, tax exempt obligations, institutional sales/trading, and multinational transactions. Experienced in managing large broker/dealer securities firms. ***Transactions include:*** \$125 million Puerto Rico Housing Bank Subsidy Bonds; \$400 million Puerto Rico Housing Bank Refunding Bonds; \$100 million GE Capital Commercial Paper Program; \$1 billion Puerto Rico Electric Power Authority Bond. ***Management skills include:*** Sales supervision, budget, forecasting, financial analysis & reports, human resources, organizational development, strategic planning.

Between 1995 and 2010 have been active in the development of real estate projects, both residential and institutional. Under Starlight Development Group Inc. developed over 1,400 units in Puerto Rico, and 57 units in Miami, all completed and delivered. These developments represent approximately \$235 Million in sales.

Under ARS, successfully developed and financed a \$40 Million - 150,000 square feet court's building for the Puerto Rico Judicial System using the AFICA tax exempt public

market. Said building operates under a 30-year lease contract with an option to buy for One Dollar (\$1.00) at the end of the lease. This project was done under a design, build, finance and operate with a 30 year fixed rate maintenance contract.

Under Starlight Development Group, Inc, promoted, developed and constructed a 100-unit elderly residential project in Humacao, PR under the Low Income Housing Tax Credits Program administered by the Puerto Rico Housing Finance Authority. The project had a development cost of over \$19 Million and successfully placed over \$13 Million of LIHTC tax credits in the US market.

Currently, an independent director for the V. Suárez Group, as well as, for the UBS Financial Services family of tax exempt, closed end funds. Between the years 2009 and 2013, I was a Trustee for the University of Puerto Rico, an 11 campus system with a 60 thousand students body.

PROFESSIONAL EXPERTISE / MAJOR ACCOMPLISHMENTS

ENTREPRENEURIAL

- *Conceptualized, structured, and directed* an institutional broker/dealer business plan: Prepared business presentations, operational budgets, personnel selection, accounting systems and capital requirements. **Results:** \$800 million in investment banking transactions with revenues of over \$2 million, over a four-year period.

INVESTMENT BANKING

- Managed the *public finance efforts* covering the government of Puerto Rico with emphasis in the housing sector. **Results:** Produced a new affordable housing program of approximately \$125 million, creating 2,200 housing units and a structuring fee of \$300K.
- *Developed a \$50 million medium term note* for a major financial institution and privately placed the securities in the Puerto Rico 936 tax exempt market. **Result:** Produced over \$100K in fees and highlighted the marketing power of the organization.
- *Designed and placed a commercial paper program* for GE Capital of approximately \$100 million. **Result:** reduction of over 1% in their borrowing cost.

SALES & MARKETING

- *Developed, trained and supervised* an institutional money market trading desk with four salespersons covering 60 institutional accounts and with over \$400 million in assets. **Results:** Highly cost effective operation with annual revenue of over \$1 million.

ADMINISTRATION

- *Organized and managed a stand-alone broker/dealer operation:* Reported to the board of directors, government regulators; supervised sales and trading; developed budget and prepared financial reports; developed innovative operational systems and progressive leadership style. **Results:** Maintained full corporate compliance requirements, and strong employee/company loyalty and productivity.

PUBLIC RELATIONS

- *Initiated, guided and facilitated lobbying effort* to retain the 936 tax exempt manufacturing program threatened with curtailment. The program was retained for an extended period of time.

BUSINESS EXPERIENCE

Starlight Securities, Inc.....2009 to Present
President

Antonio Roig Sucesores, Inc.....1995 to Present
President

Starlight Development Group, Inc.....1995 to 2012
President

Kidder-Peabody Puerto Rico, Inc.....1990 - 1994
President

Prudential-Bache Capital Funding PR, Inc.....1982 - 1990
Executive Vice President

EDUCATION

Clarkson University, New York, B.S.

Additional Training: Securities broker, options trading, commodities trading, Financial Analysis & Tax Exempt bond structure.

Member of the Urban Land Institute (ULI) for a period of 10 years.

Exhibit F – Davidson Learning



DavidsonLearns

...where lifelong learning and community come together

On behalf of the board of directors of DavidsonLearns, I am writing to express our interest in exploring a partnership with Davidson Development Partners. The proposed project sounds exciting and will offer the community increased access to our programs.

One reason this would be such an appropriate aspect of the proposed project comes from the town's own mission statement: "The physical, social, and intellectual well-being of Davidson's citizens is fundamental to our community, so town government will provide and encourage enjoyable, safe, and affordable recreational and cultural lifelong learning opportunities."

The proposed site is an ideal location for DavidsonLearns to establish a permanent home. In the four years we have been in existence, we have been fortunate to be able to use various facilities but they have not always been ideal. Having a permanent site would allow us to expand our programming and provide the structure necessary for the organization to grow.

DavidsonLearns has established itself in four years as an organization offering high quality, culturally diverse, and intellectually rigorous programming to adults in the North Mecklenburg area. We have served hundreds of people and, while they came to DavidsonLearns to avail themselves of a particular intellectual challenge, they soon realized that the experience went beyond the acquisition of knowledge. They became part of a community of learners. This community afforded them an opportunity to grapple with complex, and at times controversial, ideas in a safe and supportive environment. They formed friendships and several of the groups continue to meet years after they completed the course.

While DavidsonLearns would certainly benefit from having a designated home, we feel we would also bring a lot to the development. We draw attendees from Mooresville, Huntersville, and Cornelius, as well as Davidson. We have formed partnerships with Davidson Lifeline, Read Davidson, Davidson Community Players, Davidson College, WDAV, and Friends of the Arts. We are all stronger because of our collaboration.

I welcome the opportunity to discuss this in more depth.

Amy Diamond

Amy Diamond
Executive Director,
DavidsonLearns

Post Office Box 1476 , Davidson, NC 28036
www.davidsonlearns.org

Exhibit G: List of Projects

Richard Mildner - Project Experience

Tributary, Atlanta (metro), GA – 2500 acre Mixed Use Master Planned Community based on New Urbanist planning principles

Tributary was approved for the development of 2500 single family homes, 1000 multifamily units, 180,000 SF commercial, 6.5 million SF industrial and 250,000 SF commercial. Tributary Village was the 400 acre community core that was based on new urbanist design principles and included 1200 single family homes, 500 multifamily homes, 60,000 SF of retail and commercial. Development of Tributary began in 2004 and is ongoing. Rick Mildner was general partner of this project 2003-2010

MiraBay, Tampa (metro), FL – 1100 acre Mixed Use Water Front Master Planned Community

MiraBay was approved for 1300 SF homes, 350 MF units and mixed use Village Center that included 40,000 SF retail and commercial along with 350 MF units. Development of MiraBay began in 2000 and the community was completed in 2013. Rick Mildner was responsible for the project from 1999 through 2003.

Westchase Village, Tampa (metro), FL – 100 acre mixed use Village Center based on New Urbanist planning principles

This 100 acre project was in the center of the existing Westchase master planned community and it was developed as the rest of the community was being built out. It was planned for 1300 MF apartment units, 600 SF homes and 40,000 SF of retail and office space. Development was begun in 1999 and the project was completed by 2003. Rick Mildner was responsible for the project throughout

Quarry Springs, Bethesda, MD - 50 unit luxury condominium project

This 50 unit condominium project was located on the prestigious River Road adjacent to Potomac, MD, and featured luxurious homes of 2500 – 4500 SF that were designed for affluent empty nesters moving down from nearby single family homes. Development began in 2013 and the project was sold out in 2015. Rick Mildner provided equity financing for

the project through IHP Capital and served as the capital provider's asset manager through the planning and construction phases.

Live Vista Lakes, Orlando, FL – 900 acre Mixed Used Master Planned Community

This master planned community included 1750 SF homes, 40,000 SF retail/commercial and 700 MF apartment units. It included both conventional and new urbanist elements. Development began in 1996 and the project was completed in 2005. Rick Mildner managed the project from acquisition in 1995 through 2003.

Additional project experience is available upon request.

James B. Harvie, III – Project Experience

Master Planned Communities

| | |
|----------------|------------|
| Palmas del Mar | 2800 acres |
| Humacao, P.R. | |

Residential Communities

| | |
|--------------------------------|-------------------------|
| Lyon Farm | 200 detached condos |
| Greenwich, Connecticut | |
| The Common | 200 condos |
| Greenwich, Connecticut | |
| Palmer Point | 75 condos |
| Greenwich, Connecticut | |
| Constitution Hill | 60 condos |
| Princeton, New Jersey | |
| Whiteoak | 30 condos |
| White Plains, New York | |
| Stephan's Geens | 140 single family lots |
| Somers, New York | |
| Half Moon Bay | 348 condos |
| Croton - on - Hudson, New York | |
| The Marbella Club | 148 condos |
| Humacao, Puerto Rico | |
| Dalton Farm | 250 single family homes |
| LaGrange, New York | |

| | |
|--|-----------------|
| Princeton Meadows Plainsboro, New Jersey | 5000 rentals |
| Office | |
| Harbor Plaza Stamford, Connecticut | 600,000 sq. ft. |
| Grencom Greenwich, Connecticut | 60,000 sq. ft. |
| 100 Broad Stamford, Connecticut | 150,000 sq. ft. |
| Hotels | |
| Nassau Inn Princeton, New Jersey | 200 rooms |
| Palmas Inn Humacao, Puerto Rico | 23 rooms |
| Candelerio Hotel Humacao, Puerto Rico | 110 rooms |
| Marinas | |
| Yacht Haven Stamford, Connecticut | 200 slips |
| Half Moon Bay Croton - on - Hudson, New York | 300 slips |
| Palmer Point Greenwich, Connecticut | 200 slips |
| Retail / Restaurants | |
| Palmer Square Shops Princeton, New Jersey | 80,000 sq. ft. |
| Chart House Restaurant Greenwich, Connecticut | 10,000 sq. ft. |

Golf Courses

| | |
|------------------------|----------|
| Gary Player | 18 holes |
| Humacao, Puerto Rico | |
| Rees Jones | 18 holes |
| Humacao, Puerto Rico | |
| Princeton Meadows | 18 holes |
| Plainsboro, New Jersey | |

Chip Nisbet – Project Experience (Partial List)

Marriott Hotel

Colorado Springs, CO

309 Room Full Service Hotel

655 East Bay, Charleston, SC

Multifamily Apartment Project

233 Main Street – Greenville, SC

Mixed Use Development Project

The Artisan

Nashville, TN

Multifamily Apartment Project

West 46

Nashville, TN

Multifamily Apartment Project

Waterford Terrace

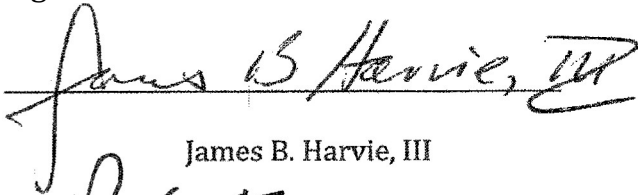
Rock Hill, SC

Exhibit H: Non Collusion Statement

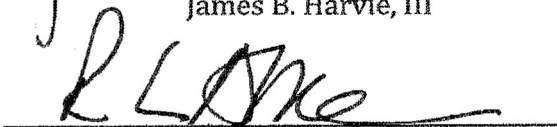
The Town of Davidson prohibits collusion. Which is defined as a secret agreement for a deceitful or fraudulent purpose.

I, (signatures below) affirm that I have not engaged in collusion with any town employee(s), other person, corporations or firms relating to this submittal I understand collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards.

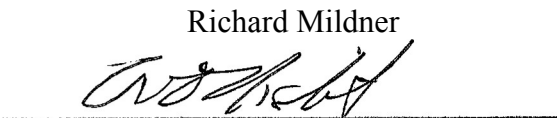
Signatures:



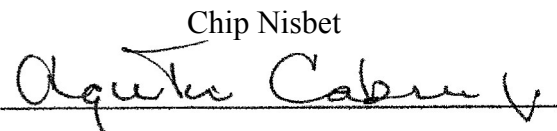
James B. Harvie, III



Richard Mildner



Chip Nisbet



Agustin Cabrer-Roig