

ST. PETERSBURG MUNICIPAL MARINA
PROPOSAL FOR MARINA
REDEVELOPMENT AND OPERATION

JULY 14, 2023

DAVID FILLER
CHIEF DEVELOPMENT OFFICER, SUNTEX MARINAS
MANAGER, ST. PETERSBURG SMI, LLC
A WHOLLY OWNED SUNTEX MARINAS SUBSIDIARY

17330 PRESTON ROAD
SUITE #100C
DALLAS, TX 75252
EMAIL: dfiller@suntex.com
PHONE: 305.788.8335



TRANSMITTAL LETTER

Kenneth T. Welch, Mayor
Robert Gerdes, City Administrator
City of Saint Petersburg
175 5th St. North
St. Petersburg, FL 33701

RE: St. Petersburg Municipal Marina RFP

Mayor Welch – Suntex Marina Investors (“Suntext”) is honored to submit our proposal to redevelop the St. Petersburg Municipal Marina. St. Petersburg is an incredibly active, diverse, and energetic city that warrants a world-class marina that pairs with the City’s renowned cultural offerings, specular public pier, and vibrant downtown. Our proposal includes over \$70M+ of new improvements for Demens Landing, including an entirely new marina with modern floating docks, substantial renovations and additions to the public park, and greatly expanded public parking for the marina and St. Petersburg’s celebrated special events.

Suntex believes in providing access to waterfronts throughout all of our marinas and delivering memorable experiences for all of our customers. We have over 1,600 passionate team members across 73 marinas – including 28 saltwater coastal marinas, of which 16 are in Florida – and are actively growing a regional presence in St. Pete.

Connected & Accessible Waterfront

Our proposal includes several options for the City to consider and we believe all of them are transformative, add substantial value to the City, provide new amenities to the City’s residents, and greatly enhance the boating experience at the marina. Some of the key features include:

- ±660 slip marina with ±35,000 linear feet of new floating docks and utilities, plus the opportunity to expand further (an increase of ±10,000 LF of docks)
- New marine support facilities, including dockmaster’s building, captain’s lounge, marina store, laundry, and shower/restroom facilities
- ±20,000 SF of new restaurant and retail space within Demens Landing Park
- ±4,000 linear feet of new waterfront promenade
- ±485 parking spaces at Demens Landing Park (an increase of ~200+ spaces)
- ±16 upland acres redeveloped, ±10 acres dedicated to recreation
- Permanent amphitheater space with a gently sloped lawn
- Option to add multipurpose fields and sports courts (at Suntext’s cost)

We are eager to start the community and stakeholder engagement process to further refine our plan and are committed to working closely with the project’s many stakeholders. Our plan was designed to scale up or down after further input from the City, community, and local stakeholders.

Economic Return to the City & Suntext Financial Capacity

Suntex’s proposed \$70M+ of new improvements will generate approximately ±\$14.2M in ground lease and revenue share payments plus \$2M in property taxes to the City through the initial 10 years of stabilized operations with the following revenue share:

- 10% gross revenue share of slip revenue
- 10% gross revenue share from leased restaurant and retail spaces
- 5% gross revenue share of marina retail operations & ancillary revenue
- 5% gross profit share of fuel sales

Over the proposed 80-year term of the lease (30-year initial term plus two 25-year extensions), the City’s ground lease revenue is estimated to be \$444M with an additional \$57M in property taxes. 358 construction related jobs with \$42M in payroll will be created in the short term with an additional 292 permanent jobs and \$10.9M in annual wages once the project is completed.

Suntex is ready and able to fund the entirety of the proposed improvements in this proposal without any financial contingencies. We sincerely thank the City of St. Petersburg for this opportunity and are looking forward to embarking on this transformative project.

Respectfully submitted,



David Filler, Manager
St. Petersburg SMI, LLC
dfiller@suntex.com | 305-788-8335

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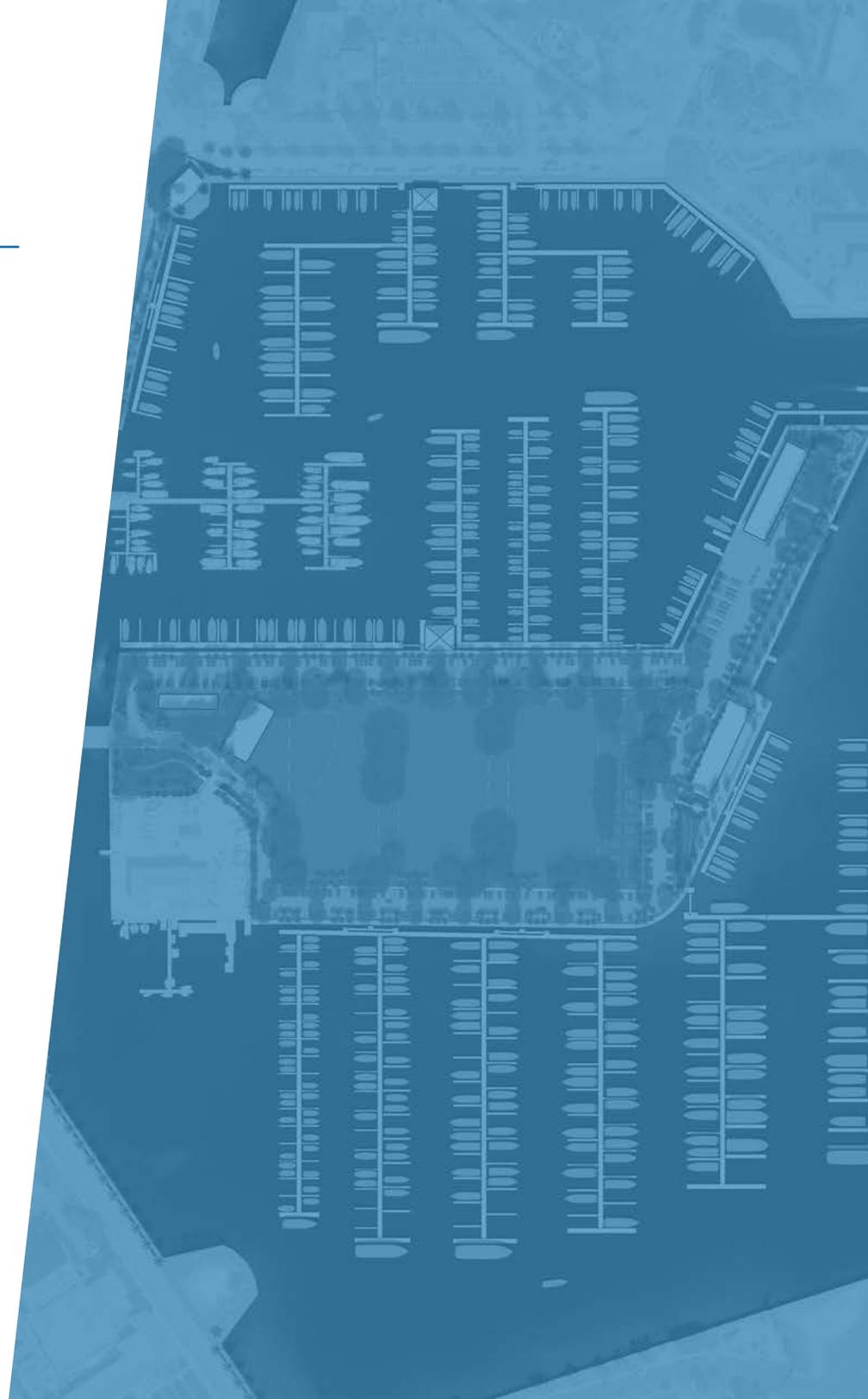
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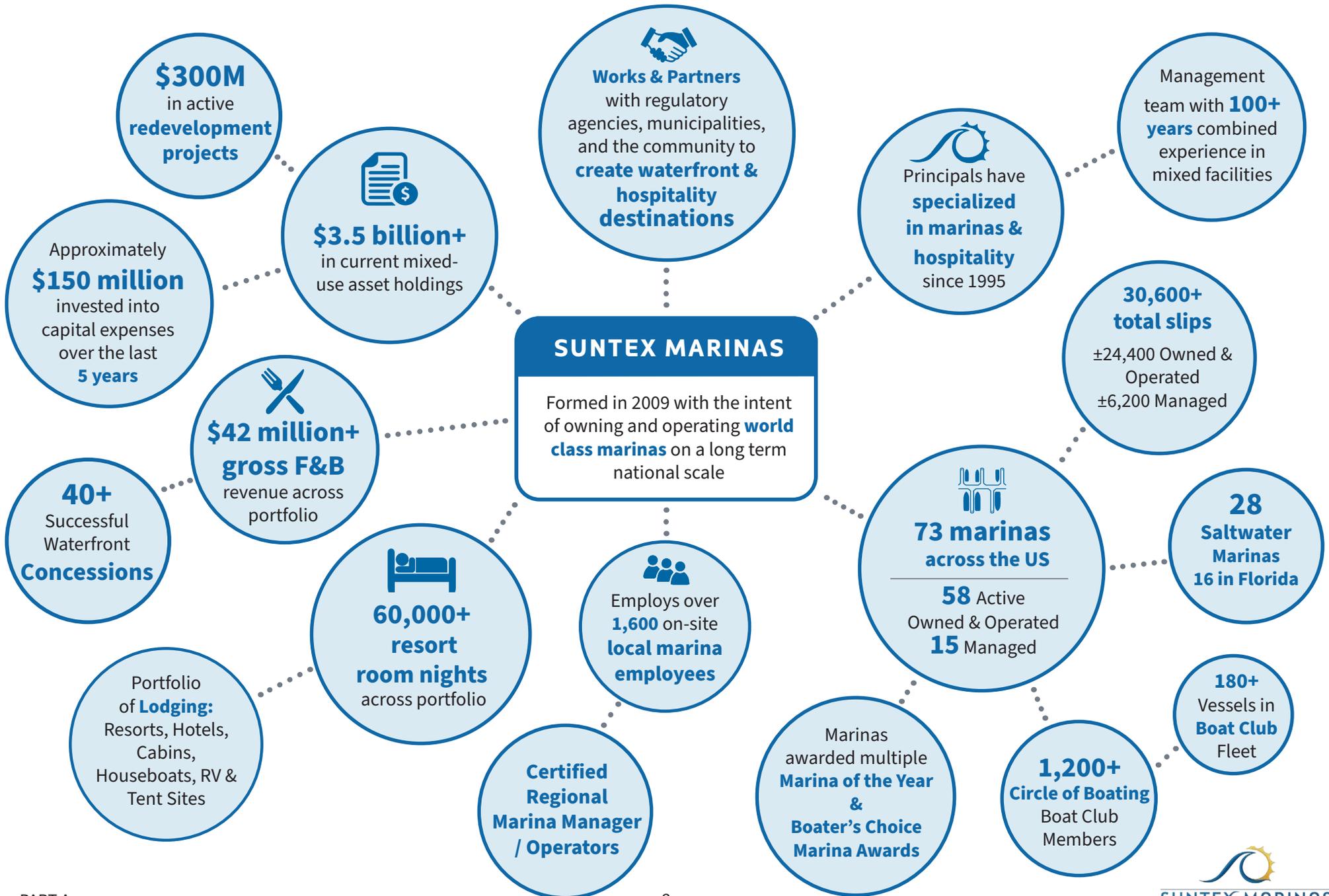
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PART A

REDEVELOPMENT TEAM



ABOUT SUNTEX MARINAS

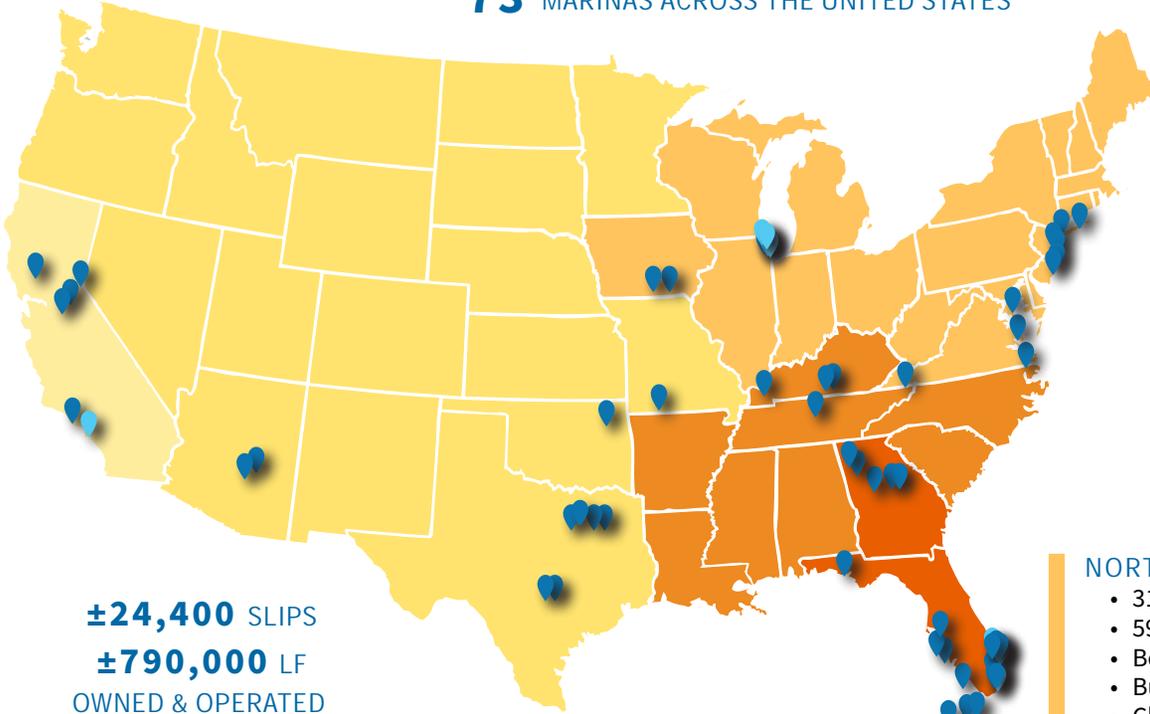


SUNTEX MARINAS BY REGION

73 MARINAS ACROSS THE UNITED STATES

58 ACTIVE OWNED AND OPERATED MARINAS

15 MANAGED MARINAS



MARINA LEGEND

-  Owned & Operated
-  Managed

±24,400 SLIPS

±790,000 LF

OWNED & OPERATED
NATIONWIDE

±6,200 SLIPS

±7,000 LF

MANAGED NATIONWIDE

WEST

- Cabrillo Way Marina[^]
- Lake Don Pedro Marina
- Moccasin Point Marina
- Pleasure Cove Marina (CA)
- Seaside Boatyard & Marina*
- Tahoe Keys Marina

CENTRAL

- Canyon Lake Marina (AZ)
- Canyon Lake Marina (TX)
- Captain's Cove Marina
- Chandler's Landing Marina
- Cranes Mill Marina
- CrossTimbers at Skiatook Lake
- Eagle Mountain Lake Marina
- Harbor One Marina
- Lake Country Marina
- Lynn Creek Marina
- Port of Kimberling Resort & Marina
- Red Rock Marina
- Roosevelt Lake Marina
- Saylorville Marina

NORTHEAST

- 31st Harbor[^]
- 59th Harbor[^]
- Belmont Harbor[^]
- Burnham Harbor[^]
- Channel Club Marina*
- Diversey Harbor[^]
- DuSable Harbor[^]
- Fair Haven Yacht Works*
- Green Cove Marina[^]
- Jackson Park Outer Harbor[^]
- Jackson Park Inner Harbor[^]
- Monroe Harbor[^]
- Montrose Harbor[^]
- Key Harbor Marina*
- Liberty Landing Marina*
- North Point Marina
- Ocean Yacht Marina*
- Pleasure Cove Marina (MD)*
- Sunset Harbour*
- Tidewater Yacht Marina*
- York River Yacht Haven*

SOUTHEAST

- Hurricane Marina
- Kentucky Dam Marina
- Laurel Marina & Yacht Club
- State Dock Marina
- Wolf Creek Marina

FLORIDA / GEORGIA

- Allatoona Landing Marine Resort
- Bahia Mar Yachting Center*
- Bayfront Yacht Works & Marina*
- Bayshore Landing*
- Caloosa Cove Marina*
- Crandon Park Marina[^]
- Dania Beach Marina[^]
- Faro Blanco Marina*
- Garrison Bight Marina*
- Glade Marina
- Hall of Fame Marina*
- Harbour Towne Marina*
- Haulover Marine Center*
- Holiday on Lake Lanier
- Las Olas Marina*
- Lazy Days on Lake Lanier
- Legendary Marina*
- Little Harbor Marinas[^]
- Little River Marina
- Marina Jack Yacht Basin*
- Miami Beach Marina*
- Ocean View Marina*
- Seahaven Superyacht Marina*
- Snook Bight Marina*
- Sunrise Cove Marina
- Sunrise Harbor Marina[^]
- Yacht Haven Marina[^]

* 28 Coastal / saltwater marinas, ^ 15 Managed marinas

PREMIER FLORIDA MARINA OPERATOR

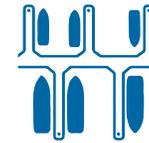


FLORIDA SUNTEX MARINAS

- Bahia Mar Yachting Center | Fort Lauderdale, FL
- Bayfront Yacht Works & Marina | Siesta Key, FL
- Bayshore Landing | Coconut Grove, FL
- Caloosa Cove Marina | Islamorada, FL
- Faro Blanco Marina | Marathon, FL
- Garrison Bight Marina | Key West, FL
- Hall of Fame Marina | Fort Lauderdale, FL
- Harbour Towne Marina | Dania Beach, FL
- Haulover Marine Center | Miami Beach, FL
- Las Olas Marina | Fort Lauderdale, FL
- Legendary Marina | Destin, FL
- Little Harbor Marina | Ruskin, FL
- Marina Jack | Sarasota, FL
- Miami Beach Marina | Miami Beach, FL
- Seahaven Superyacht Marina | Dania Beach, FL
- Snook Bight Marina | Fort Myers Beach, FL

Note: * Some properties have multiple ground leases

SUNTEX IN FLORIDA



16

MARINAS WITH
± 4,000 WET
& DRY SLIPS



565

ON-SITE MARINA
EMPLOYEES

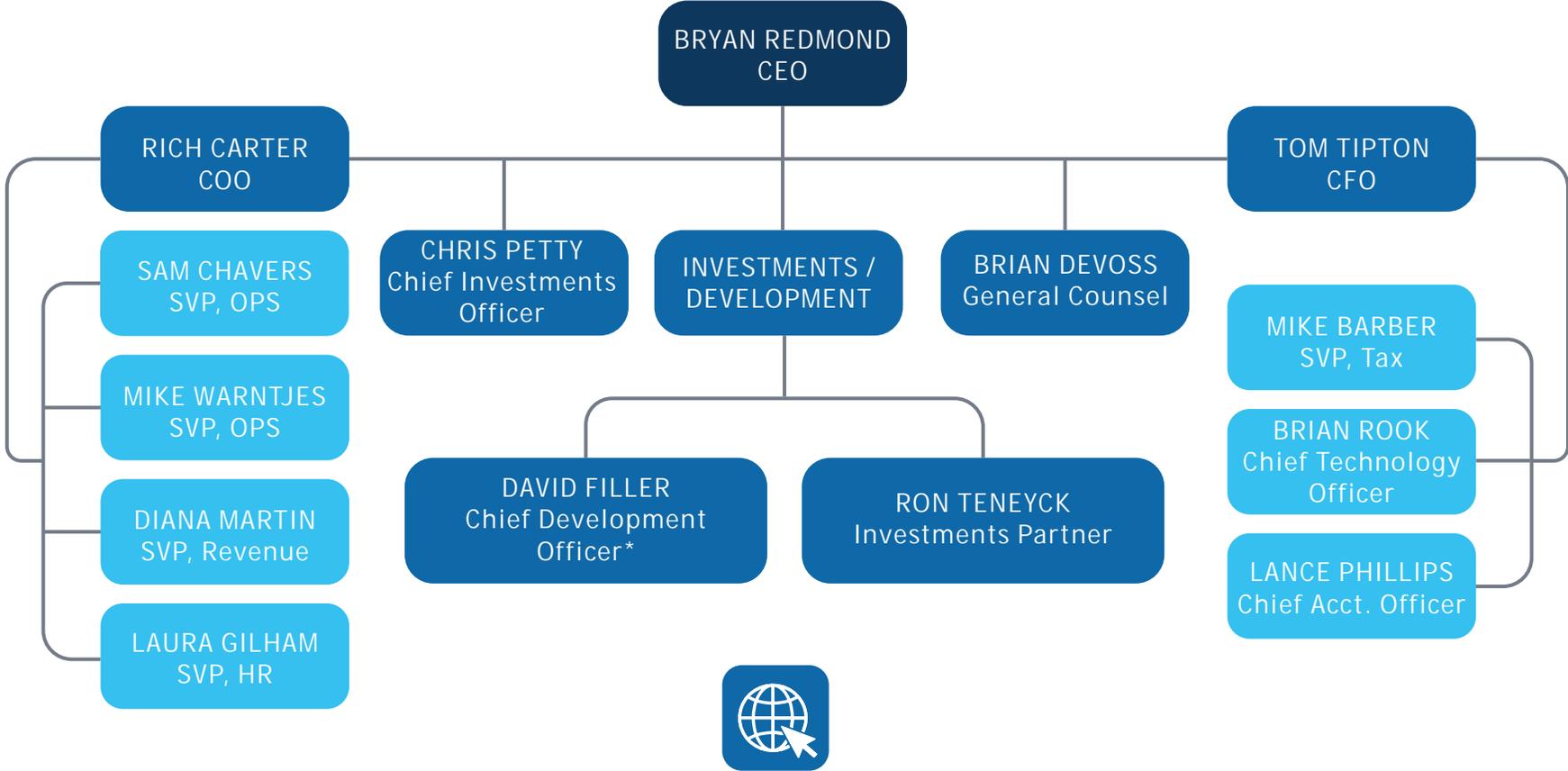
19 GROUND LEASES / SUBMERGED
LAND LEASES IN FLORIDA
WITH GOVERNMENT ENTITIES*

+51 GROUND LEASES
WITH GOVERNMENT ENTITIES
THROUGHOUT THE UNITED STATES

LOCAL SUNTEX TEAM

Suntex Marinas is a national company of local people. Most members of the St. Petersburg Municipal Marina's proposed project team reside in Florida and are no more than a couple hours away. The team has extensive experience working with Florida municipalities and regulatory agencies, and operating in Florida coastal conditions. Suntex offers local presence and expertise coupled with the resources and support of a national Suntex team.

SUNTEX MARINAS ORGANIZATION CHART

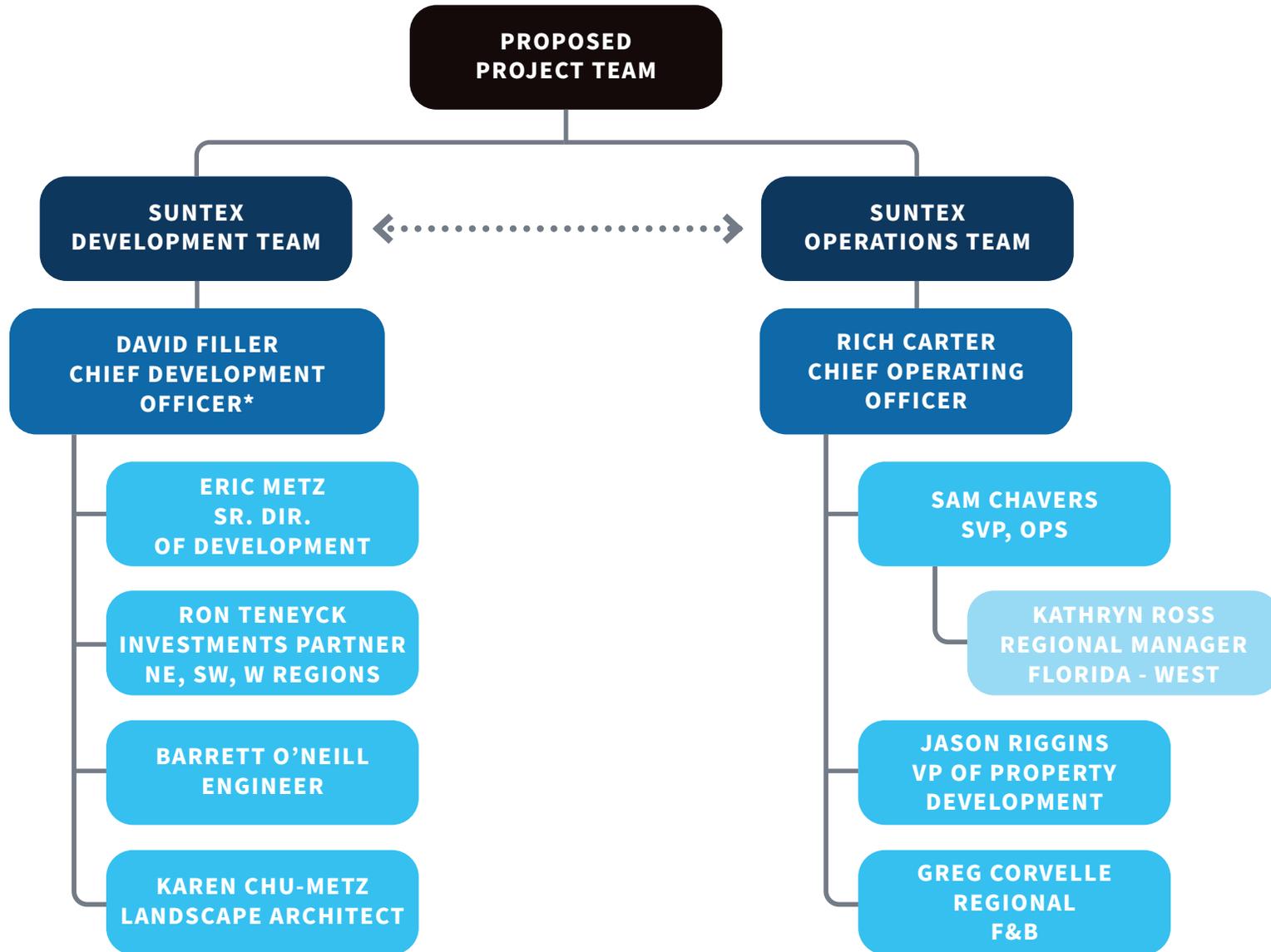


FOR MORE INFORMATION
PLEASE VISIT WWW.SUNTEX.COM

* David Filler will be the lead individual and primary contact for the St. Petersburg Municipal Marina RFP

REDEVELOPMENT TEAM

PROPOSED SUNTEX REDEVELOPMENT TEAM ORGANIZATIONAL CHART



* David Filler will be the lead individual and primary contact for the St. Petersburg Municipal Marina RFP. Please see reference projects for roles of proposed project team members.

REDEVELOPMENT TEAM

SUNTEX DEVELOPMENT TEAM | KEY INDIVIDUALS - QUALIFICATIONS & EXPERIENCE



DAVID FILLER | Chief Development Officer

- Principally acquired over \$3B of mixed-use assets
- Manages \$100M+ in marina redevelopments throughout the United States
- Directs acquisition and development opportunities
- 25 years in redevelopment and acquisitions

EXPERIENCE

As a Chief Development Officer for Suntex, David Filler has over 25 years of experience redeveloping and acquiring a diverse area of projects and marinas throughout the United States. He has principally acquired over \$3B of mixed-use assets on behalf of Suntex, including a majority of the company's marinas in Florida and the Southeast United States

In addition to directing all underwriting, acquisition, and due diligence efforts, Filler also oversees the redevelopment of Florida assets and manages over \$300M+ in active marina redevelopments, which includes the Las Olas Marina (~\$70M), Tahoe Keys Marina (~\$100M), Garrison Bight Marina (~\$15M), Caloosa Cove Marina (~\$5M), Berryessa Point (~100M), and Fort Myers Yacht Basin (~\$45M).

During the redevelopment process, Filler is responsible for site selection, site planning, conceptual planning, engaging consultant and professional teams, governmental relations, and leading the entitlement and approval process.

Filler earned a Bachelor of Arts in Economics and a Juris Doctor from the University of Texas at Austin.

ROLE

Filler will be the project director and primary point of contact for the St. Petersburg Municipal Marina RFP. He will be responsible for executing the lease agreement with the City and delivering of the project to Suntex's operations team.



ERIC METZ | Senior Director of Development

- Oversees Suntex's development projects from initial concepting through completion of construction
- Managed the development of 5,000+ residential units, 500+ hotel keys, 1.25M+ SF of commercial / industrial space

EXPERIENCE

Metz oversees Suntex's projects throughout the development process, including acquisition, financial underwriting, due diligence, entitlements / approvals, pre-construction, construction, and operational turn-over. Metz principally leads Suntex's local Florida professional team in securing land-use, zoning, environmental, and technical approvals, in addition to directly interfacing with cities, agencies, HOAs, and local communities and constituents.

Metz has managed the development process for over 5,000+ residential units, 500+ hotel keys, 1.25M+ SF of commercial / industrial space, and multiple waterway projects throughout Florida and California. He is currently managing the delivery of the Las Olas Marina and other Suntex assets throughout the country.

Prior to relocating to Florida, he managed a real estate firm in Los Angeles focused on high-risk approvals including large-scale redevelopments, mixed-use projects, master planning, and environmentally complex remediation projects throughout California. Metz received his Bachelor of Arts in American Studies from University of California at Santa Cruz and Masters Degrees in Urban Planning and Real Estate Development from the University of Southern California.

ROLE

Metz will be responsible for overseeing the development process of the St. Petersburg Municipal Marina, including managing the local professional team, working directly with the City and community, and overseeing the project's execution and implementation.

REDEVELOPMENT TEAM

SUNTEX DEVELOPMENT TEAM | KEY INDIVIDUALS - QUALIFICATIONS & EXPERIENCE



CHRIS PETTY | Chief Investments Officer

- Managed over \$3B in acquisitions
- Oversaw \$250M+ in capital improvements
- 29+ years of marina operations and investment experience

EXPERIENCE

As Chief Investments Officer, Petty has more than 29 years of marina operations and investment experience and has worked with the Suntex co-founders for the past 19 years. Currently, he leads the mergers, acquisitions, investment, and transition process for all investments in marinas and marina development for Suntex. Petty has previously been responsible for risk management and construction of all marinas encompassing 15,000+ wet and dry slips, service departments, numerous retail leases, and fleet operations.

Petty has also led the implementation of accounting, marina management and reporting software systems. Other previous roles include Suntex - Head of Operations, North Caribbean Regional Manager at IGY and General Manager for IGY's flagship property, Yacht Haven Grande, in St. Thomas, the Virgin Islands. His career experience spans 15 states, several Caribbean Islands and includes services to vessels in excess of 450'. He is the immediate past chair of the Association of Marinas Industries, a certified port facility officer, and has held a U.S. Coast Guard Master Captain's License.

Petty earned a Bachelor of Science degree from the University of Arizona.

ROLE

Petty will oversee the delivery of the St. Petersburg Municipal Marina from the Suntex corporate office, including contract management, compliance, and financial reporting.



RON TENEYCK | Investments Partner

- Over 25 years in the yachting and marine industry
- Directs acquisition and development opportunities for the Northeast, Southwest, and West Regions as Partner and Head of Investments
- Developed 11 large scale marinas around the world

EXPERIENCE

TenEyck is responsible for all business development of marina acquisition and redevelopment opportunities for the Northeast, Southwest, and West Regions as Investments Partner. He personally oversaw and self performed the build out for the \$16M redevelopment at Liberty Landing Marina and has developed 11 marinas around the world.

Prior to his current role, TenEyck was the SVP of Operations for Suntex and former General Manager of Liberty Landing Marina. Starting at Liberty Landing Marina in 2006 as Director of Service and subsequently promoted to General Manager, TenEyck joined the Suntex team in 2010, when Suntex acquired Liberty Landing.

TenEyck brings more than 25 years of experience to the yachting and marine industry, starting his maritime education at Fort Schuyler Merchant Marine Academy and holding various marine-industry titles including Certified MerCruiser Master Technician. He also possesses a U.S. Coast Guard 100-ton Captain's license.

TenEyck is a certified technician for many high-end yacht companies, including Benetti, Uniesse, Sealine, Sunseeker, and Searay. TenEyck serves on various waterfront councils for the City of New York and the State of New Jersey, specializing in marine improvement and conservation.

ROLE

TenEyck will be providing development support for St. Petersburg Municipal Marina, drawing on his tenured experience as Investments Partner, SVP of Operations, and General Manager.

REDEVELOPMENT TEAM

SUNTEX DEVELOPMENT TEAM | KEY INDIVIDUALS – QUALIFICATIONS & EXPERIENCE



BARRETT O'NEILL | Engineer - Mergers & Acquisitions

- Involved with \$1.2B+ in acquisitions and \$145M of development projects with over \$80M in the pipeline
- Completed projects in over 15 states and helped acquire, develop, and operate over 72 full-service marinas that included retail spaces, office space, resorts, hotels, and restaurants

EXPERIENCE

O'Neill is a professionally educated graduate engineer with ten years of leadership experience encompassing diverse areas of commercial development, systems deployment, sales, and finance. He has over six years of director leadership with a specialized focus on inland and coastal development and operations. O'Neill began his career as a Design Engineer and quickly developed into a Project Director for SGI, LLC., a company that specializes in design/build projects.

At Suntex, he has performed in a wide-range of capacities including acquisitions, development, capital planning, construction management, risk management - insurance scheduling and claims, REIT compliance and software deployment. During his career, O'Neill has completed projects in multiple states, and has been involved with over \$1.2B in acquisitions and \$145M of development projects with over \$80M in the pipeline. O'Neill has helped acquire, develop, and operate over 72 full-service marinas that included retail spaces, office space, resorts, hotels, and restaurants.

O'Neill earned his Bachelor of Science degree in Civil Engineering from the Lyle School of Engineering at Southern Methodist University and studied Business Administration and Management at William Jewell College.

ROLE

O'Neill will oversee the design of the over water marine structures and marine dependent facilities at St. Petersburg Municipal Marina.



KAREN CHU-METZ | Landscape Arch. / Urban Designer

- Site planned over 150 projects throughout Florida
- Concepted and designed 12+ marina uplands with Suntex
- Registered Landscape Architect

EXPERIENCE

As a landscape architect and urban designer, Chu-Metz has had an integral role in developing over 150 commercial landscape projects from concept visioning through construction completion. Her portfolio includes large-scale commercial, mixed-use, multi-family and single family residential, planned communities, parks and public spaces, retail, and industrial projects.

Chu-Metz creates spaces that are responsive to the local context, environment, geography, demographic, and architecture. She manages multidisciplinary teams to produce plans and graphics that are artistic, while also functional and code compliant.

As a registered landscape architect in the State of Florida, Chu-Metz exclusively works for a select set of private developers and clients. She was previously a landscape designer at Architectural Alliance Landscape and interned with EDSA.

Chu-Metz received a Masters in Landscape Architecture and Environmental & Urban Design from Florida International University, a Masters of Fine Arts from Claremont Graduate University, and a Bachelor of Arts in Fine Arts from the University of Southern California.

ROLE

Chu-Metz will lead and manage Suntex's upland design coordination efforts throughout the approvals and entitlement process.

REDEVELOPMENT TEAM

SUNTEX OPERATIONS TEAM | KEY INDIVIDUALS – QUALIFICATIONS & EXPERIENCE



RICH CARTER | Chief Operating Officer

- Principally responsible for customer service at all Suntex Marinas
- 30+ years managing large scale golf course and resort operations throughout the world for Troon Golf

EXPERIENCE

As Suntex’s Chief Operating Officer, Carter is primarily responsible for the service experience at all Suntex Marinas, defining and enhancing company culture, and the efficient and effective deployment of Home Office resources and processes across the Suntex portfolio of properties. Prior to joining Suntex, Carter was a Division President for Troon – the world’s largest third-party management company for Golf and Club related assets. Prior to that, Carter served as Vice President of Business Development sourcing and negotiating over 40 management and advisory service contracts on behalf of Troon.

His operational experience stems from 15 years as a General Manager – which led him to three different countries and six different states – overseeing everything from small private clubs to high volume resort destinations. In 2010, Carter was honored by Golf Inc. Magazine as the “3rd Most Admired Operator in the US” as voted by his peers. In total, he served with Troon for over 20 years and was an integral part of the company’s growth from a single property in 1990 to nearly 300 locations worldwide today and over billion dollars in assets under management.

Prior to his time with Troon, Carter worked for both Hyatt Hotels and Resorts and the Williams Hospitality Group in a variety of operational roles. He graduated with Honors with a Bachelor of Science degree in Finance from Florida State University.

ROLE

Carter will oversee the operations and management of the marina from the Suntex corporate office, in addition to engagement with marina management staff to ensure customers and guests are delivered a superior marina experience. As a St. Petersburg native, Carter has unique insight of the City and community which can be implemented in the operations of the marina.



SAM CHAVERS | Senior Vice President, FL & NE Regions

- Responsible for managing and directing marinas throughout the Eastern Seaboard of the US
- Specializes in operations, property development, and governmental relationships
- Assisted in acquiring, onboarding and managing over 22 marina and real estate assets in the last 6 years

EXPERIENCE

Prior to his current role, Chavers was Regional Vice President for Suntex overseeing all assets in the Florida and Georgia markets, highlighted by the acquisition and onboarding of nearly 20 locations, which helped grow the Suntex Portfolio. Before this, Chavers was Marina Jack’s Vice President of Marina Operations spanning back to 2001, overseeing the City of Sarasota’s largest public marina and mooring field, and Sarasota’s largest boat yard. The private operation, with two locations, included two wet slip marinas, a dry storage facility, a full-service vessel maintenance and repair division, and the area’s largest and most diverse boat and watersports rental program.

Chavers’ commitment to his community and passion for his profession and the marina industry is evidenced by his active civic involvement and the numerous accomplishments he has garnered since joining the marina industry in 2001. In addition to directing a \$15 million renovation and expansion to build out Marina Jack, one of the west coast of Florida’s largest and most popular marinas, Chavers then led them to receive the 2015 National Marina of the Year Award. Chavers has also been instrumental in attaining certification as one of Florida’s first environmentally “Clean Marinas,” a distinction Marina Jack has held consecutively since inception in 2003. Furthermore, Chavers directed the acquisition and development of Sarasota’s newest and largest boatyard in 2015, Bayfront Yacht Works & Marina, which has become the area’s premier boatyard and rental facility in Sarasota County.

ROLE

Chavers oversees the entire coastal market. He will work with the Regional Manager to manage St. Petersburg Municipal Marina.

REDEVELOPMENT TEAM

SUNTEX OPERATIONS TEAM | KEY INDIVIDUALS - QUALIFICATIONS & EXPERIENCE



JASON RIGGINS | VP of Property Development

- Leads the Asset Management Team responsible for the development and execution of value-add projects.
- Managed assets comprising 65% of the Net Operating Income within Suntex

EXPERIENCE

Riggins leads the Asset Management team which is responsible for the development and execution of value-add projects across the portfolio. Prior to becoming the Senior Director of Asset Management, Riggins was the Portfolio Manager at Suntex which managed assets comprising 65% of the Net Operating Income within Suntex.

Riggins directed the annual budgeting and business planning process which analyzed market pricing and amenities to maximize revenues; prioritized capital expenditures and further developed the asset; managed and prioritized ROI projects to enhance future value; managed and oversaw the execution and renewal of all Commercial Leases; and created tools and implemented changes to drive business intelligence and KPI dashboards through Power BI into the forecasting process.

Prior to joining Suntex, Riggins worked at a Hilton primarily focused on Revenue Management and Learning & Development for the Revenue Management Consolidated Center.

Riggins graduated from Millsaps College with a Bachelor of Science degree in Business Administration and Economics and Masters in Business Administration.

ROLE

Riggins will be responsible for overseeing the financial performance of St. Petersburg Municipal Marina.



KATHRYN ROSS | Regional Manager, CMO

- Manages all aspects of marina operations for 6 marinas
- Responsible for consistently improving the marina's guest service level, performance, efficiency, and profitability, and overseeing day-to-day operations
- Assisted in acquiring several marinas in the Florida Keys

EXPERIENCE

As Regional Manager, Ross oversees all aspects of marina operations for Marina Jack Yacht Basin, Bayfront Yacht Works & Marina, Snook Bight Marina, and Little Harbor Marinas, while working respectively with each property's General Manager and associated support departments. She was also appointed to assist with several marina acquisitions in the Florida Keys.

Prior to her role as Regional Manager, Ross accepted the role of General Manager for Marina Jack in Sarasota and Bayfront Yacht Works on Siesta Key in 2018. In this capacity, Ross recovered both properties to meet its budgetary goals which were unsuccessful with previous management, implemented strong collection procedures to minimize derelict accounts and vessels in both the marina and the mooring field. At Suntex Marinas' annual Leadership Conference in 2019, Marina Jack was acknowledged as one of the company's top AR Leaders of the Year, and Ross was elected runner-up as Suntex Marinas' General Manager of the Year. In April 2021, Ross earned her Certified Marina Operator accreditation from the Association of Marina Industries.

Ross received Marina Dock Age Magazine's "Young Leader" award in December 2021, honoring young professionals under the age of 40 who have made significant contributions to the marina and boatyard industry, and promise to play a significant role in shaping its future.

ROLE

Ross will work with the General Manager and oversee St. Petersburg Municipal Marina as the Regional Manager.

REDEVELOPMENT TEAM

SUNTEX FOOD & BEVERAGE AND CONSULTANT TEAM | KEY INDIVIDUALS - QUALIFICATIONS & EXPERIENCE



GREG CORVELLE | Regional Director of F&B

- Manages all aspects of food and beverage operations for Suntex in Florida
- Oversees 7 successful waterfront venues
- Responsible for F&B totaling \$35M+ gross revenue

EXPERIENCE

As Suntex Marina's Regional Director of F&B, Corvelle manages all aspects of Food & Beverage operations within the state of Florida, totaling over \$35M gross revenue. He directly oversees 6 General Managers and is responsible for over 500 staff members. Accompanied by a team of dedicated hospitality professionals who focus on exceeding the expectations of guests, Corvelle manages 7 successful Suntex owned and operated waterfront establishments ranging from fine dining restaurants to tiki bar restaurants, and a lunch/dinner cruise boat.

Prior to his position as Regional Director of F&B, Corvelle was the Regional General Manager and General Manager at Suntex's Marina Jack Restaurant, Marina Jack II Lunch and Dinner Cruise Boat, along with O'Leary's Tiki Bar and Grill for 5 plus years where he was awarded Suntex's Food and Beverage General Manager of the Year Award in 2020. Corvelle is well versed in the hospitality industry and brings with him tenured experience in operations and management.

Before joining Suntex, he worked as General Manager at Fontana Village Resort and Assistant General Manager at The Inn at Pocono Manor over a 10-year period.

ROLE

Corvelle will oversee the Food & Beverage operations at the St. Petersburg Municipal Marina as the Regional Director of F&B.



JUSTIN DAY | Capital City Counseling, Partner

- Provides guidance to clients that perform business with state, county, and municipal governments
- Former Manager, The Advocacy Group, Tampa Office
- Former Deputy Finance Director, Alex Sink's Gubernatorial Campaign

EXPERIENCE

Day is the Managing Partner of Capital City Consulting's Tampa Bay office, where he brings over twenty years of experience in the political and governmental fields to the firm. Day provides guidance to clients that perform business with state, county, and municipal governments, as well as public-private partnerships, school districts, public transit, airports, and seaports. He assists clients in all aspects of government affairs and business development including: procurement, regulations, legislation, solicitations, negotiations, teaming, and strategic planning. Day's clients have interests in the areas of transportation, construction, education, public works, technology, consulting, affordable housing, and the environment.

Prior to joining Capital City Counseling, Day managed the Tampa office of a statewide lobbying firm. Additionally, he has worked in senior finance roles on various political campaigns in Florida including; U.S. Senate, Governor, Attorney General, and various local campaigns.

ROLE

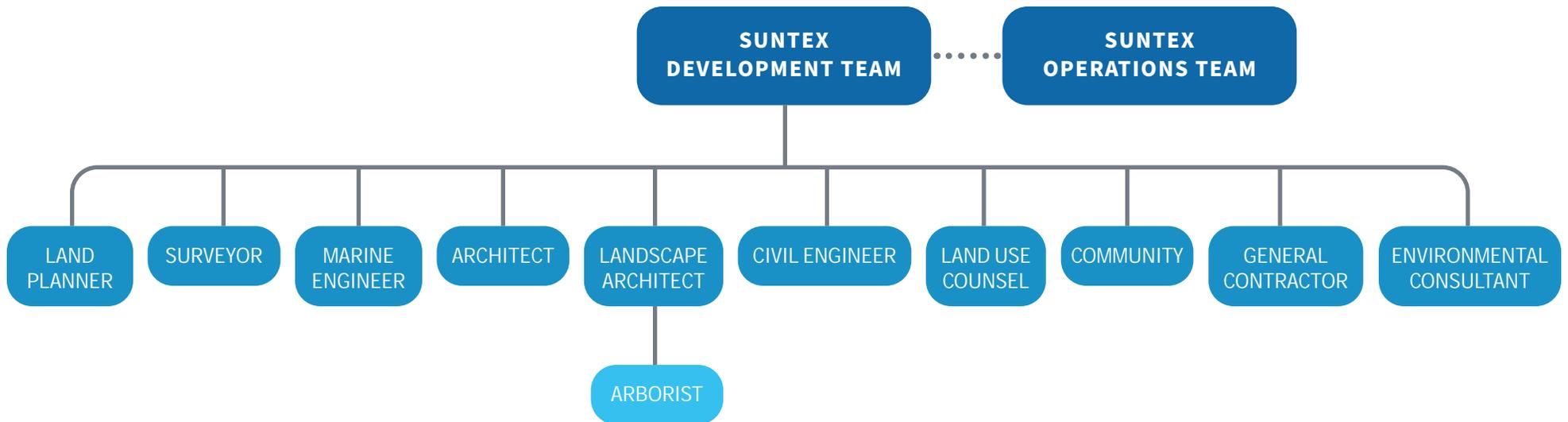
Day will lead Suntex's outreach and engagement efforts with local stakeholders and assist with the referendum.

REDEVELOPMENT TEAM

REDEVELOPMENT CONSULTANTS

CONSULTANT TEAM

Once selected, Suntex will immediately begin the formal site planning and approval process with the City of St. Petersburg. We will engage a land planner, architect, landscape architect, civil engineer, marine engineer, surveyor, and land use/environmental counsel to refine our development concept and advance the project through the approval process. In addition, Suntex will commence community outreach and engagement to ensure additional public input is considered in the approvals process. Please see community outreach and redevelopment schedule sections.



We are committed to hiring locally, including hiring local consultant teams and partnering with local vendors. Suntex also commits to exceeding the City of St. Petersburg's stated minimum threshold of 14% (Sec. 2-231.(a)) in the City's small business enterprise program (SBE), which will be further defined in the definitive agreement between Suntex and the City of St. Petersburg.

PART B

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS



REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

DEVELOPMENT EXPERIENCE

SUNTEX MARINAS HAS:

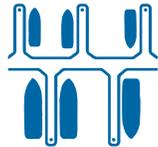


\$35 - 40M
IN ANNUAL CAPITAL
EXPENDITURES

\$300M + IN ACTIVE
DEVELOPMENT
PROJECTS



COLLECTIVELY, THE DEVELOPMENT TEAM HAS MANAGED BILLIONS IN DEVELOPMENT, INCLUDING:



THOUSANDS OF
FRESHWATER & SALTWATER SLIPS
INCLUDING NEW, REDEVELOPED & REFURBISHED



1.25M+ SF
OF COMMERCIAL SPACE WITH
NUMEROUS RESTAURANTS &
CONCESSION VENUES



1,000+ KEYS
IN RESORT HOTELS &
GOLF COURSE



6,000+ UNITS
OF FOR-RENT
MULTIFAMILY



1,500+ UNITS
OF FOR-SALE
HOMES

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

DEVELOPMENT EXPERIENCE

MIXED-USE DEVELOPMENT

Suntex is the leading owner, operator, and developer of best-in-class coastal and inland marina properties located throughout the United States. Our portfolio currently includes a total of 73 marinas with 30,600+ boat slips, which require substantial capital investment to maintain a superior customer experience. Over the last five years, Suntex invested over \$300M+ in actual capital expenditures and we are targeting over \$200M+ in projected capital expenditures over the next five years.

In addition to our capital projects, Suntex is currently developing over \$300M in “ground up” projects. Our development projects range from new restaurants to large-scale marina redevelopments, and we have lasting relationships with design and engineering professionals, contractors and specialty trades, and regulatory agencies throughout the United States. Our team manages all developments from concept to completion, and our development principals have substantial experience leading projects through the approvals process, engaging with local stakeholders and public agencies, and ultimately delivering high-caliber facilities.

Our development team focuses on “upland” development throughout our portfolio, as marina traffic and guest satisfaction is driven by the quality and amount of guest amenities, including restaurants, recreational centers, boater services, lounges/“captains quarters,” and other boutique amenities. All of our development concepts are closely vetted with our operations team to ensure they meet local market needs and differentiate ourselves in the marketplace. Renovations, additions, and general refurbishment routinely occur throughout our properties, as Suntex heavily reinvests into our properties to ensure we deliver a competitive and quality experience to our customers.

Suntex’s development team will be responsible for taking St. Petersburg Municipal Marina and Demens Landing from concept through construction, and we will assign a single point of contact throughout the RFP and development process to ensure that St. Petersburg is able to easily access a principal decision maker.

DIVERSE RANGE OF DEVELOPMENTS

A core component of Suntex’s redevelopment efforts are amenities, restaurants, recreational spaces, and public spaces, as these improvements serve a diverse body of customers and drive customer satisfaction. Planning for these spaces, especially during marina renovations, is critical, as installation of the infrastructure has high upfront costs, but provide the required amenities and services to make year-round marinas viable. Our development team works closely with our operations team to ensure spaces are planned for the long-term in mind, while also working with tenants and operations to set development standards that ensure our real estate investments are first-class.

PUBLIC PRIVATE PARTNERSHIPS & ENGAGEMENT

Suntex has significant experience and success with public/private partnerships, as many of our marinas are long-term ground leases with municipalities and governmental entities. We believe in structuring our partnerships to ensure both parties benefit from increased customer traffic and revenue, while also yielding a return to Suntex to support substantial capital investments throughout the term of the engagement. Some of our partnerships include Miami Beach Marina (Miami Beach, FL); Liberty Landing (Jersey City, NJ); Marina Jack & Bayfront Yacht Works & Marina (Sarasota, FL); and, Las Olas Marina (Ft. Lauderdale, FL).

APPROVALS, ENTITLEMENTS & PERMITTING

Suntex’s development principals have redeveloped marinas throughout the United States and Caribbean, and have a depth of experience navigating the entitlement and environmental processes in a range of jurisdictions. In addition, Suntex has a dedicated development team that has experience managing the FDEP, US Army Corps and other governmental review processes and will engage local/regional professions with local knowledge to secure the required approvals.

CONSTRUCTION

Suntex competitively bids all of its construction projects throughout the United States, but has a strong preference for selecting local contractors, vendors, and suppliers. Our development team draws on several management platforms to monitor progress, payments, bids, etc., on a daily, weekly, and monthly basis throughout the term of construction.

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

MANAGEMENT EXPERIENCE

SUNTEX MANAGES:



73 TOTAL MARINAS

58 ACTIVE
OWNED & OPERATED
MARINAS

15 MANAGED MARINAS



40+ SUCCESSFUL
WATERFRONT
FOOD & BEVERAGE
CONCESSIONS



300+ BOAT RENTAL FLEET &
180+ CLUB BOAT FLEET



1,600+ ON-SITE
LOCAL MARINA
EMPLOYEES

COLLECTIVELY, THE OPERATIONS TEAM HAS OVERSEEN **BILLIONS IN REVENUE** GENERATED
AS A RESULT OF **SUCCESSFUL MANAGEMENT PRACTICES**

THE OPERATIONS TEAM MANAGES ALL ASPECTS OF MARINE AND UPLAND OPERATIONS THAT PROVIDE AN
UNPARALLELED GUEST EXPERIENCE OFTEN CREATING **CUSTOMERS FOR LIFE**

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

MANAGEMENT EXPERIENCE

RECREATION & RESORT MANAGEMENT QUALIFICATIONS

With a focus on our customers, Suntex's operations team draws from a wide range of backgrounds to deliver superior hospitality experiences at our marinas, restaurants, and resorts throughout the United States. Suntex currently manages and operates over 60,000 resort room nights, 40+ restaurants and concessions, and 30,600+ slips throughout its portfolio. In addition, our team works closely with resorts, hotels, marinas, and other businesses within our markets to collectively drive customer traffic through partnerships, special events, and customer experiences.

CIRCLE OF BOATING

Suntex's Circle of Boating is a unique opportunity for our customers to gain unlimited access to top-of-the line boats and watercrafts across our marinas, which include bay boats, pontoons, tritoons, center consoles, and runabouts. Suntex may include a number of vessels for our Circle of Boating customers on-site to expand the recreational opportunities for families that want an on-the-water experience without the cost of boat ownership.

The Circle of Boating opportunity has proven to be one of the best ways to increase recreational opportunities throughout Suntex's marinas. It provides a risk-free way for new boaters to gain education, guidance, and on-the-water experience without making substantial financial commitments. This has allowed many families to create forever memories fishing and boating, while also creating an appreciation for the environment.

BOATING RENTAL FLEET

Our for-rent boating service provides an incredible opportunity for families to enjoy recreational experiences alongside our recreational and hospitality offerings. Our in-house hospitality and marina staff ensure that all of our guests are well attended to, receive the proper instructions and guidance, and safely operate the vessels.

Suntex may offer boat rental services and Circle of Boating amenities at the St. Petersburg Municipal Marina once the property is stabilized.



40+
SUCCESSFUL
WATERFRONT CONCESSIONS



60,000+
RESORT ROOM NIGHTS



30,600+
MARINA SLIPS



300+
BOAT RENTAL FLEET



1,200+
CIRCLE OF BOATING MEMBERS



180+
CLUB BOATS

MARKETING, BRANDING & ENGAGEMENT

Suntex has a national team that ensure each of our marinas excels at marketing our properties, in addition to working closely with on-site team members to curate special events and year-long programming activities. Our marketing team also engages with local partners to develop local programming that is tailored to each property.

INTEGRATED MANAGEMENT PLATFORM

In addition to Suntex's on-site team members, property managers, and regional management, we deliver a complete back-of-house management platform to ensure accounting reporting, compliance, and operational standards are readily implemented. Our management approach allows our team members to address operational challenges and realize potential revenue opportunities, and most importantly, to gauge customer experiences and satisfaction. Our integrated back-of-house administration includes Accounting and Financial Services, Budgeting and Variance Review, Cash Flow Management, Capital Expenditure Schedules (CapEx inspections, scheduling, bidding, etc.), Advertising and Marketing, Environmental and Regulatory Reporting, Facility Staffing & HR, Legal Support, Purchasing and Inventory System, Risk Management, and Strategic Business Planning.

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

MANAGEMENT EXPERIENCE

CONCESSIONS MANAGEMENT EXPERIENCE

Suntex manages over 40 successful food and beverage concession venues throughout our portfolio. Our concessions and restaurants span from quick service restaurants to fine dining experiences, with the location of our venues ranging from waterfront dining to passenger vessels. Our seven largest restaurants collectively have over 500 dedicated employees, over 2,700 seats, and \$42M+ in gross annual revenue.

Our concessions team also manage marina/ship stores throughout our portfolio to ensure boating necessities, groceries, catering/provisioning, and other retail services are readily available.



\$42M+

GROSS ANNUAL REVENUE
FROM SUCCESSFUL
WATERFRONT
FOOD & BEVERAGE
CONCESSIONS



2,700

SEATS ACROSS ALL
F&B / CONCESSIONS OUTLETS



500+

DEDICATED F&B /
CONCESSIONS
TEAM MEMBERS

OVERVIEW OF SELECT VENUES

MARINA JACK RESTAURANT | SARASOTA, FL

The Marina Jack Restaurant offers a 650 seat waterfront location with three unique dining options. This venue features both outdoor and indoor dining opportunities with different menu price points depending on dining area. Marina Jack Restaurant also features a private event room to host a variety of special functions such as weddings, corporate events, etc.

MARINA JACK II DINNER BOAT | SARASOTA, FL

The 96' vessel features USCG rated 149 passenger capacity along with climate controlled dining. Featuring both public and private cruises, the vessel operates two cruises per day and travels the intercoastal waterways around Sarasota.

O'LEARY'S TIKI BAR & GRILL | SARASOTA, FL

Casual themed waterfront concept has 300 seats and features Sarasota's largest Tiki Bar featuring live music daily.

TURTLE BEACH GRILL | SIESTA KEY, FL

Turtle Beach Grill's casual beach themed location has 150 seats and features live music weekly.

MONTY'S AT COCONUT GROVE | MIAMI, FL

Coconut Grove's largest waterfront restaurant with seating for 750 features live music daily along with the regions finest seafood. The causal venue features family friendly prices along with the regions best happy hour. Location features a private event room for social and corporate events.

BLUE SUNSHINE PATIO BAR & GRILL AT LYNN CREEK | DALLAS, TX

Featured at Lynn Creek Marina in Grand Prairie Texas, this 400 seat location opened in December 2021. The floating restaurant will be featuring fresh local seafood and live music.

OCEANSIDE SAFARI RESTAURANT AND LOUNGE | ISLAMORADA, FL

Situated at Caloosa Cove Marina and recently reopened after remodeling, the 175 seat waterfront restaurant features the region's finest seafood.

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

AMENITY OVERVIEW AT SELECT SUNTEX MARINAS

SUNTEX MARINAS			MARINE FACILITIES & SLIP AMENITIES													RENTALS				LODGING			
REGION	PROPERTY		BOAT RAMP	SERVICE CENTER	BOAT LIFT	ELECTRIC / WATER	FUEL	PUMP OUT	MARINE STORE	BATHROOM / SHOWER	LAUNDRY	POOL	SECURITY	WIFI	BOAT CLUB	F&B	HOUSEBOAT	MOTORBOAT RENTAL	KAYAK	SUP	CAMPGROUND / CABIN / HOTEL	RV PARKING	
FLORIDA / GEORGIA	ALLATOONA LANDING MARINE RESORT	CARTERSVILLE, GA	•	•		•	•	•	•	•	•	•	•	•				•	•		•	•	
	BAHIA MARYACHTING CENTER*	FORT LAUDERDALE, FL				•	•	•	•	•	•	•	•	•		•						•	
	BAYFRONT YACHT WORKS & MARINA*	SIESTA KEY, FL		•	•	•	•	•	•	•				•		•							
	BAYSHORE LANDING*	MIAMI, FL			•	•	•	•					•	•		•							
	CALOOSA COVE MARINA*	ISLAMORADA, FL		•	•	•	•	•	•	•	•	•	•	•		•						•	
	FARO BLANCO MARINA*	MARATHON KEY, FL				•	•	•	•	•	•	•	•	•		•						•	
	GARRISON BIGHT MARINA*	KEY WEST, FL		•			•		•														
	GLADE MARINA	ACWORTH, GA	•			•	•	•	•	•	•				•	•			•	•	•	•	
	HALL OF FAME MARINA*	FORT LAUDERDALE, FL				•		•			•	•		•	•		•						
	HARBOUR TOWNE MARINA*	DANIA BEACH, FL		•	•	•	•	•	•	•	•			•									
	HAULOVER MARINE CENTER*	NORTH MIAMI, FL	•	•		•	•	•	•	•	•												
	HOLIDAY ON LAKE LANIER	BUFORD, GA	•	•		•	•	•	•	•	•			•					•				
	LAS OLAS MARINA*	FORT LAUDERDALE, FL				•	•	•			•	•			•		•						
	LAZY DAYS AT HOLIDAY MARINA	BUFORD, GA		•			•	•	•		•			•									
	LEGENDARY MARINA*	DESTIN, FL		•			•		•	•	•	•				•	•		•				
	LITTLE HARBOR MARINAS*	RUSKIN, FL			•	•	•	•	•	•	•	•	•	•	•	•	•						
	LITTLE RIVER MARINA	CANTON, GA		•		•	•		•	•	•				•	•	•		•	•	•		
	MARINA JACK YACHT BASIN*	SARASOTA, FL		•	•	•	•	•	•	•	•	•			•	•	•		•				
	MIAMI BEACH MARINA*	MIAMI BEACH, FL			•	•	•	•	•	•	•	•	•	•	•		•						
	OCEAN VIEW MARINA*	MARATHON KEY, FL					•																
SEAHAVEN SUPERYACHT MARINA*	DANIA BEACH, FL				•	•	•	•	•	•			•	•									
SNOOK BIGHT MARINA*	FORT MYERS, FL		•	•	•	•	•	•	•	•	•	•	•	•	•	•		•					
SUNRISE COVE MARINA	GAINESVILLE, GA	•			•	•	•	•	•	•			•										
SUNRISE HARBOR MARINA	FORT LAUDERDALE, FL				•	•	•				•	•	•			•							
SOUTHEAST	HURRICANE MARINA	SILVER POINT, TN	•				•	•	•					•	•	•		•					
	KENTUCKY DAM MARINA	NANCY, KY	•	•		•	•	•	•	•	•			•	•			•	•	•			
	LAUREL MARINA & YACHT CLUB	BRISTOL, TN	•	•		•	•	•	•	•	•							•					
	STATE DOCK MARINA	JAMESTOWN, KY	•	•	•	•	•	•	•	•	•		•	•	•	•		•	•				
	WOLF CREEK MARINA	NANCY, KY	•			•		•	•	•	•			•	•	•			•	•			
SUBTOTAL			10	15	9	24	27	25	24	22	18	9	16	20	8	20	1	13	5	4	5	1	

* 28 saltwater marinas in Suntex Marina portfolio, 16 of which are located in Florida

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

AMENITY OVERVIEW AT SELECT SUNTEX MARINAS CONTINUED

SUNTEX MARINAS			MARINE FACILITIES & SLIP AMENITIES													RENTALS				LODGING		
REGION	PROPERTY		BOAT RAMP	SERVICE CENTER	BOAT LIFT	ELECTRIC/WATER	FUEL	PUMP OUT	MARINE STORE	BATHROOM/SHOWER	LAUNDRY	POOL	SECURITY	WIFI	BOAT CLUB	F&B	HOUSEBOAT	MOTORBOAT RENTAL	KAYAK	SUP	CAMPGROUND / CABIN / HOTEL	RV PARKING
WEST	LAKE DON PEDRO MARINA	LA GRANGE, CA	•	•	•	•	•	•	•						•		•	•	•	•	•	•
	MOCCASIN POINT MARINA	JAMESTOWN, CA			•				•									•	•	•		
	PLEASURE COVE MARINA (CA)	NAPA, CA	•		•		•	•	•						•			•	•		•	•
	SEASIDE BOATYARD & MARINA*	OXNARD, CA		•	•	•				•	•		•									
	TAHOE KEYS MARINA	SOUTH LAKE TAHOE, CA	•	•	•	•	•	•	•	•						•		•	•	•		
CENTRAL	CANYON LAKE MARINA	APACHE JUNCTION, AZ				•	•	•	•	•					•			•	•		•	•
	CANYON LAKE MARINA	CANYON LAKE, TX	•	•			•	•	•	•	•		•	•	•	•		•	•	•		
	CAPTAIN'S COVE MARINA	ROCKWALL, TX	•	•			•	•	•	•			•		•			•			•	
	CHANDLER'S LANDING MARINA	ROCKWALL, TX	•	•			•	•	•	•			•		•	•		•				
	CRANES MILL MARINA	CANYON LAKE, TX	•	•			•	•	•	•	•			•	•			•	•	•		
	CROSTIMBERS MARINA	SPERRY, OKLAHOMA		•			•								•	•		•	•	•	•	
	EAGLE MOUNTAIN MARINA	FORT WORTH, TX	•			•	•	•	•	•				•		•		•				
	HARBOR ONE MARINA	FORT WORTH, TX	•						•	•				•								
	LAKE COUNTRY MARINA	FORT WORTH, TX					•	•	•	•				•								
	LYNN CREEK MARINA	GRAND PRARIE, TX	•				•	•	•					•	•	•			•			
	RED ROCK MARINA	PELLA, IA			•		•	•	•	•									•	•		
	ROOSEVELT LAKE MARINA	ROOSEVELT, AZ		•		•	•	•	•		•			•		•			•			•
	SAYLORVILLE MARINA	DES MOINES, IA		•	•				•	•	•					•	•		•			
NORTHEAST	CHANNEL CLUB MARINA*	MONMOUTH BEACH, NJ		•	•	•	•	•	•	•		•		•	•							
	FAIR HAVEN YACHT WORKS*	FAIR HAVEN, NJ		•	•	•		•		•				•								
	GREEN COVE MARINA*	BRICK TOWNSHIP, NJ		•	•	•	•	•	•	•		•	•	•								
	KEY HARBOR MARINA*	WARETOWN, NJ		•	•	•	•	•	•	•	•	•	•	•		•						
	LIBERTY LANDING MARINA*	JERSEY CITY, NJ		•	•	•	•	•	•	•	•	•	•	•		•						
	NORTH POINT MARINA	WINTHROP HARBOR, IL	•	•		•	•	•	•	•	•	•	•	•		•			•	•		
	OCEAN YACHT MARINA*	PORTSMOUTH, VA				•	•	•	•	•	•			•								
	PLEASURE COVE MARINA (MD)*	PASADENA, MD		•	•	•	•	•	•	•	•	•	•	•		•						
	SUNSET HARBOUR*	EAST PATCHOGUE, NY		•	•	•				•	•	•		•		•						
	TIDEWATER YACHT MARINA*	PORTSMOUTH, VA				•	•	•	•	•	•	•		•		•						
YORK RIVER YACHT HAVEN*	GLOUCESTER POINT, VA		•	•	•	•	•	•	•	•	•		•		•							
SUBTOTAL			11	19	15	17	23	24	25	23	12	8	11	14	10	16	1	15	9	8	5	4
TOTAL			21	34	24	41	50	49	49	45	30	17	27	34	18	36	2	28	14	12	10	5

* 28 saltwater marinas in Suntex Marina portfolio, 16 of which are located in Florida

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

SUNTEX MARINAS | MARINA FACILITIES

FLORIDA KEYS DESTINATION | FARO BLANCO RESORT & MARINA



ICONIC DESTINATION

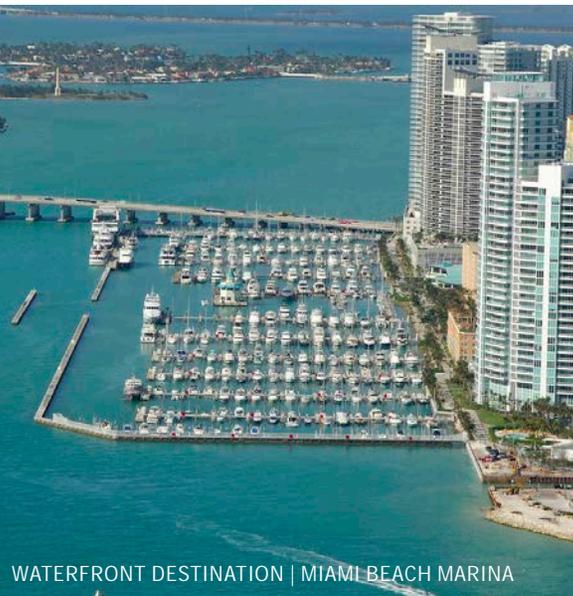


HEART OF FORT LAUDERDALE | BAHIA MAR MARINA

GATEWAY TO SARASOTA | MARINA JACK YACHT BASIN



WORLD CLASS FACILITIES

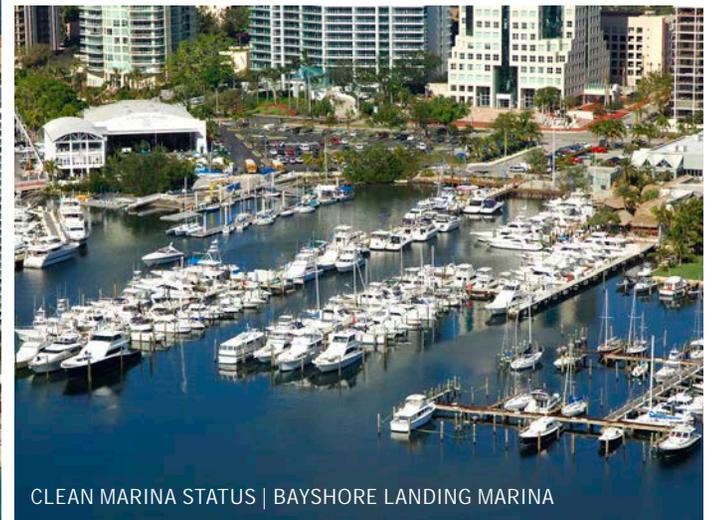


WATERFRONT DESTINATION | MIAMI BEACH MARINA



CLEAN MARINA STATUS | SNOOK BIGHT MARINA

ENVIRONMENTAL STEWARDSHIP

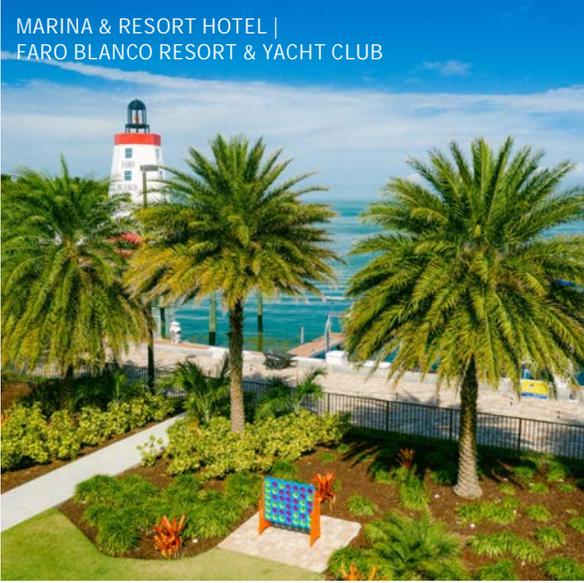


CLEAN MARINA STATUS | BAYSHORE LANDING MARINA

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

SUNTEX MARINAS | UPLAND FACILITIES

MARINA & RESORT HOTEL | FARO BLANCO RESORT & YACHT CLUB



WATERFRONT PEDESTRIAN PROMENADE | MARINA JACK YACHT BASIN

PUBLIC ACCESS

WATERFRONT AMENITIES

WATERFRONT RESORT | BAHIA MAR MARINA



WATERFRONT PROMENADE | MIAMI BEACH MARINA

YOGA ON THE DOCK | MARINA JACK YACHT BASIN



PROGRAMMING & EVENTS

FORT LAUDERDALE INTERNATIONAL BOAT SHOW | LAS OLAS MARINA



REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

SUNTEX MARINAS | FOOD & BEVERAGE



WATERFRONT RESTAURANT | MARINA JACK YACHT BASIN

FINE & CASUAL DINING



OUTDOOR EXPERIENCE | MARINA JACK YACHT BASIN

OUTDOOR & EVENT SPACES



AWARD WINNING VENUE | LIBERTY LANDING MARINA



WEDDINGS & EVENTS | MARINA JACK YACHT BASIN



INTERNALLY OPERATED | BAYSHORE LANDING

SITE SPECIFIC VENUES



THEMED RESTAURANT | MARINA JACK YACHT BASIN



DINNER CRUISES | MARINA JACK II

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

AWARDS AND RECOGNITION



BOATER'S CHOICE & ELITE FLEET

LIBERTY LANDING MARINA | 2017 - 2021, ELITE FLEET 2022

TIDEWATER YACHT MARINA | 2017 - 2020

CALOOSA COVE MARINA | 2022 - 2021

HARBOR ONE MARINA | 2022

MARINA JACK | 2022

Boater's Choice Marina Awards from Marinas.com are awarded to marinas that maintain an average rating of 4.8 stars and receive at least ten reviews over the course of a year. They represent marinas that consistently provide "an excellent home for the boating community." Suntex Marinas is proud to have multiple marinas recognized with repeated Boater's Choice Awards and an Elite Fleet Award.

NATIONAL MARINA OF THE YEAR | MARINA JACK | 2015

NATIONAL MARINA OF THE YEAR | LIBERTY LANDING | 2017

BUSINESS OPERATIONS AWARD | MARINA JACK | 2020



Marina Dock Age Magazine recognizes two outstanding U.S. marinas each year - one small and one large. Marinas chosen "displayed success through exemplary business practices, commitment to customer service, environmental responsibility, and contributes to the marina industry." Marina Dock Age also recognizes three marinas for category highlights: Business Operations Award, Building & Growing Award, and the Hospitality Award.

ISS FABIEN COUSTEAU BLUE AWARD

SUNTEX MARINAS & LOGGERHEAD MARINELIFE CENTER | 2017

FABIENCOUSTEAU

The prestigious ISS Fabien Cousteau Blue Award recognizes stewardship of the marine ecosystem. The criteria for the annual nominated and juried award include "environmental leadership, global oceanic conservation and resource preservation," as well as "integration of environmental technologies and resource management with the goal of setting achievable standards and models for wide adaptation in the design, engineering and building of large yachts—and the use of the Earth's waterways."

Suntex Marinas is dedicated to providing outstanding service to the boating community while advocating for environmental preservation and sustainable marina practices that protect the ecosystem. Multiple Suntex Marinas are designated as a "Clean Marina" by the Florida Department of Environmental Protection and other entities. Miami Beach Marina was designated a Clean and Resilient Marina in addition to being a Clean Marina for the "promotion and expansion of resilient and environmentally responsible operations and best management practices at marinas."



- BAHIA MAR YACHTING CENTER
- BAYSHORE LANDING MARINA
- CANYON LAKE & CRANE'S MILL MARINA
- CAPTAIN'S COVE MARINA
- CHANDLER'S LANDING MARINA
- CROSTIMBERS MARINA
- FARO BLANCO RESORT & MARINA
- HALL OF FAME MARINA
- HARBOUR TOWN MARINA
- MARINA JACK YACHT BASIN
- MIAMI BEACH MARINA
- MOCCASIN POINT MARINA
- LAKE DON PEDRO MARINA
- LAS OLAS MARINA
- LAUREL MARINA & YACHT CLUB
- LITTLE HARBOR MARINAS
- PLEASURE COVE MARINA (CA)
- PLEASURE COVE MARINA (MD)
- SEAHAVEN SUPERYACHT MARINA
- SNOOK BIGHT MARINA
- YORK RIVER YACHT HAVEN

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

PHILOSOPHY, PHILANTHROPY & COMMUNITY INVOLVEMENT

Suntex Marinas is dedicated to being responsible stewards of sustainable, inclusive, and conscientious communities. Our company is committed to giving back the community and protecting the environment. Below are some of the initiatives that we champion.

FOLDS OF HONOR FOUNDATION

Since 2012, Suntex Marinas has been a longtime supporter of the Folds of Honor Foundation, a 501(c)(3) charitable organization, whose mission is providing educational scholarships to the children and spouses of those killed or disabled while serving our great nation. Suntex is passionate in efforts to raise funds and awareness for Folds of Honor, and our marinas are always proud to host donation and fundraising events. Suntex donates a portion of the sales from our marina stores during a dedicated month to provide scholarship opportunities. Suntex silent auctions, large item raffles, gala events, cook outs, etc. in support of Folds of Honor have evolved into a million-dollar fund-raising initiative. To date, Suntex has helped raise \$160M. In addition, the Folds of Honor cottage at CrossTimbers Marina is run by the Folds of Honor Foundation that allows us to give veterans, disabled military members, and active military members a getaway space.

USA CARES

In partner with Major League Fishing Bass Pro Tour angler, Bradley Roy in 2020, Suntex Marinas supports the initiative USA Cares, an organization that provides financial and advocacy assistance to post-9/11 active duty US military service personnel, veterans, and their families. State Dock Marina also provides lodging for the winner of the Fish with Bradley Sweepstakes.

LOGGERHEAD MARINELIFE CENTER

Suntex Marinas has a deep and driving commitment to the environment and clean and responsible boating. In 2017, Suntex supported the Loggerhead Marinelifelife Center with a \$400,000 donation that helped provide outreach programs and educational experience for children. The non-profit rescue to release facility focuses on ocean and sea turtle conservation, and is home to a sea turtle hospital. Suntex Marinas is proud to be one of the largest corporate donors to Loggerhead Marinelifelife Center to support its cause.

#SUNTEXCARES

In 2017, Suntex joined in the efforts to help those adversely affected by Hurricane Harvey. As a Dallas-based company, Suntex was determined to give back to the immediate community by donating 10% of Labor Day weekend sales across all Marine Centers to local Texas charities, and collecting and running trailers of items to first responders, shelters and churches.



REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

DEVELOPMENT EXPERIENCE & REFERENCE PROJECTS OVERVIEW



\$35 - 40M
IN ANNUAL CAPITAL
EXPENDITURES

\$300M+ IN ACTIVE
DEVELOPMENT
PROJECTS



Suntex has completed a diverse set of development projects across its portfolio and currently has \$300M+ of active projects under development. Our principals directly manage all of our development efforts, as each project we undertake has several different operational elements (i.e., marinas, restaurants, hospitality, office, amenities, etc.); numerous approvals and permits with local, state, and federal agencies; and, detailed logistics that are required to deliver finished products on both land and water. In addition to our large-scale development efforts, our team completes \$35-40M a year in capital improvements, which range from dock repairs to complete refurbishment of marinas, restaurants, and amenities.

Suntex's development team has dedicated team members who focus on design, project approvals, and entitlements. These team members directly engage with public agencies, governmental entities, and stakeholders to develop and refine a project's vision to ensure it is responsive to local market needs and site-specific environmental considerations.

Our projects often have common design elements, but each is fundamentally different due to physical constraints, site specific design parameters, and the terms of any underlying ground leases / concession agreements with our governmental partners. Our development team is committed to engaging local engineers, architects, land planners, and landscape architects, as each of our projects are tailored to local, site-specific conditions.

St. Petersburg Municipal Marina encompasses all of these facets for Suntex, as delivering a world class project at St. Petersburg's prime waterfront will require a team with our experience, vision, and dedication to successfully implement the City's goals.

REFERENCE PROJECTS



LAS OLAS MARINA

- \$70M Redevelopment
- 88 Mega Yacht Slips, 7,500+ LF of Docks
- 50,000+ SF of Restaurant, Office, and Amenities



MARINA JACK YACHT BASIN

- \$15M Redevelopment
- 315 Slips & Mooring Field, 24-Hour Fueling Facility
- 4 On-site Dining Venues



GARRISON BIGHT MARINA

- \$15M Redevelopment
- 240 Slips, Full Service Marina
- On-site Restaurant and Bar



CALOOSA COVE MARINA

- \$5M Redevelopment
- 118 Slips, 30 Suite Oceanfront Resort
- 2 On-site Restaurants, Bar & Gas Station



FORT MYERS YACHT BASIN

- ±\$45M Redevelopment
- 382 Slips, Floating Docks, and Amenities
- Restaurant, Retail, etc.



LIBERTY LANDING MARINA

- \$16M Redevelopment
- 520 Slips, 24-Hour Fueling Facility
- 2 On-site Restaurants, Retail, etc.

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

REFERENCE PROJECT

LAS OLAS MARINA

LOCATION	Fort Lauderdale, Florida
REFERENCE	City of Fort Lauderdale
CONTACT INFO	Ben Rogers, Director of Transportation & Mobility brogers@fortlauderdale.gov 954.828.3781
ROLE OF PROPOSER	Lessee
CAPITAL COST	\$70M
STARTED - COMPLETED	2022 - Ongoing
YEAR ACQUIRED	2021
KEY PERSONNEL & ROLE	David Filler - Chief Development Officer* Eric Metz - Senior Director of Development*



PROJECT SUMMARY

Las Olas Marina is the capstone project in the City of Fort Lauderdale's efforts to redefine the city's waterfront and downtown identity. The \$70M world class mega yacht marina will consist of a 2,000 LF public waterfront promenade, a stand-alone signature restaurant and a three-story marine services building containing a casual restaurant, dockmaster's office, ship store, offices, retail, and a captain's and crew lounge with a rooftop gym, pool, chef's kitchen, recreational spaces, and crew amenities.

DEVELOPMENT RELEVANCE

We have extensive experience working with cities and local communities to envision and create lasting iconic destinations that are inviting to both visitors and locals, while also generating local jobs and revenue for the city, and providing infrastructure improvements. Suntex was selected after a competitive RFP process in which we own and operate the Las Olas Marina for 50 years (plus 5 years for pre-development and construction) in partnership with the City of Fort Lauderdale. In addition to redeveloping the existing marina into a world class full-service marina with amenities, improvements at Las Olas Marina include \$4M in wastewater infrastructure improvements; a new municipal pump station; 1,750 LF of seawall improvements to protect against sea level rise; and 2,000 LF of landscaped streetscape to encourage pedestrian activity. The new marina provides increased dockage, promotes an active waterfront, and allows public access to the waterfront.

OVERVIEW



We are committed to maintaining Clean Marinas and strive for environmental resiliency through sustainable practices. At Las Olas Marina, 3 acres of the site was converted back to water and natural habitat, and the seawall improvements will help protect the city against sea level rise.

OPERATION RELEVANCE

Known as the Yachting Capital of the World, Las Olas Marina is home to the annual Fort Lauderdale International Boat Show, which is responsible for \$1.3B economic output for the State of Florida generated by purchases at the show. In planning for large scaled events, Suntex worked extensively with FLIBS to provide infrastructure accommodations and improvements to ensure the success of future events at the marina. We also worked with the City to provide sufficient parking for both events and everyday use, and created connections to other destinations and amenities, like the Fort Lauderdale Beach.

* Key personnel on proposed project team.
Please see team member qualifications and experience for more information.

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

REFERENCE PROJECT

LAS OLAS MARINA CONTINUED



KEY PERSONNEL ROLE

Suntex took possession of Las Olas Marina in October 2021 and broke ground early 2022. Suntex's local team, David Filler* and Eric Metz*, manage the day-to-day development and construction process of Las Olas Marina, including:

- Securing City, County, State, and Federal approvals, entitlements, and permits to deliver the project
- Active and on-going community engagement with local stakeholders, including several thousand residents that directly abut the marina
- Selecting and overseeing interdisciplinary design and consultant team
- Project bidding, leveling, and contract awards
- Schedule and sequencing of project work
- Oversight of construction progress and construction management
- Continuous engagement with municipal, state and federal stakeholders

Suntex is directly responsible for all administration, oversight, and operational performance of Las Olas Marina. The estimated number of on-site employees will be 25 to 30 once fully stabilized.

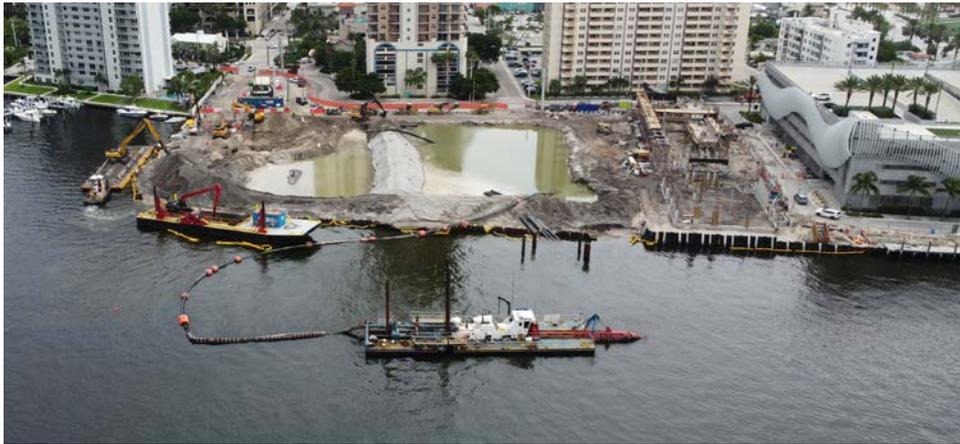
* Key personnel on proposed project team.
Please see team member qualifications and experience for more information.

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

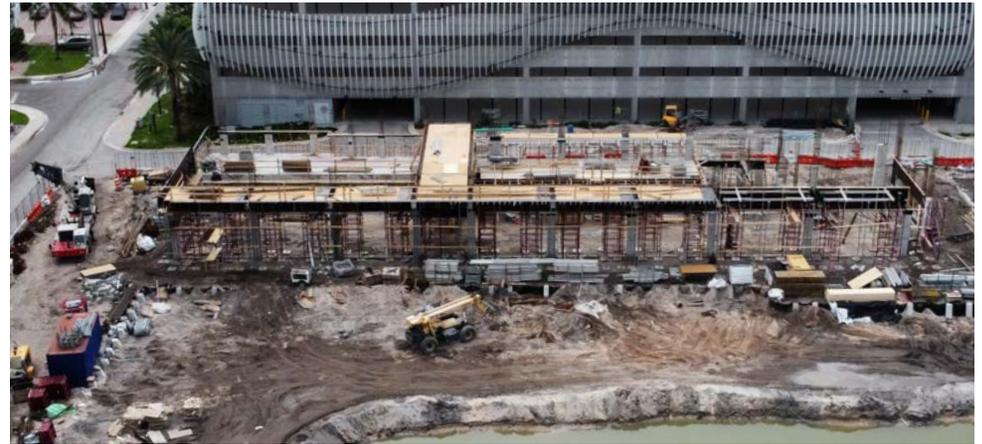
REFERENCE PROJECT

LAS OLAS MARINA CONTINUED | ACCOMPLISHED IN THE PAST 9 MONTHS:

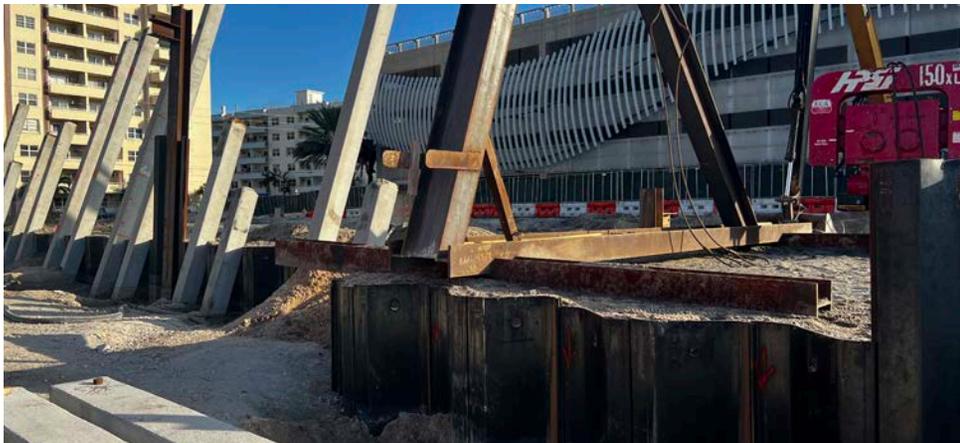
- Dredged & hauled $\pm 100,000$ cubic yards
- Installed over 200 deep foundation piles
- Commenced vertical construction on 7 buildings
- Installed 1,000 LF of steel sheetwall & batterpiles
- Completed \$3M pump station serving Ft. Lauderdale Beach
- Installed over 1 mile of new AT&T conduit
- Placed over 1.75 miles of FPL lines underground
- Replaced 1,000 LF of deep sanitary sewer serving 3,500+ customers



Dredging to excavate new marina basin



Commencing vertical construction on 7 upland buildings



1,000 LF of sheetwall installation for new seawall in saltwater conditions



Batterpile installation with challenging geotechnical site conditions

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

REFERENCE PROJECT

MARINA JACK YACHT BASIN



LOCATION	Sarasota, Florida
REFERENCE	City of Sarasota
CONTACT INFO	Rob Schanley, Facilities / Asset Manager robert.schanley@sarasotafl.gov 941.263.6271
ROLE OF PROPOSER	Lessee
CAPITAL COST	\$15M & Ongoing Capital Expenditures
STARTED - COMPLETED	2016
YEAR ACQUIRED	2016
KEY PERSONNEL & ROLE	Sam Chavers - SVP, Florida & NE Regions* Kathryn Ross - CMO - Regional Manager, Florida West* Greg Corvelle - Regional Manager of F&B*

OVERVIEW



* Key personnel on proposed project team.
Please see team member qualifications and experience for more information.

PROJECT SUMMARY

Marina Jack Yacht Basin, an award winning world class waterfront destination at the heart of downtown Sarasota, serves as a landmark and catalyst for activating the City's waterfront while providing recreational opportunities. Marina Jack offers marine and upland facilities and amenities that include floating docks, a mooring field, a 24-hour fueling facility (the only one of its kind on the Gulf Coast), boat/watersports rentals, cruises, waterfront dining, live entertainment, marina programming/events, and multiple event spaces. Marina Jack received the Marina Dock Age Business Operations Award in 2020 and was one of the first FDEP Clean Marinas in Florida, a distinction that it has held consecutively for over 25 years.

DEVELOPMENT RELEVANCE

Since taking over Marina Jack and entering into a public/private partnership with the City of Sarasota in 2016, Suntex has focused on improving the marina and amenities to better meet the needs of today's boating community. Major improvements in the last 5 years alone include over 20 new boat lifts, new pump-out facilities, a new 24-hour fuel terminal, a new club office, and wifi upgrades. Other upgrades through the years have included adding a new access control systems, slip reconfiguration and improvements, the addition of a concierge service with a boat club and boat rental operations, on-site brokerage and retail spaces, and laundry facilities. Under an operational agreement with the City, Suntex also manages the Bayfront Mooring Field, the area's first public mooring field, that encompasses over 88 engineered moorings for vessels up to 50'. We invest in our assets and continuously provide maintenance and improvements to ensure the integrity and safety of our facilities.

OPERATION RELEVANCE

Suntex has been managing Marina Jack since 2016 and has continually improved its operational and economic performance. Suntex has on-site management that oversees the day-to-day operations of the marina, consisting of, but not limited to:

- Improving the marina's guest service level, performance, efficiency and profitability, as well as ensuring guest safety
- Approving and overseeing all long-term dock leasing, waiting list, and retail leasing
- Achieving financial results according to annual operating and capital budgets; monitoring actual versus projected budget figures on a monthly basis; approving all purchases, invoices and check requests
- Employee training and supervision

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

REFERENCE PROJECT

MARINA JACK YACHT BASIN



OPERATION RELEVANCE CONTINUED

In addition to regular programming such as Dock Yoga, Marina Jack managers plan for and oversee large annual events including the Suncoast Boat Show and Sarasota Powerboat Grand Prix Festival, and numerous offshore/billfish fishing tournaments, as the property is an IGFA certified weigh station with a permanent scale that can weigh fish up to 1,000 lbs. The General Manager oversees 25 marina employees and the on-site restaurants employ over 100 staff members. Operations at Marina Jack are overseen by a Certified Marina Operator (CMO).

KEY PERSONNEL ROLE

Prior to her role as Regional Manager of Florida (West), Kathryn Ross* was the General Manager for Marina Jack Yacht Basin and Bayfront Yacht Works & Marina. Many recent marina improvements were made under her management, including the installation and implementation of the 24-hour fuel terminal, and developing new processes for fuel reconciliation.

Marina Jack is home to Marina Jack Restaurant Group, Florida Gulf Coast's largest regional restaurant operations that include 4 unique waterfront concepts hosting daily live entertainment, events, and themed dinners. Restaurant operations are overseen by Greg Corvelle*, Regional Manager of F&B for all of Florida, who prior becoming Regional Manager, was the General Manager Marina Jack Restaurant, MJII Lunch and Dinner Cruise Boat, along with O'Leary's Tiki Bar and Grill at Marina Jack Yacht Basin. Just as we invest in our assets, we also take great pride in investing in our people, as they bring with them a wealth of experience and knowledge. Many of the aforementioned improvements were under the management of Sam Chavers*, who at the time, was VP of marina operations at Marina Jack, and prior to the Suntex merger in 2016, the director of marina operations and dockmaster at Marina Jack.

* Key personnel on proposed project team.
Please see team member qualifications and experience for more information.

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

REFERENCE PROJECT

GARRISON BIGHT MARINA

LOCATION	Key West, Florida
ROLE OF PROPOSER	Fee Owner
CAPITAL COST	\$15M
STARTED - COMPLETED	2023 - Ongoing
YEAR ACQUIRED	2022
KEY PERSONNEL & ROLE	David Filler - Chief Development Officer* Eric Metz - Senior Director of Development*



OVERVIEW



PROJECT SUMMARY

Located in Key West, Florida, Garrison Bight Marina is the only full-service marina and dry rack facility on the island. The property consists of 15 wet slips and 225 dry slips as well as fuel dock, ship store, and on-site restaurant with a roof top garden and bar. Garrison Bight also offers charter excursions — cruising, dolphin watching, fishing, etc., and a full-service department of certified master technicians for professional and reliable marina repairs.

DEVELOPMENT RELEVANCE

Suntex acquired Garrison Bight in February 2022 with the long-term goal of redeveloping the asset into a dry rack facility capable of storing 45-50' LOA vessels. The proposed redevelopment includes demolition of the existing boat barn and dry rack storage; relocation of the existing fuel tanks; construction of new dry racks; installation of new fairways/site work; maintenance dredging; construction of 150 LF of sheetwall in a saltwater environment; new lift wells for large lifts and vessels; and, miscellaneous renovation of the property. After determining optimal slip sizing for the location and market, the redevelopment/reconfiguration of the dry storage facility will accommodate larger boats, the addition of Circle of Boating vessels, and an expansion of slips, allowing the property to maximize its potential.

The development and operations teams are currently coordinating to identify the utilities (specifically electric and fueling) that will need to be relocated during the redevelopment process and engaging the respective regulatory entities. The estimated development timeline is approximately 12 months (6 months for entitlements/approvals and 6 months of construction) for the upland construction.

OPERATION RELEVANCE

Garrison Bight Marina will remain partially open during the course of construction. Due to the location of the property, substantial pre-construction work is being completed to ensure work is phased to accommodate labor and material availability. Operations at the marina are overseen by a Certified Marina Manager (CMM).

KEY PERSONNEL ROLE

David Filler* is overseeing the design of the new marina layout and Eric Metz* is leading the approvals, permitting, and construction process.

* Key personnel on proposed project team.
Please see team member qualifications and experience for more information.

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

REFERENCE PROJECT

CALOOSA COVE MARINA



LOCATION	Islamorada, Florida
ROLE OF PROPOSER	Fee Owner
CAPITAL COST	\$5M
STARTED - COMPLETED	2022 - 2023
YEAR ACQUIRED	2021
KEY PERSONNEL & ROLE	Chief Development Officer* Eric Metz - Senior Director of Development*

OVERVIEW



PROJECT SUMMARY

Located in the heart of the Florida Keys, Caloosa Cove Marina and Resort includes a full-service marina with 30 wet slips, 88 dry slips, a general store with bait and tackle, 30 oceanfront suites with kitchens and balconies, a spacious heated swimming pool overlooking the Atlantic Ocean, two on-site restaurants, beachside grills and picnic tables. Free wifi, fishing charters, and roadside fueling from the on-site gas station are also offered as part of the inclusive recreation and resort experience.

DEVELOPMENT RELEVANCE

Caloosa Cove Marina and Resort was recently redeveloped to offer two restaurants within the property — the new restaurant is Suntex owned and operated, and managed by Greg Corvelle, Regional Manager of Food and Beverage. The renovations include a full restaurant remodel with a new kitchen, new equipment, beachside exterior seating, utilities, professional landscaping and pedestrian amenities. Additional upland and marina renovations are on-going to add outdoor boat racks and enhance the guest experience with new amenities.

The development team directly managed and secured the permits and approvals for redevelopment. In addition, several meetings were held with local HOAs, City staff, and nearby residents to ensure the adjacent community was updated on the redevelopment progress.

OPERATION RELEVANCE

All of the marina services at Caloosa Cove Marina remained operational throughout the construction process. Operations at the marina are overseen by a Certified Marina Manager (CMM).

KEY PERSONNEL ROLE

David Filler* and Eric Metz* are the local Suntex team members responsible for overseeing the redevelopment at Caloosa Cove Marina, from selection of the design and consultant teams, securing approvals, to managing the construction. Greg Corvelle* oversees the restaurant operations at Caloosa Cove. Together, the development and operations team worked to deliver a full-service marina and resort experience.

* Key personnel on proposed project team.
Please see team member qualifications and experience for more information.

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

REFERENCE PROJECT

CALOOSA COVE MARINA CONTINUED



* Key personnel on proposed project team.
Please see team member qualifications and experience for more information.

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

REFERENCE PROJECT

FORT MYERS YACHT BASIN



LOCATION	Fort Myers, Florida
REFERENCE	City of Fort Myers
CONTACT INFO	John Lege, Assistant City Manager jlege@cityftmyers.com 239.321.7030
ROLE OF PROPOSER	Lessee
CAPITAL COST	±\$45M
STARTED - COMPLETED	2023 - Ongoing
KEY PERSONNEL & ROLE	David Filler - Chief Development Officer* Eric Metz - Owner's Representative*

OVERVIEW



PROJECT SUMMARY

In 2022, Suntex was selected after a competitive RFP process by the City of Fort Myers to deliver a world class marina that realizes the City's long-term vision of repositioning the Fort Myers Yacht Basin as the gateway to downtown. The proposed redevelopment consists of both marina and upland improvements that retain the City's unique identity while activating the waterfront and providing economic benefits to the city.

DEVELOPMENT RELEVANCE

Suntex proposed to deliver a world class marina village that includes over \$45M of improvements to the marina basin, consisting of new floating docks, seawalls, upland buildings and structures, and related amenities, in addition to ±45,000SF of upland buildings (retail/restaurant/office/amenities), food and beverage establishments with indoor and outdoor dining, and landscaped streetscape and pedestrian amenities. Suntex finalized negotiation with the City and is currently in the design phase of redevelopment, and obtaining entitlements and permits.

OPERATION RELEVANCE

After the devastating effects of Hurricane Ian on Fort Myers Yacht Basin, the marina was deemed unsafe and uninhabitable by the City and closed until further notice. Throughout the negotiation process and prior to the hurricane, Suntex had intended to operate the marina during redevelopment and planned to accommodate existing live-a-boards and commercial tenants in a phased redevelopment approach. Existing marina staff would have been given an opportunity to interview with Suntex and grow with the company.

KEY PERSONNEL ROLE

David Filler* and Eric Metz* are the local Suntex team members responsible for overseeing the redevelopment at Fort Myers. In addition to being the visionaries behind the RFP proposal, presenting to the City during the RFP process, being available for questions and answers to the public, and negotiating with City officials to finalize a contract, Filler and Metz are responsible for selecting and managing the design team, consultants, and contractors to move the project forward from design through construction until it is turned over to the operations team.

* Key personnel on proposed project team.
Please see team member qualifications and experience for more information.

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

REFERENCE PROJECT

LIBERTY LANDING MARINA



LOCATION	Jersey City, New Jersey
REFERENCE	State of New Jersey
CONTACT INFO	George Chidley, Director of Leases, NJDEP george.chidley@dep.nj.gov 609.633.7575
ROLE OF PROPOSER	Lessee
CAPITAL COST	\$16M
YEAR ACQUIRED	2010
KEY PERSONNEL & ROLE	Ron TenEyck - Investments Partner* Sam Chavers - SVP, Florida & NE Regions*

OVERVIEW



PROJECT SUMMARY

Located in the historic Liberty State Park, home of the Statue of Liberty, Liberty Landing Marina is a 520-slip, full-service marina that offers 24-hour fueling facilities, full-service maintenance, a marine store, captain’s lounge, laundry facilities, retail, as well as two on-site restaurants that offer fine dining and casual outdoor dining. Liberty Landing set the highest standards in the industry for amenities and services and was awarded the Boater’s Choice Award for 5 consecutive years from 2017-2021 and Elite Fleet Award in 2022.

DEVELOPMENT RELEVANCE

Suntex delivered a \$16M build-out of a 4 story, 40,000SF headquarters building containing 10,000SF of restaurant space; 25,000SF for catering; 5,000SF of common areas, which includes a captain’s lounge; marina store and laundry facilities; and, retail space leased to tenants. The full-service marina offers many services and amenities to our guests, including the Liberty Landing Ferry, Statue of Liberty tours, fishing tours, and complimentary dock-and-dine for on-site restaurants. Liberty Landing offers these services and more to connect the marina to nearby attractions, amenities, and other venues to provide a superior level of service. Suntex has operated Liberty Landing Marina since 2010. Our team has continually worked to upgrade the marina, service, and amenities throughout the property.

OPERATION RELEVANCE

Liberty Landing has 30 full time employees, including staffing for a full service boat repair and service operation; watersports rental; maintenance; and all marine and upland programming. On-site staff are managed by a General Manager, who is supported by the Regional Manager and the Regional Business Operations Manager.

HURRICANE PLAN, PREPAREDNESS, AND MANAGEMENT - Suntex has an organized response team – Suntex Emergency Response Team (SERT) – that responds to all tropical storms, hurricanes, and other natural disasters to ensure our marinas are well protected in advance and experience minimal disruption during and after storms. Our marinas have the potential to be simultaneously impacted by windstorms (especially along the East Coast from Florida through New York), as hurricanes, tropical storms, and seasonal depressions travel up the coast. Our SERT term has the experience, ability, and staffing to mobilize nationally on an immediate basis and are on standby when named storms threaten to make landfall.

* Key personnel on proposed project team.
Please see team member qualifications and experience for more information.

REFERENCE PROJECTS, EXPERIENCE, AND MINIMUM QUALIFICATIONS

REFERENCE PROJECT

LIBERTY LANDING MARINA CONTINUED



OPERATION RELEVANCE CONTINUED

Liberty Landing Marina was able to open one week after Hurricane Sandy and was the first marina to reopen in New Jersey. Hurricane Sandy was the largest Atlantic hurricane on record by diameter which caused nearly \$70B in damage in the US alone. Suntex worked to open doors to all boaters in need of a new home and provide a safe harbor to store boats for the winter.

Ron TenEyck* is the visionary behind SERT.

KEY PERSONNEL ROLE

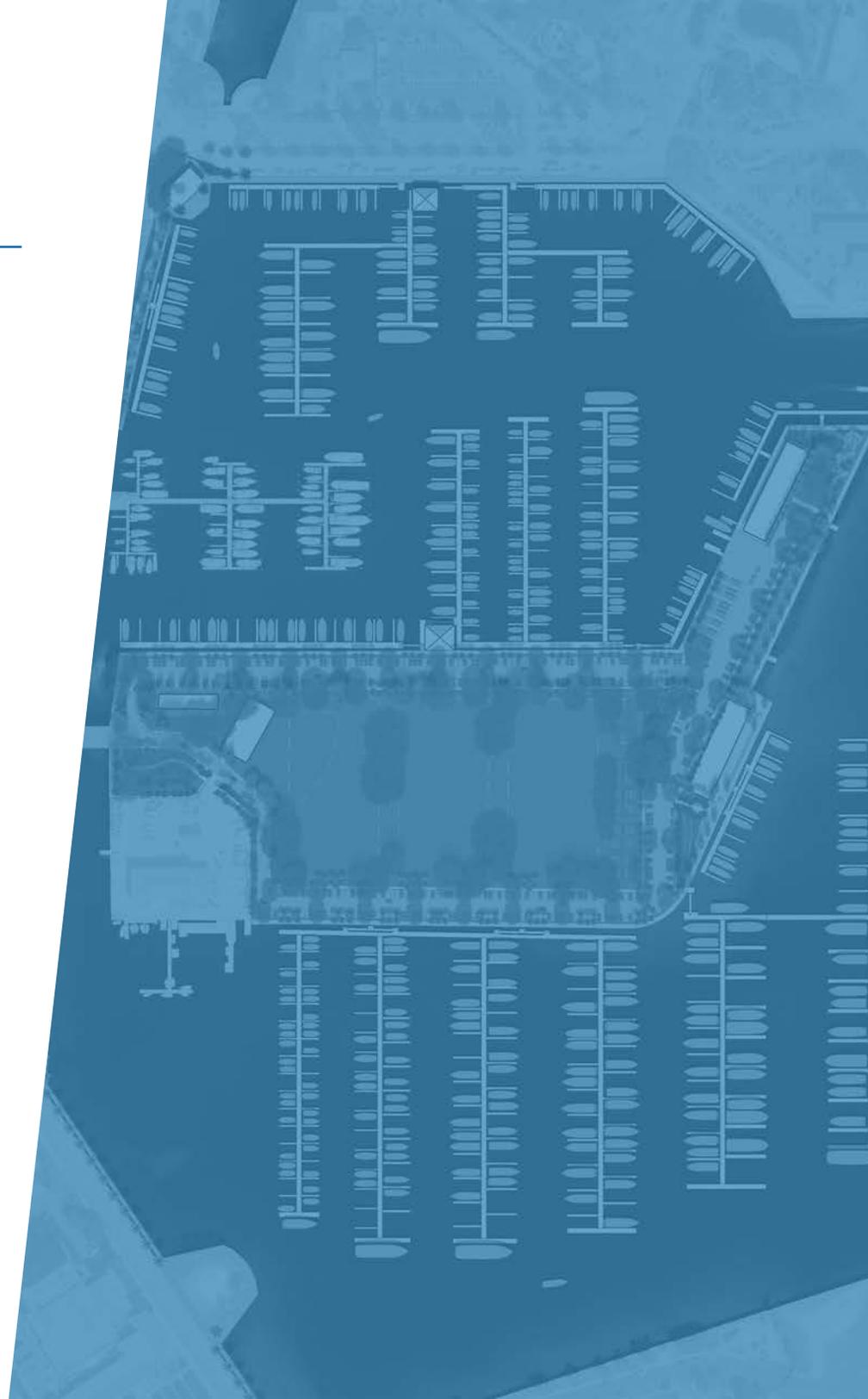
During Ron TenEyck's* tenure as General Manager, he was responsible for overseeing the redevelopment efforts of the marina. He personally oversaw and self-performed the \$16M redevelopment of the upland amenities, which substantially improved the upland facilities and amenity offerings.



* Key personnel on proposed project team.
Please see team member qualifications and experience for more information.

PART C

FINANCIAL INFORMATION



FINANCIAL INFORMATION

PLANNED REDEVELOPMENT FUNDING | AVAILABLE FUNDS & FINANCIAL EXPERIENCE

SUNTEX IS READILY ABLE TO FUND
ALL OF THE IMPROVEMENTS DETAILED IN THIS PROPOSAL WITH
NO FINANCIAL CONTINGENCIES

SUNTEX MARINAS:

- REGULARLY FUNDS **\$35-40M** IN CAPITAL PROJECTS PER YEAR
- HAS COMMITTED **\$300M+** TO ACTIVE DEVELOPMENT PROJECTS
- HAS A COMMITTED CREDIT FACILITY OF **\$1.5B** THAT IS EXPANDABLE TO **\$2B**
- DOES NOT HAVE ANY FINANCIAL CONTINGENCIES ASSOCIATED WITH OUR PROPOSAL

&

NO MORTGAGES WILL BE NECESSARY TO FUND THIS PROJECT

FINANCIAL INFORMATION

PROPOSED DEVELOPMENT INVESTMENT

OUR PROPOSED INVESTMENT OF **±\$70M** INTO THE REDEVELOPMENT OF ST. PETERSBURG MUNICIPAL MARINA INCLUDES:



FIRST-CLASS MARINA

- ±35,000 LF of new floating dockage
- ±660 marina slips ranging from 30' to 155'
 - 50' average slip length
 - 90% of the marina slips consist of 30' to 65' slips
- Marina facilities including fuel dock, in-slip pump outs, in-slip boat lifts, electrical service, marine store, restrooms with showers, laundry facilities, and captain's lounge
- Secured access gangways
- Transient dockage / Dock N' Dine & Commercial dockage



BULKHEAD

- Pursuant to the RFP requirements, Suntex will design, permit, procure (per the City's procurement guidelines) and construct the bulkhead and related structural improvements at the City's cost



NEW INFRASTRUCTURE

- New infrastructure across the project (including water, sanitary sewer and sewer system, stormwater, power, telecom, etc.)



ROADWAY, SIDEWALK & LANDSCAPE IMPROVEMENTS

- Refurbishment of existing roadways
- New roadways, parking, and sidewalks
- New 10' wide perimeter waterfront promenade
- ±2,500 LF of improved streetscape and pedestrian lighting



WATERFRONT BUILDINGS & AMENITIES

- Two story waterfront restaurant and retail space at Demens Landing Park
- Concessions / restrooms / storage



PUBLIC & PARK SPACES

- New plaza at Demens Landing Park with water feature
- Multipurpose fields / courts (including soccer, basketball, pickleball, etc. to be selected through City & community input)
- Amphitheater, children's playground, dog park, etc.
- Pedestrian site amenities

Please see narrative response on marina and upland redevelopment for further details. Please see Part G for restaurant redevelopment investment.

SUNTEX INVESTMENT

Sitework, Landscaping, Promenade	1,784,520
Recreation, Park Improvements, Site Lighting, etc.	3,525,000
Master Utility Improvements (Drainage, Water, Sewer, Power)	3,027,590
Restaurant & Retail Buildings	7,772,645
Contingency	2,587,444
Subtotal	\$ 18,697,199
Marine - Docks, Boat Lifts, Dredge, etc.	28,112,745
Marine - Water, Sewer, Power, etc. (MEP's)	8,895,000
Contingency	5,943,943
Subtotal	\$ 42,951,688
Subtotal - Cost of the Work	\$ 61,648,888
GC Overhead, Fees, Insurance, etc.	4,497,988
Soft Costs (Design, Permitting, etc.)	3,968,813
Total Project Cost	\$ 70,115,688

FINANCIAL INFORMATION

INVESTMENT SUMMARY & RETURNS SUMMARY

SUNTEX'S REDEVELOPMENT OF THE ST. PETERSBURG MUNICIPAL MARINA
WILL YIELD OVER **\$444M** OF NEW REVENUES TO THE CITY OF ST. PETERSBURG AS FOLLOWS:

CITY REVENUE	10 YRS	80 YRS
 PERCENTAGE RENT	\$14.2M	\$444M

PERCENTAGE RENT		
 MARINA DOCKAGE & UPLAND LEASES	10% OF GROSS REVENUES	
 FOOD & BEVERAGE LEASES	10% OF GROSS REVENUES*	
 RETAIL & SHIP STORE	5% OF GROSS REVENUES	
 FUEL & ANCILLARY REVENUE	5% OF GROSS PROFIT	

MODEL ASSUMPTIONS

Marina dockage rates were validated against local market data and Suntex's Florida West Coast Key Pricing Indicators ("KPIs") and occupancy metrics.

All of the F&B/restaurants have been underwritten as being leased to third parties and we intend to partner with local St. Petersburg operators and businesses for the proposed establishments. Suntex is, however, ready and able to operate all of the F&B outlets if we are unable to identify local partners.

SUMMARY OF FINANCIAL TERMS

PROPOSED TERM

The proposed term of the ground lease is for 30 years with two 25-year extensions from the date of lease execution of the redevelopment effort. Suntex will start operating the marina at the commencement of construction. Suntex acknowledges a referendum will be required given the duration of the proposed lease term.

MINIMUM GUARANTEED PERCENTAGE RENT

Minimum guaranteed percentage rent is \$500,000 and will commence one year after substantial completion of the redevelopment effort. Minimum percentage rent will increase by 10% every 5 years.

*5% of gross revenues on food & beverage if internally operated

FINANCIAL INFORMATION

ECONOMIC IMPACT ANALYSIS PREPARED BY LAMBERT ADVISORY

ST. PETERSBURG MUNICIPAL MARINA BY SUNTEX IS ESTIMATED TO CREATE:

CONSTRUCTION JOBS	PERMANENT JOBS
-------------------	----------------

 **358** DIRECT & INDIRECT SHORT-TERM CONSTRUCTION JOBS

 **292** DIRECT & INDIRECT / INDUCED JOBS

 **\$42M** IN TOTAL CONSTRUCTION WAGES & EXPENDITURES

 **\$10.9M** IN ANNUAL WAGES

ECONOMIC RETURN TO THE CITY OF ST. PETERSBURG	10 YRS	80 YRS
GROUND LEASE TO CITY	\$14.2M	\$444M
PROPERTY TAX TO CITY	\$2M	\$57M
GDP INCREASE ACROSS THE CITY	\$329M	\$1.4B



PLEASE SEE APPENDIX FOR FULL ECONOMIC IMPACT ANALYSIS PREPARED BY THIRD PARTY, LAMBERT ADVISORY



FINANCIAL INFORMATION

10-YEAR RENT AND FINANCIAL SUMMARY

CITY OF ST. PETERSBURG LEASE PAYMENT & REVENUE SHARE

YEARS 1 - 10 = \$14.2M

YEARS 1 - 80 = \$444M

CONSOLIDATED P&L (YRS 1-10)

	Development	Start Up	Stabilization Period				Stabilized					
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
REVENUE												
Marina Slips	-	3,770,705	6,271,630	8,330,723	10,147,381	11,986,965	12,734,161	13,109,694	13,496,493	13,894,897	14,305,252	
Upland Buildings (3rd Party Tenants)	-	2,552,563	2,629,140	2,708,014	2,789,255	2,872,932	2,959,120	3,047,894	3,139,331	3,233,511	3,330,516	
Marina & Ship Store	-	73,355	103,929	153,018	190,077	229,222	258,345	266,095	274,078	282,301	290,770	
Fuel	-	1,880,613	2,040,322	2,101,532	2,164,578	2,229,515	2,296,401	2,365,293	2,436,252	2,509,339	2,584,619	
GROSS REVENUE	\$ -	\$ 8,277,236	\$ 11,045,021	\$ 13,293,287	\$ 15,291,291	\$ 17,318,635	\$ 18,248,027	\$ 18,788,976	\$ 19,346,154	\$ 19,920,047	\$ 20,511,157	
Cost of Goods Sold	-	(1,367,777)	(1,500,976)	(1,578,185)	(1,648,259)	(1,721,116)	(1,788,322)	(1,841,972)	(1,897,231)	(1,954,148)	(2,012,772)	
Utility Reimbursement	-	206,931	276,126	332,332	382,282	432,966	456,201	469,724	483,654	498,001	512,779	
GROSS PROFIT	\$ -	\$ 7,116,390	\$ 9,820,171	\$ 12,047,434	\$ 14,025,314	\$ 16,030,484	\$ 16,915,905	\$ 17,416,729	\$ 17,932,577	\$ 18,463,900	\$ 19,011,164	

CITY OF ST. PETERSBURG LEASE REVENUES & PERCENTAGE RENT (YRS 1-10)

	Development	Start Up	Stabilization				Stabilized					
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
CITY LEASE & PERCENTAGE RENT												
Marina Slips	-	377,071	627,163	833,072	1,014,738	1,198,696	1,273,416	1,310,969	1,349,649	1,389,490	1,430,525	
Leasing - Upland Buildings	-	255,256	262,914	270,801	278,925	287,293	295,912	304,789	313,933	323,351	333,052	
Marina & Ship Store	-	3,668	5,196	7,651	9,504	11,461	12,917	13,305	13,704	14,115	14,538	
Fuel	-	28,209	30,605	31,523	32,469	33,443	34,446	35,479	36,544	37,640	38,769	
CITY OF ST. PETE LEASE REVENUE	\$ -	\$ 664,204	\$ 925,878	\$ 1,143,048	\$ 1,335,636	\$ 1,530,894	\$ 1,616,691	\$ 1,664,543	\$ 1,713,830	\$ 1,764,596	\$ 1,816,885	

FINANCIAL INFORMATION

PLANNED SLIP RATE AND INCREASES OVER THE LEASE TERM

REDEVELOPMENT FUNDING

Suntex will fund the redevelopment of St. Petersburg Municipal Marina and Demens Landing Park without the use of any public funding. Please see funding commitment letter from our funding partner, Centerbridge, which has over \$30B in capital under management.

RATE STRUCTURE

Based on our understanding of the City of St. Petersburg's 2023 marina rate sheet – which has a very wide range of slip rates based on vessel type, amenities, and location – we estimate the currently published asking rate averaged across the entire marina is $\pm\$17.50/\text{LF}/\text{month}$. Based on the City's projected 10% rate increase for FY2024 and our assumptions, we are projecting the future rates for a completely renovated marina to annually grow at 3-7% to account for CPI. Given the marina's current average vessel size of 35', this customer's rate would increase from $\pm\$17.50/\text{LF}/\text{month}$ ($\$612.50/\text{vessel}$ @ 2023 published rates) to $\pm\$25/\text{LF}$ over the course of 5 years ($\$875/\text{vessel}$ @ 2028 projected rates) before any St. Petersburg resident discounts.

City of St. Petersburg residents will receive 10% discounts off annual slip contracts (subject to City Council approval). In addition, Suntex will work with the City to identify alternative slip pricing structures provided any price adjustments are reflected in the overall project economics.

Once stabilized, annual slip contracts are projected to annually increase with the rate of CPI. We will continually benchmark future rates against comparable marinas throughout the region and across Suntex's regional portfolio of similar properties to ensure the marina is well positioned in the competitive marketplace.

LIVE-A-BOARDS

Current live-a-boards that are City of St. Petersburg residents will be accommodated during the course of redevelopment. These customers will, however, be subject to vessel relocations and customary construction and utility disruptions that are part of a large-scale redevelopment project.

Live-a-board fees in the regional market typically range between $\$200-\$300/\text{vessel}$ – plus usage fees for parking, additional occupants, etc. – and are in-line with the City's published 2023 rate of $\$218.79$. We anticipate the live-a-board fee will be competitively adjusted to reflect the future marina's amenities and offerings (including new floating docks and utility systems) and annually grow at the rate of CPI.

FUNDING COMMITMENT LETTER



July 10, 2023

Kenneth T. Welch, Mayor
Robert Gerdes, City Administrator
City of Saint Petersburg
175 5th St North
St. Petersburg, FL 33701

Dear Mr. Welch and Mr. Gerdes,

Centerbridge Partners, L.P. is a private investment management firm employing a flexible approach across investment disciplines—from private equity to private credit and related strategies, and real estate—in an effort to develop the most attractive opportunities for our investors. The Firm was founded in 2005 and has over \$30 billion in capital under management with offices in New York and London. Centerbridge is dedicated to partnering with world-class management teams across targeted industry sectors and geographies and is Suntex’s largest investor and capital partner. The General Partners at Centerbridge have complete discretion over the investment of the funds’ capital, have approved the pursuit of the St. Petersburg Municipal Marina transaction by Suntex, and have adequate capital to fully-fund the entirety of the transaction with immediately available funds.

Sincerely,

A handwritten signature in black ink, appearing to read "Matt Dabrowski".

Matthew Dabrowski
Managing Director

FINANCIAL INFORMATION

20-YEAR CASH FLOW ANALYSIS OF MARINA

P&L DETAIL										
	Start Up	Stabilization Period				Stabilized				
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
REVENUE										
Marina Slips	3,770,705	6,271,630	8,330,723	10,147,381	11,986,965	12,734,161	13,109,694	13,496,493	13,894,897	14,305,252
Upland Buildings (3rd Party Tenants)	2,552,563	2,629,140	2,708,014	2,789,255	2,872,932	2,959,120	3,047,894	3,139,331	3,233,511	3,330,516
Marina & Ship Store	73,355	103,929	153,018	190,077	229,222	258,345	266,095	274,078	282,301	290,770
Fuel	1,880,613	2,040,322	2,101,532	2,164,578	2,229,515	2,296,401	2,365,293	2,436,252	2,509,339	2,584,619
Subtotal	\$ 8,277,236	\$ 11,045,021	\$ 13,293,287	\$ 15,291,291	\$ 17,318,635	\$ 18,248,027	\$ 18,788,976	\$ 19,346,154	\$ 19,920,047	\$ 20,511,157
COGS	(1,367,777)	(1,500,976)	(1,578,185)	(1,648,259)	(1,721,116)	(1,788,322)	(1,841,972)	(1,897,231)	(1,954,148)	(2,012,772)
Utility Charges	206,931	276,126	332,332	382,282	432,966	456,201	469,724	483,654	498,001	512,779
GROSS PROFIT	\$ 7,116,390	\$ 9,820,171	\$ 12,047,434	\$ 14,025,314	\$ 16,030,484	\$ 16,915,905	\$ 17,416,729	\$ 17,932,577	\$ 18,463,900	\$ 19,011,164
EXPENSES										
Gross Wages - Marine	1,148,543	1,312,931	1,314,027	1,510,121	1,708,941	1,798,968	1,852,288	1,907,208	1,963,775	2,022,039
Payroll Taxes and Benefits	275,650	315,103	315,366	362,429	410,146	431,752	444,549	457,730	471,306	485,289
Employee Relations	10,675	14,730	18,071	21,038	24,046	25,374	26,125	26,899	27,696	28,517
Marketing	99,629	117,842	120,474	140,253	160,305	169,159	174,167	179,326	184,639	190,112
Merchant Services Fees	177,910	245,504	301,186	350,633	400,762	422,898	435,418	448,314	461,598	475,279
City Lease & Percentage Rent	664,204	925,878	1,143,048	1,335,636	1,530,894	1,616,691	1,664,543	1,713,830	1,764,596	1,816,885
Insurance	355,819	491,009	602,372	701,266	801,524	845,795	870,836	896,629	923,195	950,558
Postage	4,173	5,759	7,065	8,225	9,401	9,920	10,214	10,517	10,828	11,149
Waste Removal	53,373	73,651	90,356	105,190	120,229	126,869	130,625	134,494	138,479	142,584
Repair & Maintenance	142,328	196,403	240,949	280,506	320,610	338,318	348,335	358,652	369,278	380,223
Supplies-General	106,746	147,303	180,712	210,380	240,457	253,739	261,251	268,989	276,959	285,167
Security	106,746	147,303	180,712	210,380	240,457	253,739	261,251	268,989	276,959	285,167
Electricity	95,519	131,810	161,705	188,252	215,167	227,051	233,773	240,697	247,829	255,174
Sewer/Water	53,373	73,651	90,356	105,190	120,229	126,869	130,625	134,494	138,479	142,584
Professional Fees	24,907	34,371	42,166	49,089	56,107	59,206	60,959	62,764	64,624	66,539
Travel & Meals	8,134	11,225	13,771	16,031	18,323	19,335	19,908	20,497	21,105	21,730
IT & Communications	199,259	235,684	240,949	280,506	320,610	338,318	348,335	358,652	369,278	380,223
Permits & Inspections	12,418	17,136	21,023	24,474	27,973	29,518	30,392	31,292	32,220	33,175
Property Tax	550,000	566,500	583,495	601,000	619,030	637,601	656,729	676,431	696,724	717,625
Mgmt/Admin Fees	142,328	196,403	240,949	280,506	320,610	338,318	348,335	358,652	369,278	380,223
Capex Reserve	213,492	294,605	361,423	420,759	480,915	507,477	522,502	537,977	553,917	570,335
TOTAL EXPENSES	\$ 4,445,226	\$ 5,554,802	\$ 6,270,172	\$ 7,201,866	\$ 8,146,734	\$ 8,576,916	\$ 8,831,160	\$ 9,093,032	\$ 9,362,759	\$ 9,640,578
NET OPERATING INCOME	\$ 2,671,163	\$ 4,265,369	\$ 5,777,262	\$ 6,823,449	\$ 7,883,750	\$ 8,338,989	\$ 8,585,568	\$ 8,839,545	\$ 9,101,142	\$ 9,370,586

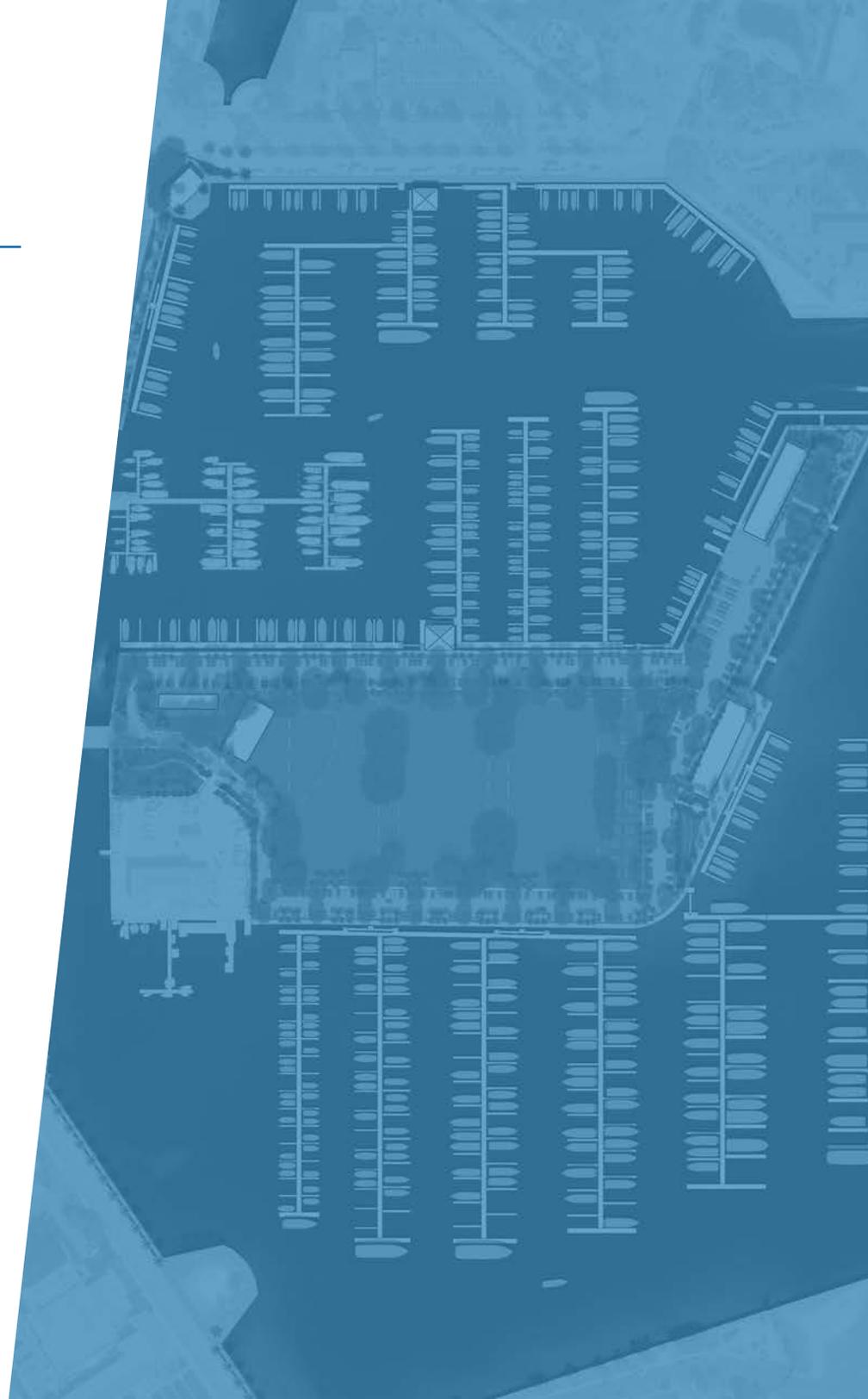
FINANCIAL INFORMATION

20-YEAR CASH FLOW ANALYSIS OF MARINA CONTINUED

	Stabilized									
	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
P&L DETAIL										
REVENUE										
Marina Slips	14,734,410	15,176,442	15,631,735	16,100,687	16,583,708	17,081,219	17,593,656	18,121,466	18,665,109	19,225,063
Upland Buildings (3rd Party Tenants)	3,430,431	3,533,344	3,639,345	3,748,525	3,860,981	3,976,810	4,096,114	4,218,998	4,345,568	4,475,935
Marina & Ship Store	299,493	308,478	317,732	327,264	337,082	347,194	357,610	368,338	379,388	390,770
Fuel	2,662,158	2,742,023	2,824,283	2,909,012	2,996,282	3,086,171	3,178,756	3,274,118	3,372,342	3,473,512
Subtotal	\$ 21,126,492	\$ 21,760,287	\$ 22,413,095	\$ 23,085,488	\$ 23,778,053	\$ 24,491,394	\$ 25,226,136	\$ 25,982,920	\$ 26,762,408	\$ 27,565,280
COGS	(2,073,155)	(2,135,350)	(2,199,411)	(2,265,393)	(2,333,355)	(2,403,355)	(2,475,456)	(2,549,720)	(2,626,211)	(2,704,998)
Utility Charges	528,162	544,007	560,327	577,137	594,451	612,285	630,653	649,573	669,060	689,132
GROSS PROFIT	\$ 19,581,499	\$ 20,168,944	\$ 20,774,012	\$ 21,397,232	\$ 22,039,149	\$ 22,700,324	\$ 23,381,333	\$ 24,082,773	\$ 24,805,257	\$ 25,549,414
EXPENSES										
Gross Wages - Marine	2,082,700	2,145,181	2,209,536	2,275,822	2,344,097	2,414,420	2,486,853	2,561,458	2,638,302	2,717,451
Payroll Taxes and Benefits	499,848	514,843	530,289	546,197	562,583	579,461	596,845	614,750	633,192	652,188
Employee Relations	29,372	30,253	31,161	32,096	33,059	34,050	35,072	36,124	37,208	38,324
Marketing	195,815	201,689	207,740	213,972	220,391	227,003	233,813	240,828	248,053	255,494
Merchant Services Fees	489,537	504,224	519,350	534,931	550,979	567,508	584,533	602,069	620,131	638,735
City Lease & Percentage Rent	1,865,783	1,921,756	1,979,409	2,038,791	2,099,955	2,162,954	2,227,842	2,294,678	2,363,518	2,434,424
Insurance	979,075	1,008,447	1,038,701	1,069,862	1,101,957	1,135,016	1,169,067	1,204,139	1,240,263	1,277,471
Postage	11,484	11,828	12,183	12,549	12,925	13,313	13,712	14,124	14,547	14,984
Waste Removal	146,861	151,267	155,805	160,479	165,294	170,252	175,360	180,621	186,039	191,621
Repair & Maintenance	391,630	403,379	415,480	427,945	440,783	454,006	467,627	481,655	496,105	510,988
Supplies-General	293,722	302,534	311,610	320,958	330,587	340,505	350,720	361,242	372,079	383,241
Security	293,722	302,534	311,610	320,958	330,587	340,505	350,720	361,242	372,079	383,241
Electricity	262,829	270,714	278,836	287,201	295,817	304,691	313,832	323,247	332,944	342,933
Sewer/Water	146,861	151,267	155,805	160,479	165,294	170,252	175,360	180,621	186,039	191,621
Professional Fees	68,535	70,591	72,709	74,890	77,137	79,451	81,835	84,290	86,818	89,423
Travel & Meals	22,382	23,054	23,745	24,458	25,191	25,947	26,725	27,527	28,353	29,204
IT & Communications	391,630	403,379	415,480	427,945	440,783	454,006	467,627	481,655	496,105	510,988
Permits & Inspections	34,170	35,195	36,251	37,338	38,458	39,612	40,801	42,025	43,285	44,584
Property Tax	739,154	761,329	784,168	807,694	831,924	856,882	882,589	909,066	936,338	964,428
Mgmt/Admin Fees	391,630	403,379	415,480	427,945	440,783	454,006	467,627	481,655	496,105	510,988
Capex Reserve	587,445	605,068	623,220	641,917	661,174	681,010	701,440	722,483	744,158	766,482
TOTAL EXPENSES	\$ 9,924,187	\$ 10,221,913	\$ 10,528,570	\$ 10,844,427	\$ 11,169,760	\$ 11,504,853	\$ 11,849,999	\$ 12,205,499	\$ 12,571,664	\$ 12,948,813
NET OPERATING INCOME	\$ 9,657,311	\$ 9,947,031	\$ 10,245,442	\$ 10,552,805	\$ 10,869,389	\$ 11,195,471	\$ 11,531,335	\$ 11,877,275	\$ 12,233,593	\$ 12,600,601

PART D

NARRATIVE RESPONSE



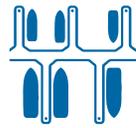
ST. PETERSBURG MUNICIPAL MARINA



CREATE A PLACE-MAKING, CONNECTED & ACCESSIBLE WATERFRONT

Creating a vibrant waterfront destination for boaters and non-boaters that celebrates the history, art & culture of St. Petersburg

-
- Waterfront and marina vision aligns with the 2015 Downtown Waterfront Master Plan & 2022 Review and Update Report
- Creating a connected waterfront that positions the marina and Demens Landing Park as a gateway linking to neighboring venues & downtown



POSITION MARINA AS A WORLD CLASS DESTINATION

Offering a world class, full-service, state-of-the-art marina for the community

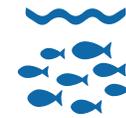
-
- New world class facilities, infrastructure and hospitality services to compliment neighboring venues along the waterfront
- Floating docks
- ±660 new slips
- Improved streetscape and pedestrian amenities



PROVIDE PUBLIC ACCESS TO AN ACTIVATED WATERFRONT

Providing opportunities for the community to interact with the water

-
- Diversified and increased waterfront activities and amenities to activate the waterfront and Demens Landing Park, including a perimeter promenade and more public parking
- Site specific public programming tailored for St. Petersburg Municipal Marina and Demens Landing Park



PROTECT THE WATERFRONT ENVIRONMENT THROUGH STEWARDSHIP

Making it a mission to practice & encourage sustainable methods

-
- Clean Marina certification
- Use of Best Management Practices (BMP) and Low Impact Design (LID) for marina and upland redevelopment
- Partnerships with local universities and youth programs to promote stewardship through education



CREATE LOCAL INVOLVEMENT & ECONOMIC BENEFITS

Creating up-front and long-term investment in the community

-
- ±\$70M invested into the marina & waterfront
- ±\$444M lease payment and revenue share & ±\$67M in property tax over the life of the lease agreement
- 358 short term and 292 long term jobs
- Improved waterfront facilities and amenities to increase tourism & local usage

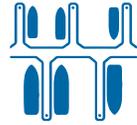
NARRATIVE RESPONSE

PROPOSED REDEVELOPMENT GUIDING PRINCIPLES



WORLD CLASS WATERFRONT

The proposed St. Petersburg Municipal Marina and upland layout, design, and amenities will integrate seamlessly into City's downtown waterfront park system, consistent with the Downtown Waterfront Master Plan objectives.



MARINA REDEVELOPMENT FUNDING

Suntex will fund the entirety of the marina redevelopment at St. Petersburg Municipal Marina, upland redevelopment at Demens Landing Park, and streetscape and pedestrian experience improvements on Bayshore Drive NE adjacent to the marina.



SEAWALL RESTORATION

Suntex will coordinate with the City, required disciplines, contractors, and regulatory agencies to perform the City funded seawall restoration at the marina and Demens Landing Park.



PROPERTY INSURANCE

Suntex maintains several lines of insurance policies for all of our properties, including policies to rebuild marinas in the aftermath of catastrophic events such as hurricanes. Suntex will obtain and pay for the property insurance at the marina.



FIRST-CLASS MARINA OPERATION

The St. Petersburg Municipal Marina and all proposed facilities, amenities, and services will be operated in a first-class, professional, business-like manner that exceeds industry standards, while providing an accessible and welcoming environment to guests.



EXISTING MARINA STAFF

All existing St. Petersburg Municipal Marina staff will be afforded the opportunity to interview with Suntex Marinas for continued employment at the marina.



VESSEL SIZE MIX

A varied mixture of different size slips will be available to accommodate the demands of today's market, ranging from 30ft to 155ft, with an average slip length of ±50ft.



COMMERCIAL VESSELS

Opportunities for commercial vessels are included in the marina layout plan. Suntex would welcome partnerships with existing commercial tenants at the marina.



TRANSIENT DOCKAGE

The proposed marina layout plan provides opportunities for transient dockage and Dock N' Dine to encourage more visitors via the water.



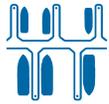
LIVE-A-BOARD OPPORTUNITIES

Existing live-a-boards will have the opportunity to remain at the marina through a phased redevelopment approach.

NARRATIVE RESPONSE

PROPOSED REDEVELOPMENT

MARINA



- ± 660 slip world class marina with floating docks
 - 90% of the slips are less than 65'
- Mixed slip sizes from 30' to 155'
- Accessible docks
- Transient and commercial dockage
- Live-a-board dockage
- Two over-water dedicated marina restroom facilities
- In-slip boat lifts
- In-slip pump outs



- New fueling facilities
- Electrical to accommodate large vessels and events
- In-slip pump out service to encourage a clean marina
- Infrastructure improvement throughout and wifi



- Daily watersports rentals (boats, kayaks, SUPs, etc.)
- Dock N' Dine opportunity



- Cruises, dinner cruises, tours
- Fishing and sightseeing charters
- Special events venue & tailored site programming



- Dedicated marina permit parking
- Boat trailer parking
- Drop-off areas & valet parking
- Events parking



- Managed by experienced and dedicated marina GM and staff
- On-site staff supported by regional Suntex operations team
- Emergency response mobilization



- 24-Hour Security
- Marina access via secured gangways to floating docks

MARINA LAYOUT

We recognize the importance of the site in providing an accessible waterfront, creating lasting connections to downtown and area amenities, and activating the waterfront with unique and well thought-out design decisions. The proposed marina layout integrates seamlessly into the City's downtown waterfront park system, consistent with the Downtown Waterfront Master Plan objectives and will be a truly transformative project. The redesigned marina can be accessed from 2nd Ave NE and Demens Landing Park and will feature new amenities, infrastructure, and programming to encourage more waterfront activity.

As a partner in the St. Petersburg Municipal Marina, we will collaborate with the City and stakeholders to refine our master plan and deliver the City's overall vision for the new waterfront as an iconic destination.

PROPOSED MARINA SLIP MATRIX

SLIP SIZE	# OF SLIPS	% OF SLIPS	TOTAL LINEAR FEET	# LIFT SLIPS	% LIFT SLIPS
30'	43	6.5%	1,290		
35'	103	15.6%	3,605		
40'	89	13.5%	3,560		
45'	92	13.9%	4,140		
50'	73	11.1%	3,650		
55'	45	6.8%	2,475		
60'	104	15.8%	6,240		
65'	42	6.4%	2,730		
Subtotal	591	90%	27,690		
80'	33	5.0%	2,640		
100'	11	1.7%	1,100		
120'	13	2.0%	1,560		
80' Side Tie	2	0.3%	160		
95' Side Tie	1	0.2%	95		
110' Side Tie	4	0.6%	440		
120' Side Tie	1	0.2%	120		
125' Side Tie	1	0.2%	125		
130' Side Tie	1	0.2%	130		
135' Side Tie	1	0.2%	135		
155' Side Tie	1	0.2%	155		
Subtotal	69	10%	6,660		
TOTAL	660	100%	34,350	±118 Lift Slips for Vessels less than 55'	18%

NARRATIVE RESPONSE

PROPOSED REDEVELOPMENT

UPLAND



- Waterfront restaurants with indoor / outdoor dining
- Shaded roof top and waterside seating
- Themed dining events
- Dock N' Dine, valet parking, and drop-off availability



- Fully stocked marina store
- New dockmaster's facilities and offices
- Captain's lounge
- Laundry facilities
- Showers / Restrooms



- Boutique retail opportunities: cafe, gallery, local boutiques, etc.
- Ground floor storefront access



- Monument sign at Bayshore Drive NE & 2nd Ave NE
- Entry feature and monument sign at Demens Landing Park
- Landscaped streetscape and waterfront park
- 10 ft wide perimeter waterfront promenade
- Pedestrian amenities: shade, seating, lighting, bicycle racks, etc.
- Dog comfort stations: water fountain, bag dispenser, etc.
- Interactive art
- Option A: Park paths, shaded seating, etc. (see site plan)
- Option B: Amphitheater, multipurpose fields, multipurpose courts, children's playground, dog park, plaza, pavilion, water feature, etc. (see site plan)
- Option C: Amphitheater, multipurpose fields, multipurpose courts, children's playground, plaza, pavilion, water feature, etc. (see site plan)



- Restaurant / retail and public parking
- Drop-off area
- Protected pedestrian crosswalks
- Accessible sidewalks

UPLAND REDEVELOPMENT

Suntex proposes three different conceptual site plans (Options A, B and C) for the redevelopment of Demens Landing Park, with the addition of more site amenities and facilities in each iteration. This scaled approach is in hopes of working in partnership with the City and public to reimagine the possibilities for the waterfront park.

PARKING

The site circulation at Demens Landing Park was thoughtfully redesigned to maximize potential public and marina parking while consolidating usable greenspace. The proposed parking design creates nearly four times more public parking spaces compared to the existing condition, while maintaining the same amount of dedicated marina parking spaces (see Demens Landing Park Options and Parking Diagram). The new configuration provides parking close to different park amenities/activities without taking away from waterfront views which can be seen and accessed from the perimeter promenade and plaza. Increased public parking will enable more public access to the park which will encourage waterfront activities, dining, and general park usage, as well as make it possible for a wider range of park programming and events to occur.

UTILITY SYSTEMS

New infrastructure to support the marina and park amenities are proposed throughout the site, including: water, sanitary sewer and sewer system, stormwater, power, telecom, wifi, etc. Due diligence will be performed to locate and evaluate existing utilities. Detailed plans will be created and coordinated with each discipline and regulatory agency for installation.

ARCHITECTURAL ELEMENTS

BUILDINGS — The proposed marina store and offices will include a captain's lounge, laundry facilities, showers/restrooms, and amenities. In addition, two over-water dedicated marina restroom facilities are available. All proposed buildings will be designed and built per FEMA regulations. A clean modern aesthetic in keeping with neighboring venues such as the St. Pete Pier and the Dali Museum, as well as sustainability and durability of materials in a saltwater environment will drive the design and selection of materials.

NARRATIVE RESPONSE

PROPOSED REDEVELOPMENT

ARCHITECTURAL ELEMENTS CONTINUED

ENTRY FEATURES & MONUMENT SIGNS — Entry features are envisioned for the corner of 2nd Ave NE and Bayshore Drive NE, as well as at the entry bridge to Demens Landing Park with the goal of creating an arrival threshold experience that can be seen from Bayshore Drive to welcome visitors (see conceptual image boards). Consistent monumental wayfinding signage located throughout the waterfront, marina and park can unify and link the waterfront spaces. Sculptural monument signage are also an invitation for visitor interactions and a form of public art.

FENCING SYSTEMS — Suntex utilizes secured gangways to allow access to floating docks with the water separation acting as a security buffer that eliminates for fencing. Individual gangways are only accessible by boat owners docked within that section. Existing security fences would be removed to encourage waterfront visibility and public access to the water. The waterfront and marina are public amenities that should be open and welcome to everyone.

LANDSCAPE — A more hospitable waterfront experience and increased pedestrian activity can be encouraged by providing pedestrian scaled understory and shaded spaces through the use of landscape. Professionally landscaped streetscape adjacent to the marina along Bayshore Drive NE and landscaping at Demens Landing Park will be installed by Suntex. Native plant ecology, utilizing landscaped spaces for stormwater cleansing and drainage, and other Low Impact Design methods will be explored during the landscape design process (see landscape strategy conceptual image board). All efforts will be made to maintain or relocate existing trees during renovations.

MULTIPURPOSE FIELDS & COURTS — The conceptual site plans for Options B and C propose utilizing a portion of the park greenspace to create multipurpose fields that can be programmed for sports (soccer, football, etc.), events, and passive recreation. The multipurpose fields would be professionally installed and can also double as stormwater detention during storm events. Shaded multipurpose courts (basketball, pickleball, etc.) are also proposed, where there are opportunities to incorporate public art such as murals onto the court surfaces. Final programming to be determined through community outreach and stakeholder engagement.

CONNECTIONS TO NEIGHBORING AMENITIES & DOWNTOWN

By leveraging the economic potential of in-water and upland areas along the water's edge, Suntex will help create a connected waterfront park system that increases public access to the water. The new marina, waterfront promenade, and related improvements and amenities will physically and visually connect the waterfront with neighboring venues and downtown using a cohesive design vernacular. This connected core area of quality amenities and destinations will help attract and retain visitors who want to patronize local businesses, establishments, and storefronts.

UNINTERRUPTED OPERATIONS & PHASING SCHEDULE

During the renovation period, Suntex will work to provide uninterrupted operations, including:



Phasing construction, where possible, to maintain existing customers and operators at the marina.



Developing a logistics plan to minimize disruptions to daily marina operations and park access.



Working closely with St. Petersburg Power and Sailboat Show / Informa to ensure that the boat show event will have minimal impacts. Suntex has a good standing relationship with many of Florida's major boat shows, as both Las Olas Marina and Bahia Mar Marina host the annual Fort Lauderdale International Boat Show, and Marina Jack hosts the Suncoast Boat Show.



Coordinating with Firestone Grand Prix of St. Petersburg in the event of seawall or streetscape renovations underway during the festival.



Coordinating with disciplines, contractors, vendors, etc. to create and enforce Maintenance of Traffic (MOT) Plans such that the redevelopment process is as minimally disruptive to neighboring venues as possible.

Please see Part F for timing of redevelopment / phasing schedule.

NARRATIVE RESPONSE

PROPOSED DEVELOPMENT | DEMENS LANDING PARK OPTIONS

DEMENS LANDING PARK REDEVELOPMENT OPTION COMPARISON



PARKING	EXISTING	OPTION A	OPTION B	OPTION C
Marina Permit Parking	212	218	224	213
Restaurant / Retail / Public Parking	68	243	244	257
Total Vehicular Parking	280	461	468	470
Boat Trailer Parking	15	15	15	15
Valet / Drop-Off	N/A	N/A	Yes	Yes
Total Parking Spaces	295	476	483	485



LAND AREA	EXISTING	OPTION A	OPTION B	OPTION C
Land Area (Square Feet)**	678,820 SF	678,820 SF	689,162 SF	696,113 SF
Land Area (Acres)	15.6 Acres	15.6 Acres	15.8 Acres	16.0 Acres



PUBLIC SPACE	EXISTING	OPTION A	OPTION B	OPTION C
Greenspace	328,542 SF	415,774 SF	402,236 SF	401,507 SF
New Promenade	N/A	39,020 SF	39,080 SF	39,720 SF
Waterfront Plaza / Overlook	2,165 SF	3,589 SF	4,581 SF	11,968 SF
Total Greenspace + Promenade + Plaza	330,707 SF	458,383 SF	445,897 SF	453,195 SF
% of Total Land Area	48.4%	67.5%	64.7%	65.1%
Active and/or Passive Park Space*	255,563 SF	380,602 SF	371,288 SF	371,171 SF
% of Total Land Area	37.6%	56.1%	53.9%	53.3%



PERIMETER WATERFRONT PROMENADE	EXISTING	OPTION A	OPTION B	OPTION C
New Promenade (Square Feet)	N/A	39,020 SF	39,080 SF	39,720 SF
New Promenade (Linear Feet)	N/A	3,902 LF	3,908 LF	3,972 LF

Note: *Active and/or Passive park space excludes landscape parking islands
 ** Land area increases with installation of new seawalls/bulkhead
 - All calculations exclude the St. Petersburg Sailing Center and square footages are approximate



BUILDINGS	EXISTING	OPTION A	OPTION B	OPTION C
Marina Store, Office, Captain's Lounge, Laundry, Showers	±3,960 SF	±3,960 SF	±10,000 SF	±10,000 SF
Concessions, Restrooms, Storage, etc.	±3,454 SF	±3,454 SF	±3,600 SF	±3,600 SF
Waterfront Restaurant (Demens Landing)	N/A	±20,000 SF	±20,000 SF	±20,000 SF
Bayshore Restaurant (Pier Entrance)	±3,500 SF	±5,500 SF	±5,500 SF	±5,500 SF



MULTIPURPOSE FIELDS AND COURTS	EXISTING	OPTION A	OPTION B	OPTION C
Multipurpose Fields - 180' x 360'	N/A	-	2	3
Basketball Courts	N/A	-	2	1
Pickleball Courts	N/A	-	8	8



AMENITIES	EXISTING	OPTION A	OPTION B	OPTION C
Entry Feature / Monument Sign	N/A	•	•	•
Amphitheater - Permanent Structure 60' x 120'	N/A	Grass Only	•	•
Pavilion at the Point	N/A	N/A	•	•
Children's Playground	N/A	N/A	•	•
Fenced Large and Small Dog Park	N/A	N/A	•	N/A
Grass Step Overlook Feature	N/A	N/A	•	•
Shaded Picnic Area	N/A	•	•	•
Shaded Seating at the Point	N/A	•	•	•
Shaded Swing Benches	N/A	•	•	•
Waterfront Lounge Benches	N/A	N/A	N/A	•
Water Feature	N/A	N/A	•	•
Bike Rental	N/A	N/A	•	•
Public Art	N/A	•	•	•

NARRATIVE RESPONSE

PROPOSED DEVELOPMENT | GREEN INFRASTRUCTURE & SUSTAINABILITY

ALL SUNTEX MARINA DEVELOPMENTS UNDERGO SUSTAINABLE REVIEW
A CAREFUL BALANCE BETWEEN ACTIVATING THE MARINA & ENVIRONMENTAL CONSIDERATIONS

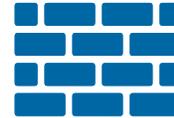
GREEN INFRASTRUCTURE



IMPROVED STREETSCAPE
TO REDUCE URBAN RUNOFF
WHILE PROVIDING SHADE FOR
PEDESTRIAN ACTIVITY



STORMWATER RETENTION
TO FILTER POLLUTION & RUNOFF &
IMPROVE WATER QUALITY



PERMEABLE PAVEMENT
TO INCREASE WATER INFILTRATION
& GROUNDWATER REPLENISHMENT

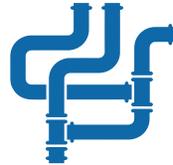


CONNECT TO CITY OF ST. PETE'S
EXISTING GRAY INFRASTRUCTURE TO
IMPROVE WATER QUALITY &
REDUCE FLOODING

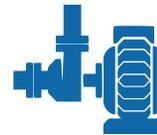
ENVIRONMENTAL SUSTAINABILITY



FDEP CLEAN MARINA
CERTIFICATION FOR
BEST MANAGEMENT PRACTICES



MORE EFFICIENT NEW
INFRASTRUCTURE:
POWER, WATER, SEWER &
MARINE IMPROVEMENTS



PUMP OUTS
FOR ALL VESSELS TO PREVENT
RAW SEWAGE INTO TAMPA BAY



PEDESTRIAN PROMENADE
PROMOTING WATERFRONT
ACCESS & REDUCE
VEHICULAR USAGE

NARRATIVE RESPONSE

SALTWATER / COASTAL MARINA EXPERTISE



28

SALTWATER MARINAS
IN SUNTEX PORTFOLIO
(22,960 WET & DRY SLIPS)



16

SALTWATER MARINAS
IN FLORIDA
(4,140 WET & DRY SLIPS)



9

SALTWATER MARINAS
OWNED & OPERATED 5+ YEARS
(2,630 WET & DRY SLIPS)

SUNTEX SALTWATER / COASTAL MARINAS

Nearly half of Suntex's 58 owned and operated marinas consist of saltwater / coastal marinas, 16 of which are located throughout Florida, from the panhandle down to Key West. Of the 28 coastal marinas, Suntex has owned and operated 9 coastal marinas for over 5 years, and 6 marinas are currently in operation while undergoing various phases of redevelopment or capital improvement. We have extensive experience redeveloping and operating marinas in coastal environments similar to those at St. Petersburg Municipal Marina and are prepared to utilize our expertise to create a world class waterfront destination in partnership with the City of St. Petersburg.

COASTAL MARINA DEVELOPMENT

From first hand redevelopment experience of coastal Florida marinas such as Las Olas Marina, Marina Jack Yacht Basin, Caloosa Cove Marina, Garrison Bight Marina, Ft. Myers Yacht Basin, etc., members of our redevelopment team have worked closely with regulatory agencies such as Florida Department of Environmental Protection (FDEP) and Army Corps of Engineers (ACOE), and specialist marine and environmental consultants such as: coastal & marine engineering, environmental scientists, and geotechnical. This has led to an awareness of challenges that are unique to coastal marinas and the ability to solve them – seagrass habitat and manatee protection; shoreline stabilization; coastal dredging, water quality, and seawall improvements; and storm surges and sea level rise. By utilizing the combined knowledge and experience of Suntex's development team and consultant team, we strive to lessen impact on coastal resources while still delivering a world class marina.

DESIGNING FOR RESILIENCY & CLIMATE CHANGE

In order to withstand harsh coastal conditions, the design and materials selected for the redevelopment of the marina, marina facilities, pedestrian amenities, and landscape/hardscape will be thoughtfully considered for longevity as well as aesthetics. Our redevelopment team and design consultants, many of which are local to Florida, are experienced in designing for saltwater environments, as well as creating a resilient design for the future.

COASTAL MARINA OPERATION

Operating a coastal marina requires year-round maintenance, hospitality, staffing, and associated costs when compared to an inland lake marina that may have seasonal demands and require less maintenance. Suntex operates some of the largest flagship saltwater marinas in the country – Liberty Landing Marina, Bahia Mar Marina, Marina Jack Yacht Basin and Miami Beach Marina, which are all tourist destinations where world class hospitality, amenities, and facilities are expected. The influx of transient traffic year-round equates to more frequent use of the property's amenities and increased general operating procedures. The operations team and staff at Suntex have substantial expertise creating a full package experience, the Suntex Experience, in a year-round, safe and welcoming environment. Many of Suntex's coastal marinas have repeatedly earned Boater's Choice Awards, Elite Fleet Award and the prestigious Business Operations Award.

Suntex carries a substantial insurance policy in the event of catastrophic events and requires boaters to have a hurricane plan for their vessel. Our General Managers and Regional Certified Marina Managers / Operators are experienced in operating coastal marinas under often unpredictable environmental conditions including king tides, red tides, tropical storms and hurricanes.

COASTAL GATEWAY TO THE CITY

All of Suntex's coastal marinas act as a gateway to the city from the water and help in creating an active, vibrant, and accessible waterfront, something that we envision for the new St. Petersburg Municipal Marina. We have been successful in developing and operating coastal marinas and bring with us tenured experience to create a world class marina in St. Petersburg.

NARRATIVE RESPONSE

SALTWATER / COASTAL MARINA EXPERTISE | HURRICANE PREPAREDNESS & RESPONSE

IN THE EVENT OF **STORM EVENTS & NATURAL DISASTERS**, SUNTEX IS **PREPARED TO RESPOND QUICKLY** :



EMERGENCY RESPONSE PLAN & TEAM:

ORGANIZED RESPONSE TEAM TO ENSURE LIFE
SAFETY & MARINAS ARE WELL
PROTECTED IN ADVANCE

STORM MANAGEMENT DESIGNED TO MITIGATE
DISRUPTION DURING & AFTER STORMS



500+ FLORIDA STAFF MEMBERS

IN CLOSE COMMUNICATION &
PREPARED TO MOBILIZE & TAKE ACTION
DURING STORM EVENTS &
NATURAL DISASTERS



NATIONWIDE RESOURCES

AVAILABLE TO GET MARINAS UP &
RUNNING IN A SAFE & EFFICIENT MANNER
POST EVENT

HELP THOSE IN THE COMMUNITY
WHO ARE IMPACTED

HURRICANE PREPAREDNESS

Suntex designs, redevelops, and operates marinas with hurricanes in mind. All marina facilities are constructed and maintained to meet state regulatory standards and to obtain hurricane and catastrophic loss insurance. Facilities such as the fully enclosed dry storage building at Haulover Marine Center, is rated to withstand a Category 5 hurricane.

HURRICANE RESPONSE

The ability to respond quickly and efficiently to natural disasters before, during, and after it occurs is critical in owning and operating coastal marinas. Suntex has demonstrated experience mobilizing response teams and staff members to protect marina assets and return business back to normal with as little interruption as possible – Hurricane Sandy (2012), Hurricane Irma (2017), and Hurricane Ian (2022) to name a few. Pre- and post-hurricane news and recovery updates are provided on a regular basis to keep customers and the public well informed. Following an assessment of Suntex’s 14 Florida marinas after Hurricane Irma, which all sustained minimal damage, Suntex was able to support the greater Florida boating community by providing services to those who were impacted.

NARRATIVE RESPONSE

COMMUNITY OUTREACH PROGRAM

COMMUNITY OUTREACH

The conceptual design and programming presented in this proposal give physical form to the City's vision of an active, accessible and connected waterfront park system, as well as key elements essential to the efficient operation of the world class marina. While we are confident in the design vision and approach, we want to ensure the community is engaged in the final design process. We recognize that the residents of St. Petersburg and downtown property and business owners have a special interest and insight into the future of the waterfront and marina, and that their input is necessary in improving the final design and implementation of the project.

Our approach to community engagement allows the design team to collaborate with the public in an interactive process that clearly communicates the opportunities and challenges associated with incorporating the needs of a wide range of participants within a defined space and budget. In order to achieve a plan which best balances uses within the specified budget, our process relies heavily on an iterative design process that is open, transparent, and defensible.

We will work with the City of St. Petersburg and community to understand and communicate program and budget priorities, while determining and communicating the inherent trade-offs associated with those decisions. This is a process that ensures that we stay on schedule and achieve a final design that is more than the sum of its parts. In other words, the final plan must be more than a functional expression of program. The plan must also be a beautiful public space that complements neighboring venues and surrounding waterfront, respects the environment, and allows for public access and recreation, and sustainable development.

We have followed this process to achieve transformative results time and again, and can attest to the power of listening as a design tool. We have a track record of communicating and working with communities, HOAs, and resident groups to better understand how all of our goals can align and this will be the case at St. Petersburg Municipal Marina as well.

LOCAL INVOLVEMENT

Our goal is to reach out to local groups and stakeholders such as Tampa Bay Watch, Waterfront Parks Foundation, and St. Petersburg Sailing Center, to create a unified vision of the waterfront. In addition to our local involvement and outreach, the City has already completed many iterations of community outreach meetings and the resulting comments and valuable findings from these efforts will go towards reimagining and designing a world class waterfront.

COMMUNITY BOATING & MARINA ACCESS

As part of our commitment to engaging the community, we will also work with a range of local organizations to create meaningful boating opportunities for everyone. Our facilities will supplement the land- and water-related programs already available and create synergies wherever possible. Examples of these opportunities might include partnering with local colleges and universities for classes on the water or outdoor classroom field trips; and hosting tournaments to generate donations. In 2022, Suntex and Florida State University partnered to train hospitality students by offering the class, Suntex Intro to Maritime Hospitality. We are committed to being good neighbors and a part of the community.

We take very seriously the need to make our facilities accessible to everyone regardless of physical ability. In order to ensure that the docks are accessible to everyone, we will exceed the requirements of the Americans with Disabilities Act (ADA) recreational boating requirements.

LOCAL RESOURCES, LOCAL HIRING & HIRING SBE

The development and operation of a new marina will create new permanent and temporary job opportunities. From the design process through construction, and daily operations, we are committed to hiring locally, using local vendors, and establishing relationships with local suppliers. Suntex also commits to exceeding the City of St. Petersburg's stated minimum threshold of 14% (Sec. 2-231.(a)) in the City's small business enterprise program (SBE), which will be further defined in the definitive agreement between Suntex and the City of St. Petersburg.

NARRATIVE RESPONSE

COMMUNITY OUTREACH PROGRAM

DESIGN & APPROVAL PROCESS



LOCAL HIRING & LOCAL RESOURCES

- Staffing & retention of local professionals
- Design teams: engineering, architecture, landscape architecture, etc.



DEDICATED SUNTEX LIAISON TO CITY & COMMUNITY

- Principal engagement
- Presentations, updates & questions
- Maintain character of downtown



PUBLIC OUTREACH & COLLABORATION

- Downtown & adjacent businesses
- HOAs
- Civic & community groups
- City Council & Staff



LOCAL INVOLVEMENT

- St. Petersburg CRA and Parks and Recreation
- Waterfront Parks Foundation
- Stakeholders, including but not limited to: Museum of Fine Arts, Saturday Morning Market, St. Petersburg Yacht Club, St. Petersburg Arts Alliance, Tampa Bay Watch, etc.

FUTURE OPERATIONS



MARKETING & EVENTS

- Targeted outreach & marketing strategies
- Social media, print media, local outlets & events
- Interactive website



LOCAL OPPORTUNITIES

- Local hiring & current staffing retention
- Small business enterprise (SBE)
- Local vendors & suppliers
- Local business partners & tenants



SITE SPECIFIC PROGRAMMING

- Marine & upland programming
- Seasonal programming
- Events



COMMUNITY BOATING & MARINA ACCESS

- Charity & philanthropic events
- Sponsorship / hosting events
- Partnerships with schools & groups
- Educational opportunities to encourage & support teaching next generation of boaters

NARRATIVE RESPONSE

COMMUNITY OUTREACH PROGRAM | SITE PROGRAMMING & EVENTS



PROGRAMMING

- Rock the Docks concert series
- Art at the Docks - Art Walk
- Yoga on the water (on SUP) / dock
- Kayak tours
- Full moon paddleboarding
- Fishing tournaments & competitive events
- Sightseeing lunch, dinner, and holiday cruises
- Dinner and dancing cruises
- Eco tours
- Walking historical society tours
- Bike rental for waterfront biking and biking to downtown and nearby amenities



SEASONAL PROGRAMMING

- Ice cream social (Spring/Summer)
- Halloween costume party & pumpkin carving contest (Fall)
- Holiday boat light parade (Winter)
- Mardi Gras at the marina (Spring)
- 4th of July fireworks (Summer)



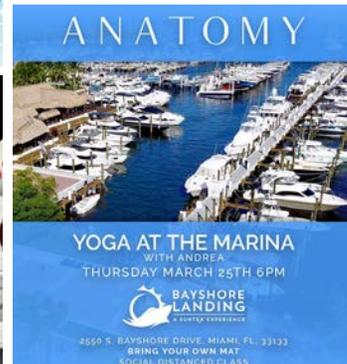
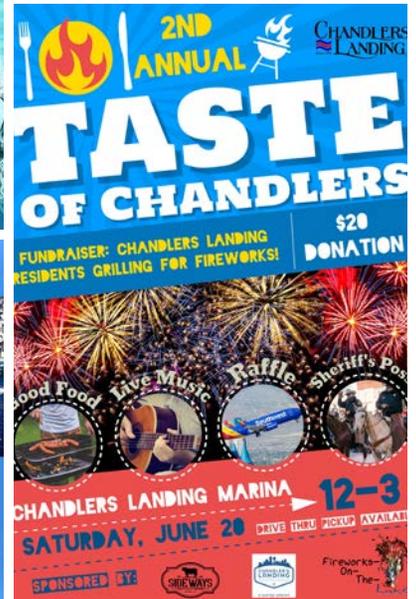
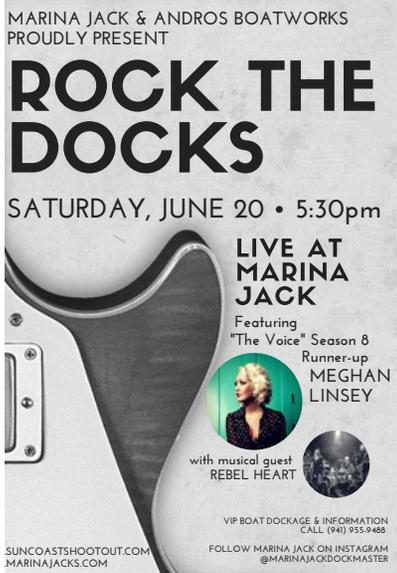
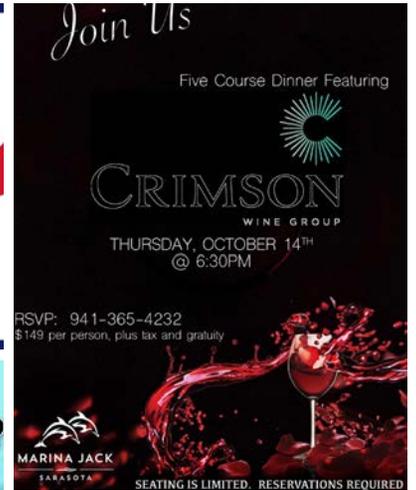
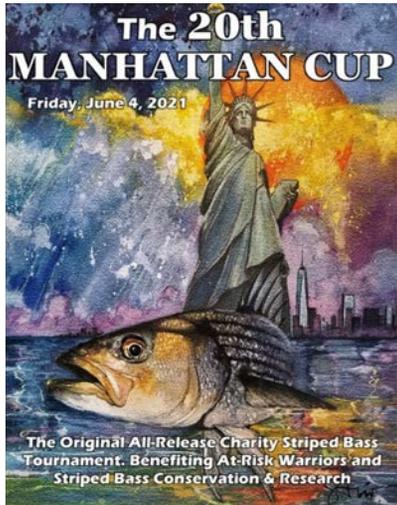
EVENTS

- St. Petersburg Power and Sailboat Show
- Weddings
- Corporate retreats
- Special events

NARRATIVE RESPONSE

COMMUNITY OUTREACH PROGRAM | SAMPLE SITE PROGRAMMING AT SUNTEX MARINAS

Below is a small sampling of year-round and annual events held at Suntex Marinas. Programming and events at St. Petersburg Municipal Marina will be tailored specifically with the local context and visitor demographics in mind.



NARRATIVE RESPONSE

MARKETING PLAN

SOCIAL MEDIA

Through our enterprise level social media management platform, we have the ability to monitor, deliver, and maintain all social media platforms such as Facebook, Twitter, Instagram, LinkedIn, Google and Yelp. We also have the ability to conduct social media contests, sweepstakes, and surveys on demand. In instances such as Covid and hurricane emergencies, we were able to reach out to our subscribers and the public with the latest updates in a timely and efficient manner. In addition to social media posts, Suntex also has a YouTube channel that highlights individual marinas in short clips. Visitors have the ability to connect with us on multiple social media platforms, such as the ones below.



WWW.SUNTEX.COM
WWW.SAINTPETEMARINA.COM



@SUNTEX MARINAS



SUNTEX MARINAS



#SUNTEX MARINAS



SUNTEX MARINAS



SUNTEX MARINAS

INDUSTRY RESOURCES & EVENTS

We have worked very hard to build solid relationships and partnerships with key resources and vendors in the marine industry allowing our executives to participate and work with: NMMA, AMI, USSA, ISS, Soundings-Trade Only, MarinaLife, Marina Dockage, DockWa, Boatsetter, West Marine, HydroHoist and many others. Suntex Marinas participates in and hosts events such as the Fort Lauderdale International Boat Show, one of the largest yacht shows in the world. Suntex's presence at boat shows, tournaments, etc. guarantees that news of St. Petersburg Municipal Marina and marina's development will reach those in the boating world.

LOCAL EXPOSURE

Suntex will reach out to local stakeholders and resources such as the St. Petersburg CRA, St. Petersburg Parks and Recreation, Tampa Bay Watch, Waterfront Parks Foundation, citizens groups, and local lifestyle magazines and blogs to share news of current events and build local interest and momentum.



NARRATIVE RESPONSE

MARKETING PLAN



BRANDING

- Marina logo & identity
- Wayfinding & signage
- Rental fleet
- Merchandise & gear



EVENTS

- St. Petersburg Power and Sailboat Show
- Fort Lauderdale International Boat Show
- Suncoast Boat Show
- Fishing tournaments
- Charity & philanthropic events
- Sponsorship / hosting events



WEBSITE

- Suntex Marinas website
- Individual marina website
 - Online watercraft rental
 - Online lodging rental
 - Online service request
 - Marina amenities & events
 - Circle of Boating boat club info
 - Mailing list sign up
- SEO
- Targeted ad audience



PRINT MEDIA

- Industry magazines (Digital & print)
- Local lifestyle magazines
- Brochures, pamphlets, banners & promotional materials
- Events calendars (Digital & print)
- News / magazine articles
- Press releases



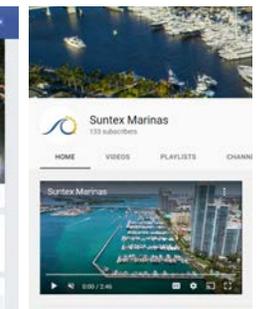
SOCIAL MEDIA

- Facebook
- YouTube
- Instagram
- Twitter
- LinkedIn
- Yelp (Marina & Restaurants)
- TripAdvisor (Marina & Restaurants)
- Wedding Blogs: Venue feature
- Daytrip Blogs: Venue feature



LOCAL

- Local news outlets: Tampa Bay Times, Northeast Journal, St. Pete Catalyst, etc.
- St. Pete Chamber of Commerce
- St. Pete Welcome Center
- Visit St. Pete/Clearwater
- St. Pete/Clearwater and Tampa Airports
- Partnerships with local schools / The University of South Florida
- Partnerships with cruise lines
- Partnerships with fishing charters



NARRATIVE RESPONSE

MARKETING PLAN | NEW WORLD CLASS MARINA IDENTITY

MARKETING & BRANDING STRATEGY

Suntex has a long standing reputation in the marine industry as a cornerstone of quality, service, integrity and satisfaction. This is an important factor in our branding strategy globally and locally. Marinas such as the St. Petersburg Municipal Marina should be the heart of the community and all marketing efforts, including local branding will be done in a unique unpretentious way which allows both visitors and locals to feel welcome.

Our marketing strategy consists of a multi-faceted approach. A dedicated Suntex Marketing Team creates and maintains current content on the full suite of social media platforms and also generates publicity through: articles and feature stories in industry and local lifestyle magazines; marina profiles on industry websites; press releases in news outlets; and a physical presence at industry events such as boat shows. Poised to become a world class Suntex Marina, St. Petersburg Municipal Marina will have an opportunity to be nominated for annual industry awards, further reaching an even wider audience.

INDIVIDUALIZED BRAND

By becoming a part of the Suntex Marina family, St. Petersburg Municipal Marina will be able to tap into the resources of an established online and physical presence with an accredited reputation. The marina will benefit from Suntex branding, including an individualized marina logo, that can be seen on the fleet of rental watercrafts, merchandise, gear, wayfinding, etc. and at events.

WEBSITE

Suntex maintains a Suntex Marinas website with a link to each individual marina. Each of the 73 marina websites features information about available amenities and allows for online lodging and watercraft rental (if available at that particular marina). Individual marina websites also allow users to submit a service request form (response within 24 hours), contains links to leave honest reviews and feedback, and provides information on events (concerts, tournaments, etc.). A new user database will be created and integrated with the current database to promote the new St. Petersburg Municipal Marina.

SAMPLE BRANDING



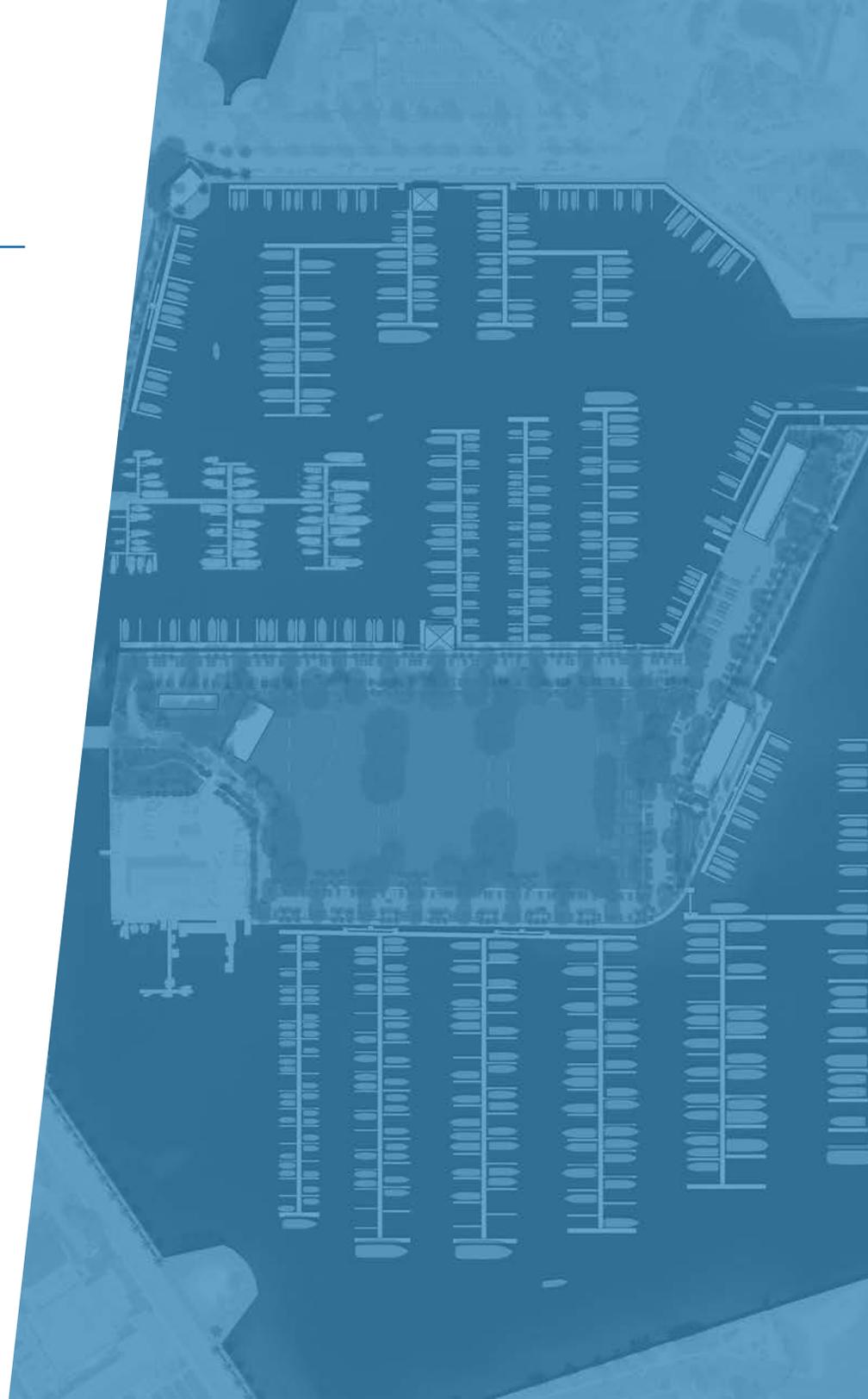
**ST. PETERSBURG
MUNICIPAL MARINA**

BY SUNTEX MARINAS



PART E

DEPICTION OF THE REDEVELOPMENT



DEPICTION OF THE REDEVELOPMENT

CONCEPTUAL SITE PLAN | OVERALL - OPTION A



LEGEND

- 1 WATERFRONT RESTAURANT WITH OUTDOOR SEATING & ENTRY FEATURE
- 2 LANDSCAPED STREETScape & IMPROVED PEDESTRIAN AMENITIES
- 3 WORLD CLASS MARINA WITH FLOATING DOCKS
- 4 MARINA RESTROOM FACILITIES
- 5 BRIDGE WITH ENTRY FEATURE
- 6 ENTRY MONUMENT SIGN
- 7 EXISTING BUILDINGS
- 8 SHADED PICNIC AREA
- 9 ST. PETERSBURG SAILING CENTER (NOT INCLUDED)
- 10 GREENSPACE WITH PATHS & EXISTING TREES
- 11 RESTAURANT / RETAIL / PUBLIC & MARINA PARKING
- 12 EXISTING RESTROOMS
- 13 EXISTING OVERLOOK PLAZA
- 14 EXISTING MEMORIAL TO ST. PETE'S FALLEN OFFICERS
- 15 WATERFRONT RESTAURANT / RETAIL & AMENITIES
- 16 TRANSIENT DOCKAGE / DOCK N' DINE
- 17 10FT PERIMETER PROMENADE
- 18 SECURED ACCESS GANGWAY TO FLOATING DOCKS
- 19 SHADED SWING BENCHES
- 20 BOAT TRAILER PARKING
- 21 BOAT RAMPS
- 22 FUEL DOCK
- 23 EXISTING MARINA STORE & OFFICE
- 24 SHADED SEATING AT THE POINT
- 25 BREAKWATER

DEPICTION OF THE REDEVELOPMENT

CONCEPTUAL SITE PLAN | OVERALL - OPTION B



LEGEND

- 1 WATERFRONT RESTAURANT WITH OUTDOOR SEATING & ENTRY FEATURE
- 2 LANDSCAPED STREETScape & IMPROVED PEDESTRIAN AMENITIES
- 3 WORLD CLASS MARINA WITH FLOATING DOCKS
- 4 MARINA RESTROOM FACILITIES
- 5 BRIDGE WITH ENTRY FEATURE
- 6 ENTRY MONUMENT SIGN
- 7 CONCESSIONS / PUBLIC RESTROOMS / STORAGE
- 8 BICYCLE RENTAL / BICYCLE RACKS
- 9 SHADED PICNIC AREA
- 10 ST. PETERSBURG SAILING CENTER (NOT INCLUDED)
- 11 AMPHITHEATER
- 12 RESTAURANT / RETAIL / PUBLIC & MARINA PARKING
- 13 MULTIPURPOSE FIELDS
- 14 BASKETBALL COURTS & PICKLEBALL COURTS
- 15 CHILDREN'S PLAYGROUND
- 16 WATERFRONT PLAZA & DROP-OFF
- 17 WATERFRONT RESTAURANT / RETAIL & AMENITIES
- 18 EXISTING MEMORIAL TO ST. PETE'S FALLEN OFFICERS
- 19 TRANSIENT DOCKAGE / DOCK N' DINE
- 20 GRASS STEP OVERLOOK & WATER FEATURE
- 21 SHADED SWING BENCHES
- 22 10FT PERIMETER PROMENADE
- 23 SECURED ACCESS GANGWAY TO FLOATING DOCKS
- 24 BOAT TRAILER PARKING
- 25 BOAT RAMPS
- 26 FUEL DOCK
- 27 MARINA STORE / OFFICE / CAPTAIN'S LOUNGE
- 28 PAVILION AT THE POINT
- 29 BREAKWATER

DEPICTION OF THE REDEVELOPMENT

CONCEPTUAL SITE PLAN | OVERALL - OPTION C



LEGEND

- 1 WATERFRONT RESTAURANT WITH OUTDOOR SEATING & ENTRY FEATURE
- 2 LANDSCAPED STREETScape & IMPROVED PEDESTRIAN AMENITIES
- 3 WORLD CLASS MARINA WITH FLOATING DOCKS
- 4 MARINA RESTROOM FACILITIES
- 5 BRIDGE WITH ENTRY FEATURE
- 6 ENTRY MONUMENT SIGN
- 7 CONCESSIONS / PUBLIC RESTROOMS / STORAGE
- 8 BICYCLE RENTAL / BICYCLE RACKS
- 9 SHADED PICNIC AREA
- 10 ST. PETERSBURG SAILING CENTER (NOT INCLUDED)
- 11 AMPHITHEATER
- 12 RESTAURANT / RETAIL / PUBLIC & MARINA PARKING
- 13 MULTIPURPOSE FIELDS
- 14 BASKETBALL COURT & PICKLEBALL COURTS
- 15 CHILDREN'S PLAYGROUND
- 16 WATERFRONT PLAZA & DROP-OFF
- 17 GRASS STEP OVERLOOK & WATER FEATURE
- 18 EXISTING MEMORIAL TO ST. PETE'S FALLEN OFFICERS
- 19 TRANSIENT DOCKAGE / DOCK N' DINE
- 20 WATERFRONT RESTAURANT / RETAIL & AMENITIES W/ WATER FEATURE
- 21 SHADED SWING BENCHES
- 22 10FT PERIMETER PROMENADE
- 23 SECURED ACCESS GANGWAY TO FLOATING DOCKS
- 24 BOAT TRAILER PARKING
- 25 EXISTING RAMPS
- 26 FUEL DOCK
- 27 MARINA STORE / OFFICE / CAPTAIN'S LOUNGE
- 28 PAVILION AT THE POINT
- 29 BREAKWATER

DEPICTION OF THE REDEVELOPMENT

CONCEPTUAL SITE PLAN ENLARGEMENT | DEMENS LANDING PARK - OPTION A



LEGEND

- 1 BRIDGE WITH ENTRY FEATURE
- 2 ENTRY MONUMENT SIGN
- 3 SHADED PICNIC AREA
- 4 ST. PETERSBURG SAILING CENTER (NOT INCLUDED)
- 5 EXISTING BUILDINGS
- 6 GREENSPACE WITH PATHS & EXISTING TREES
- 7 MARINA RESTROOM FACILITIES
- 8 SECURED ACCESS GANGWAY
- 9 RESTAURANT / RETAIL / PUBLIC & MARINA PARKING
- 10 EXISTING RESTROOMS
- 11 PLAZA SEATING AREA
- 12 EXISTING MEMORIAL TO ST. PETE'S FALLEN OFFICERS
- 13 WATERFRONT RESTAURANT / RETAIL & AMENITIES
- 14 TRANSIENT DOCKAGE / DOCK N' DINE
- 15 SHADED SWING BENCHES
- 16 BOAT TRAILER PARKING
- 17 BOAT RAMPS
- 18 MARINA ROUNDABOUT
- 19 MARINA STORE AND OFFICE / CAPTAIN'S LOUNGE
- 20 FUEL DOCK
- 21 SHADED SEATING AT THE POINT
- 22 10 FT PERIMETER PROMENADE
- 23 WORLD CLASS MARINA WITH FLOATING DOCKS

DEPICTION OF THE REDEVELOPMENT

CONCEPTUAL SITE PLAN ENLARGEMENT | DEMENS LANDING PARK - OPTION B



LEGEND

- 1 BRIDGE WITH ENTRY FEATURE
- 2 ENTRY MONUMENT SIGN
- 3 SHADED PICNIC AREA
- 4 ST. PETERSBURG SAILING CENTER (NOT INCLUDED)
- 5 CONCESSIONS / RESTROOMS / STORAGE
- 6 BIKE RACKS AND BIKE RENTAL
- 7 AMPHITHEATER
- 8 FENCED LARGE AND SMALL DOG PARK
- 9 MULTIPURPOSE FIELDS
- 10 RESTAURANT / RETAIL / PUBLIC & MARINA PARKING
- 11 MARINA RESTROOM FACILITIES
- 12 BASKETBALL COURTS
- 13 PICKLEBALL COURTS
- 14 FENCED CHILDREN'S PLAYGROUND
- 15 WATERFRONT DROP OFF AREA
- 16 WATERFRONT RESTAURANT / RETAIL & AMENITIES
- 17 WATERFRONT PLAZA
- 18 EXISTING MEMORIAL TO ST. PETE'S FALLEN OFFICERS
- 19 TRANSIENT DOCKAGE / DOCK N' DINE
- 20 SECURED ACCESS GANGWAY TO FLOATING DOCKS
- 21 GRASS STEP OVERLOOK & WATER FEATURE
- 22 SHADED SWING BENCHES
- 23 BOAT TRAILER PARKING
- 24 BOAT RAMPS
- 25 MARINA ROUNDABOUT
- 26 MARINA STORE AND OFFICE / CAPTAIN'S LOUNGE
- 27 FUEL DOCK
- 28 WORLD CLASS MARINA WITH FLOATING DOCKS
- 29 10 FT PERIMETER PROMENADE
- 30 PAVILION AT THE POINT

DEPICTION OF THE REDEVELOPMENT

CONCEPTUAL SITE PLAN ENLARGEMENT | DEMENS LANDING PARK - OPTION C



LEGEND

- 1 BRIDGE WITH ENTRY FEATURE
- 2 ENTRY MONUMENT SIGN
- 3 SHADED PICNIC AREA
- 4 ST. PETERSBURG SAILING CENTER (NOT INCLUDED)
- 5 CONCESSIONS / RESTROOMS / STORAGE
- 6 BIKE RACKS AND BIKE RENTAL
- 7 AMPHITHEATER
- 8 MARINA RESTROOM FACILITIES
- 9 RESTAURANT / RETAIL / PUBLIC & MARINA PARKING
- 10 MULTIPURPOSE FIELDS
- 11 BASKETBALL COURTS
- 12 PICKLEBALL COURTS
- 13 FENCED CHILDREN'S PLAYGROUND
- 14 WATERFRONT DROP-OFF AREA
- 15 GRASS STEP OVERLOOK & LOUNGE BENCH
- 16 EXISTING MEMORIAL TO ST. PETE'S FALLEN OFFICERS
- 17 TRANSIENT DOCKAGE / DOCK N' DINE
- 18 WATERFRONT RESTAURANT / RETAIL & AMENITIES
- 19 WATERFRONT PLAZA / WATER FEATURE / PUBLIC ART
- 20 SECURED ACCESS GANGWAY TO FLOATING DOCKS
- 21 SHADED SWING BENCHES
- 22 BOAT TRAILER PARKING
- 23 BOAT RAMPS
- 24 MARINA ROUNDABOUT
- 25 MARINA STORE / OFFICE / CAPTAIN'S LOUNGE
- 26 FUEL DOCK
- 27 WORLD CLASS MARINA WITH FLOATING DOCKS
- 28 10 FT PERIMETER PROMENADE
- 29 PAVILION AT THE POINT

DEPICTION OF THE REDEVELOPMENT

CONCEPTUAL RENDERING | WELCOMING ENTRY EXPERIENCE



DEPICTION OF THE REDEVELOPMENT

CONCEPTUAL RENDERING | WELCOMING ENTRY EXPERIENCE DETAILS



DEPICTION OF THE REDEVELOPMENT

CONCEPTUAL RENDERING | ACTIVATED WATERFRONT RESTAURANT AND AMENITIES



DEPICTION OF THE REDEVELOPMENT

CONCEPTUAL RENDERING | ACTIVATED WATERFRONT RESTAURANT AND AMENITIES DETAILS



DEPICTION OF THE REDEVELOPMENT

CONCEPTUAL RENDERING | MULTIPURPOSE COMMUNITY GATHERING SPACES



DEPICTION OF THE REDEVELOPMENT

CONCEPTUAL RENDERING | MULTIPURPOSE COMMUNITY GATHERING SPACES DETAILS



DEPICTION OF THE REDEVELOPMENT

DEMENS LANDING PARK | CONCEPTUAL TYPICAL SECTIONS ACROSS MULTIPURPOSE FIELDS



PEDESTRIAN AMENITIES

- PEDESTRIAN SCALED LIGHTING
- SEATING
- BICYCLE RACKS
- TRASH RECEPTACLES



WAYFINDING

- SIGNAGE
- MONUMENTATION



LARGE EVENT ACTIVATION

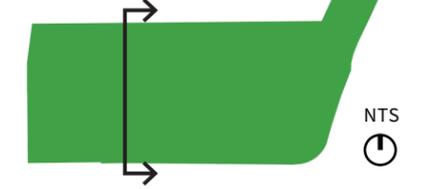
- LARGE SCALE SPACE / CAPACITY
- FACILITIES & AMENITIES
- SHADE



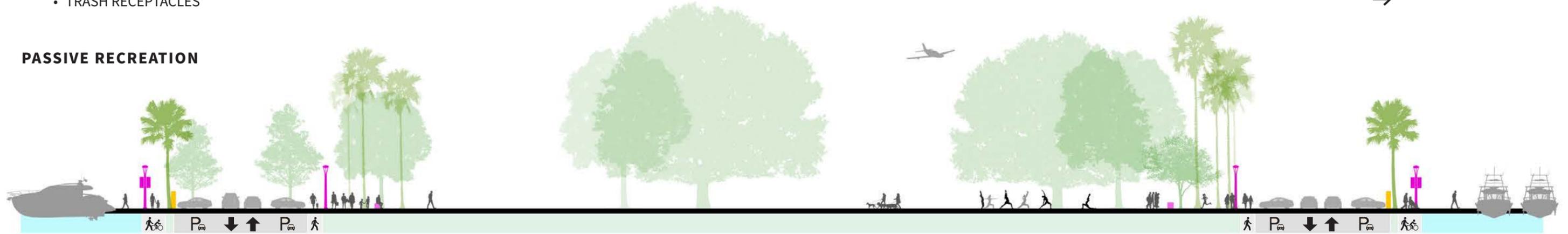
SPORTS EVENTS ACTIVATION

- LARGE SCALE SPACE / CAPACITY
- MAINTAINED FIELDS
- ON-SITE SPORTS EQUIPMENT

KEY MAP



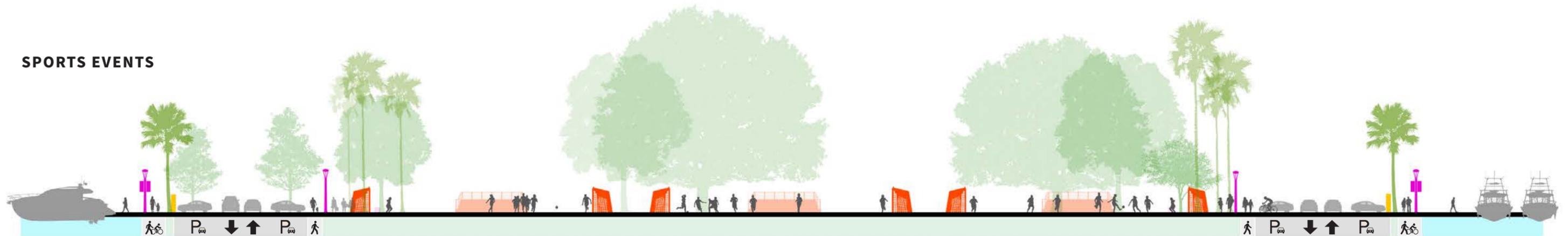
PASSIVE RECREATION



LARGE EVENTS



SPORTS EVENTS



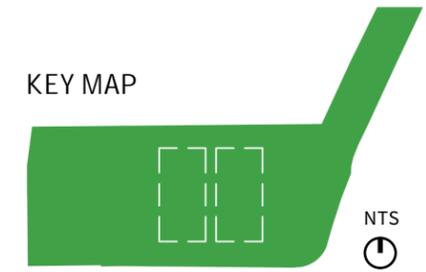
DEPICTION OF THE REDEVELOPMENT

DEMENS LANDING PARK | MULTIPURPOSE FIELD CONFIGURATIONS

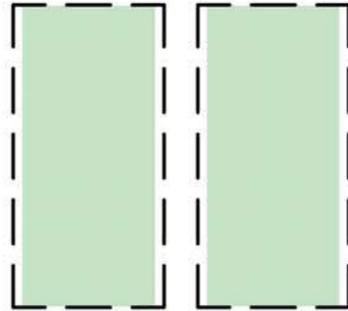
OPTION B

2 MULTIPURPOSE FIELDS
180 FT x 360 FT

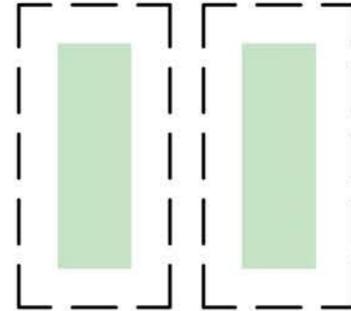
KEY MAP



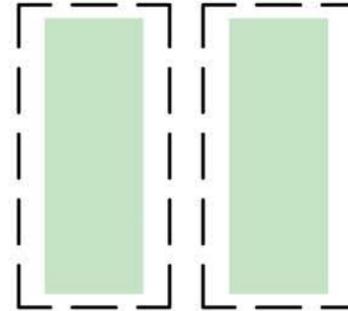
2 FOOTBALL



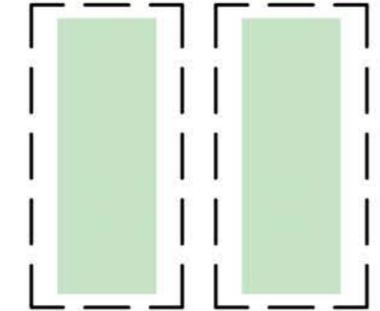
2 FLAG FOOTBALL



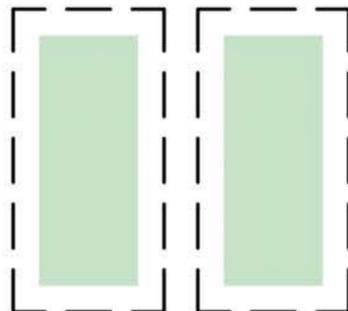
2 SOCCER FIFA



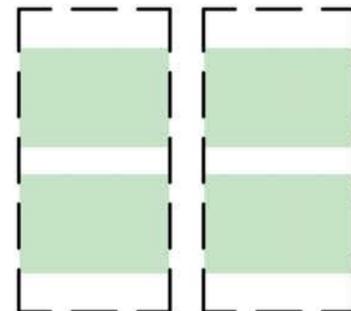
2 SOCCER 11v11 / U12



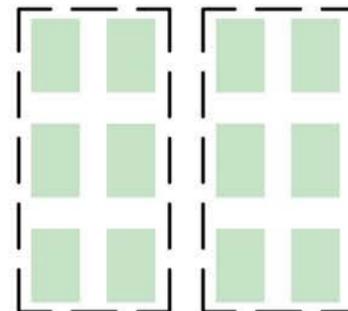
2 SOCCER 9v9



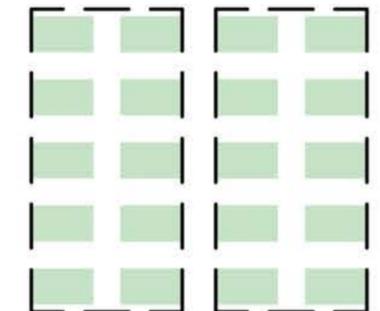
4 SOCCER 8v8 / 7v7 / 6v6



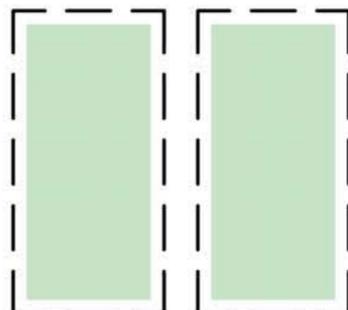
12 SOCCER 4v4



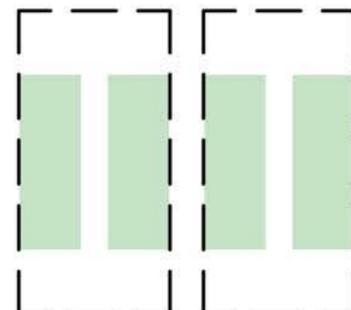
20 SOCCER 3v3



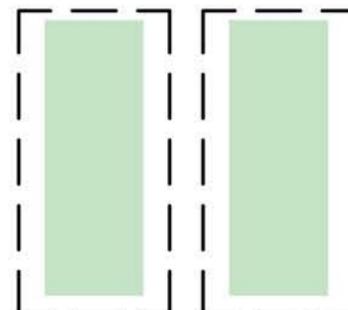
2 LACROSSE B



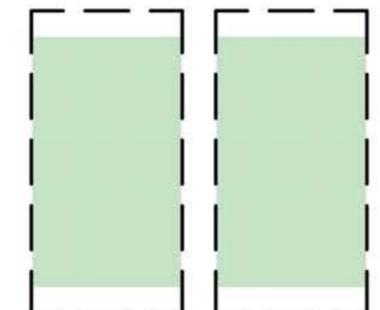
4 LACROSSE C



2 ULTIMATE FRISBEE



2 FIELD HOCKEY



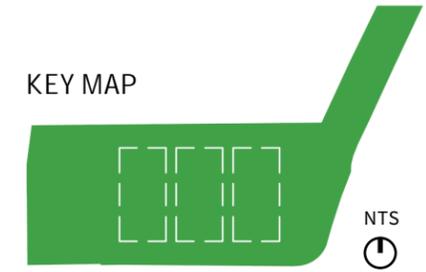
DEPICTION OF THE REDEVELOPMENT

DEMENS LANDING PARK | MULTIPURPOSE FIELD CONFIGURATIONS

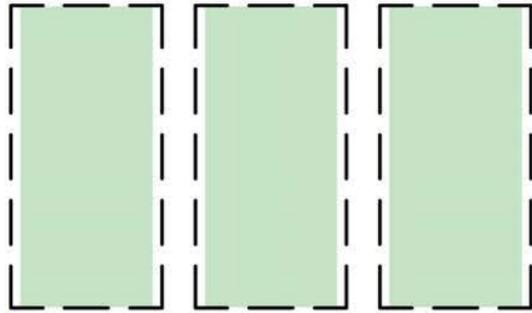
OPTION C

3 MULTIPURPOSE FIELDS
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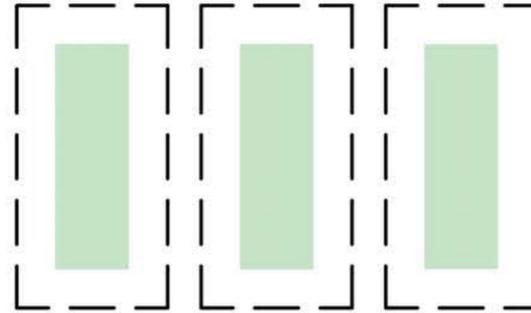
KEY MAP



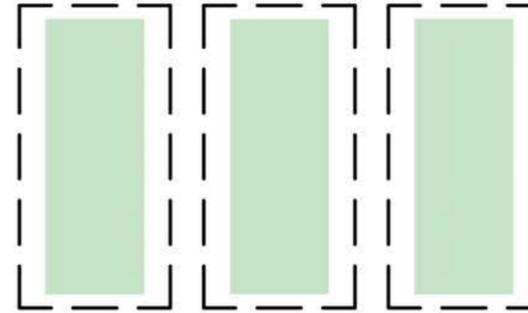
3 FOOTBALL



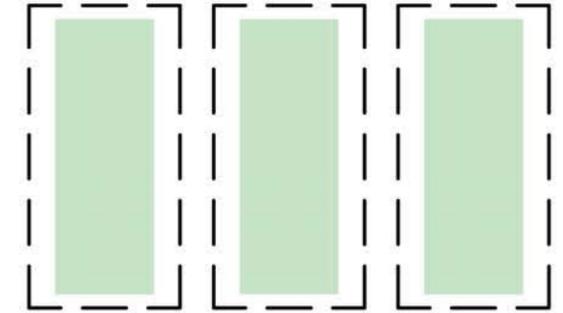
3 FLAG FOOTBALL



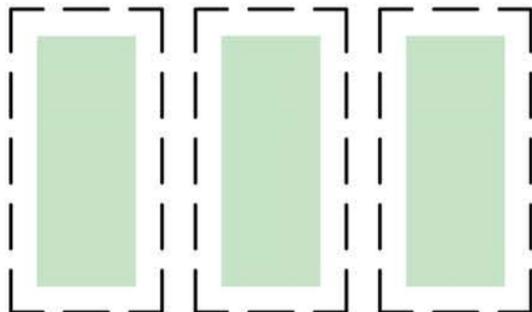
3 SOCCER FIFA



3 SOCCER 11v11 / U12



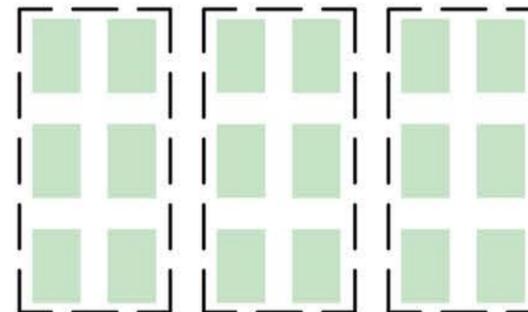
3 SOCCER 9v9



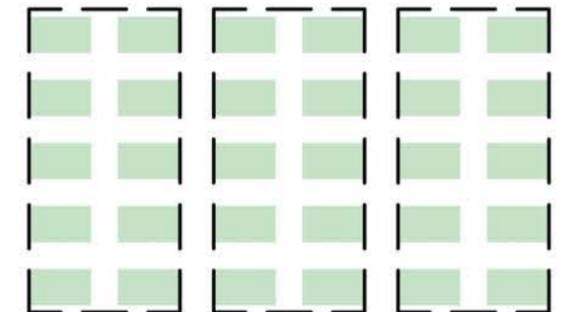
6 SOCCER 8v8 / 7v7 / 6v6



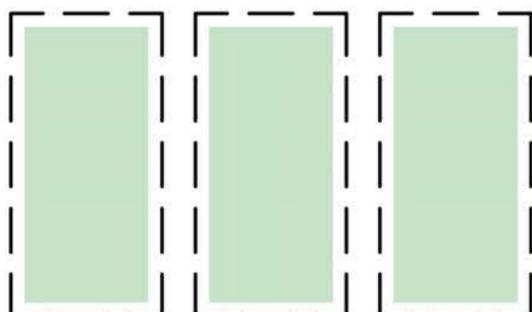
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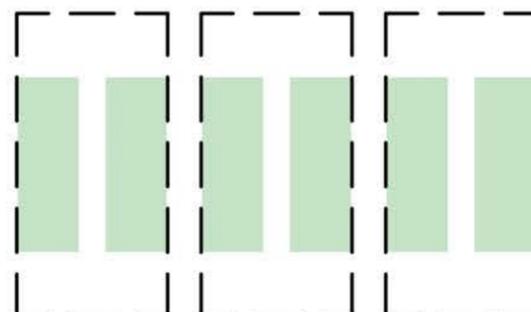
30 SOCCER 3v3



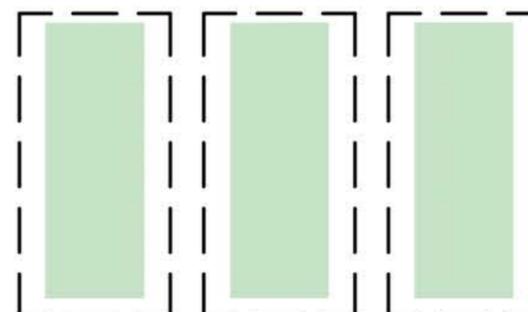
3 LACROSSE B



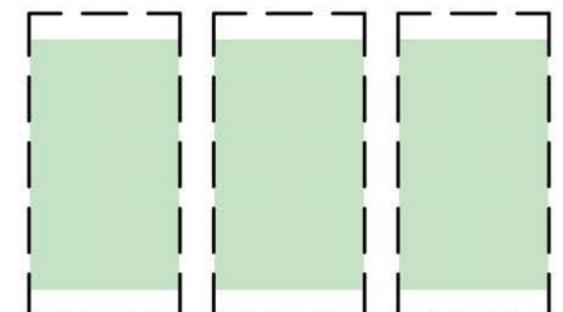
6 LACROSSE C



3 ULTIMATE FRISBEE



3 FIELD HOCKEY

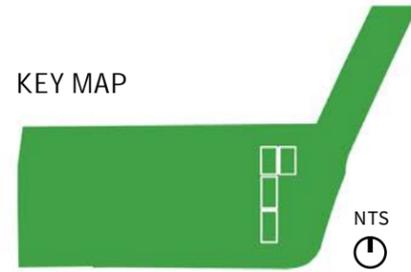


DEPICTION OF THE REDEVELOPMENT

DEMENS LANDING PARK | MULTIPURPOSE COURT CONFIGURATIONS

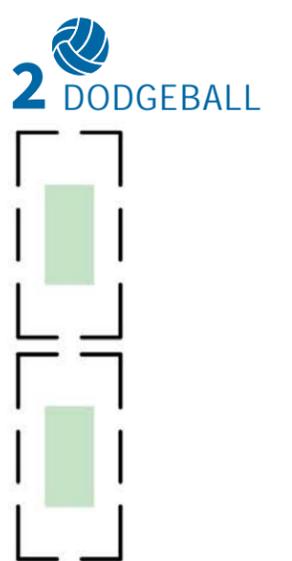
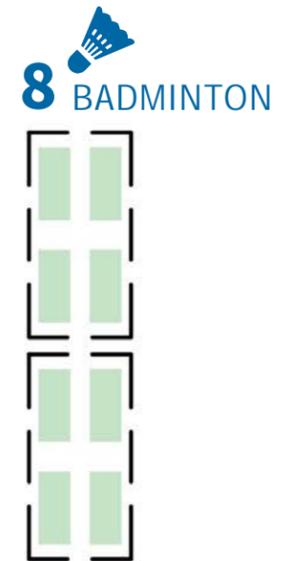
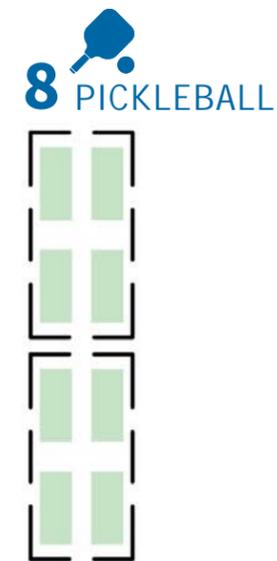
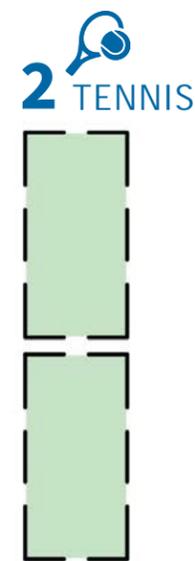
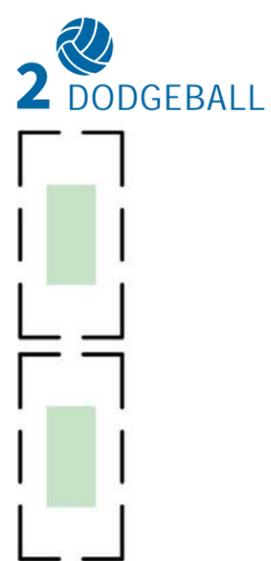
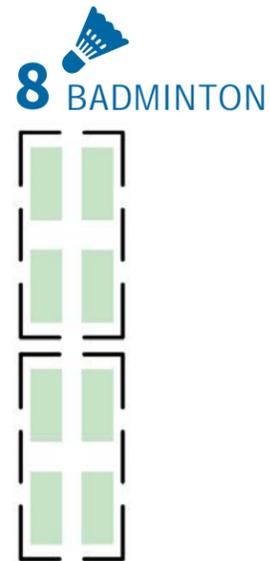
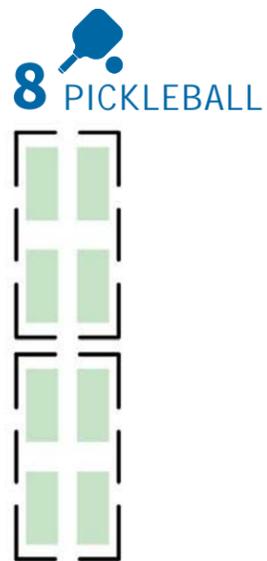
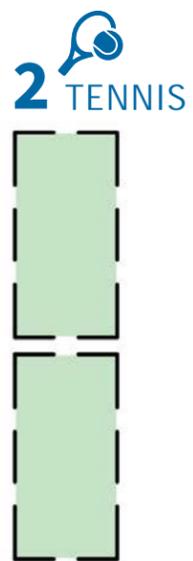
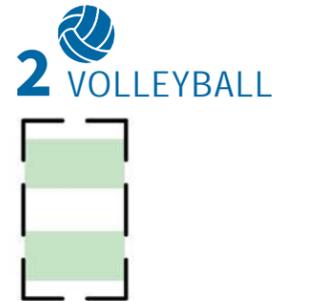
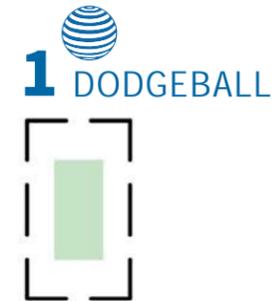
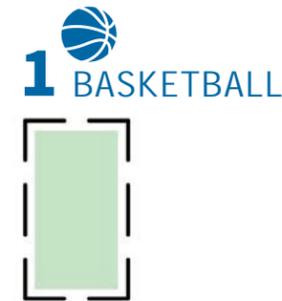
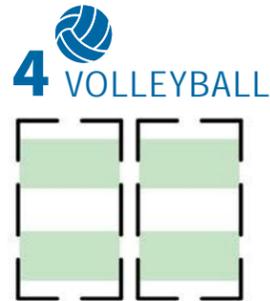
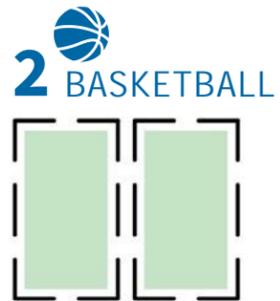
OPTION B

- 2** MULTIPURPOSE COURTS
60 FT x 104 FT
- 2** MULTIPURPOSE COURTS
60 FT x 120 FT



OPTION C

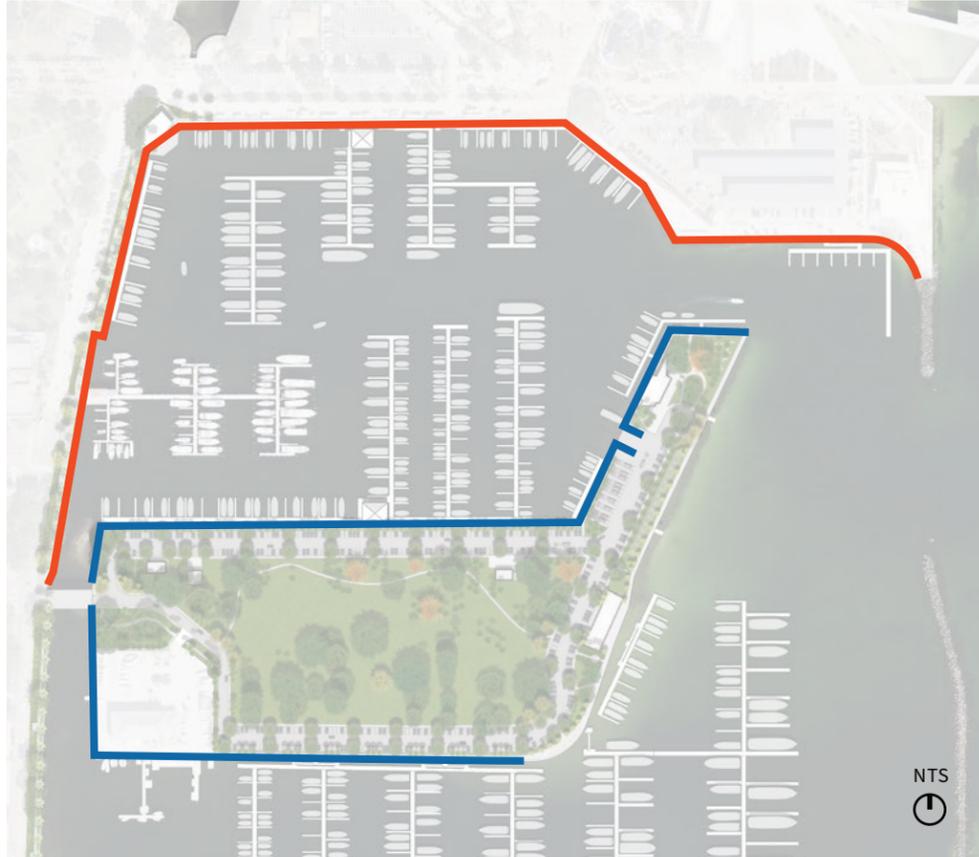
- 1** MULTIPURPOSE COURT
60 FT x 104 FT
- 2** MULTIPURPOSE COURTS
60 FT x 120 FT



DEPICTION OF THE REDEVELOPMENT

SEAWALL REPLACEMENT

OPTION A



OPTION B



OPTION C



 REPLACE EXISTING SEAWALL AT DEMENS LANDING PARK

 REPLACE EXISTING SEAWALL AT DEMENS LANDING PARK

 EXTEND NORTHERN & SOUTHERN SEAWALL BY ± 5ft

 REPLACE EXISTING SEAWALL AT DEMENS LANDING PARK

 REPLACE EXISTING RIPRAP WITH SEAWALL

 EXTEND NORTHERN, SOUTHERN & EASTERN SEAWALL

 **BULKHEAD**
PURSUANT TO THE RFP REQUIREMENTS, SUNTEX WILL DESIGN, PERMIT, PROCURE (PER THE CITY'S PROCUREMENT GUIDELINES) AND CONSTRUCT THE BULKHEAD AND RELATED STRUCTURAL IMPROVEMENTS AT THE CITY'S COST

SEAWALL REPLACEMENT LEGEND

 BAYSHORE DRIVE NE & 2ND AVENUE NE SEAWALL

 DEMENS LANDING PARK SEAWALL

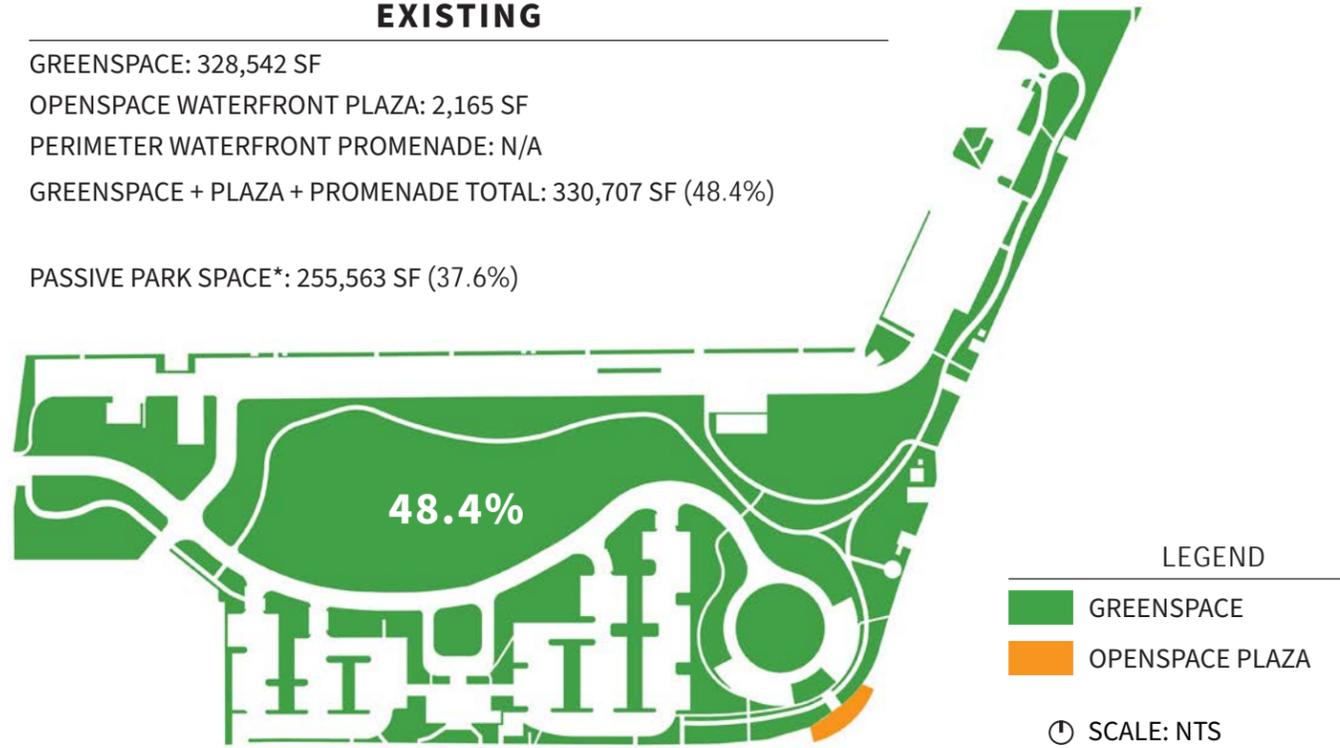
DEPICTION OF THE REDEVELOPMENT

DEMENS LANDING PARK | EXISTING VS PROPOSED GREENSPACE / OPENSOURCE / PROMENADE

EXISTING

GREENSPACE: 328,542 SF
 OPENSOURCE WATERFRONT PLAZA: 2,165 SF
 PERIMETER WATERFRONT PROMENADE: N/A
 GREENSPACE + PLAZA + PROMENADE TOTAL: 330,707 SF (48.4%)

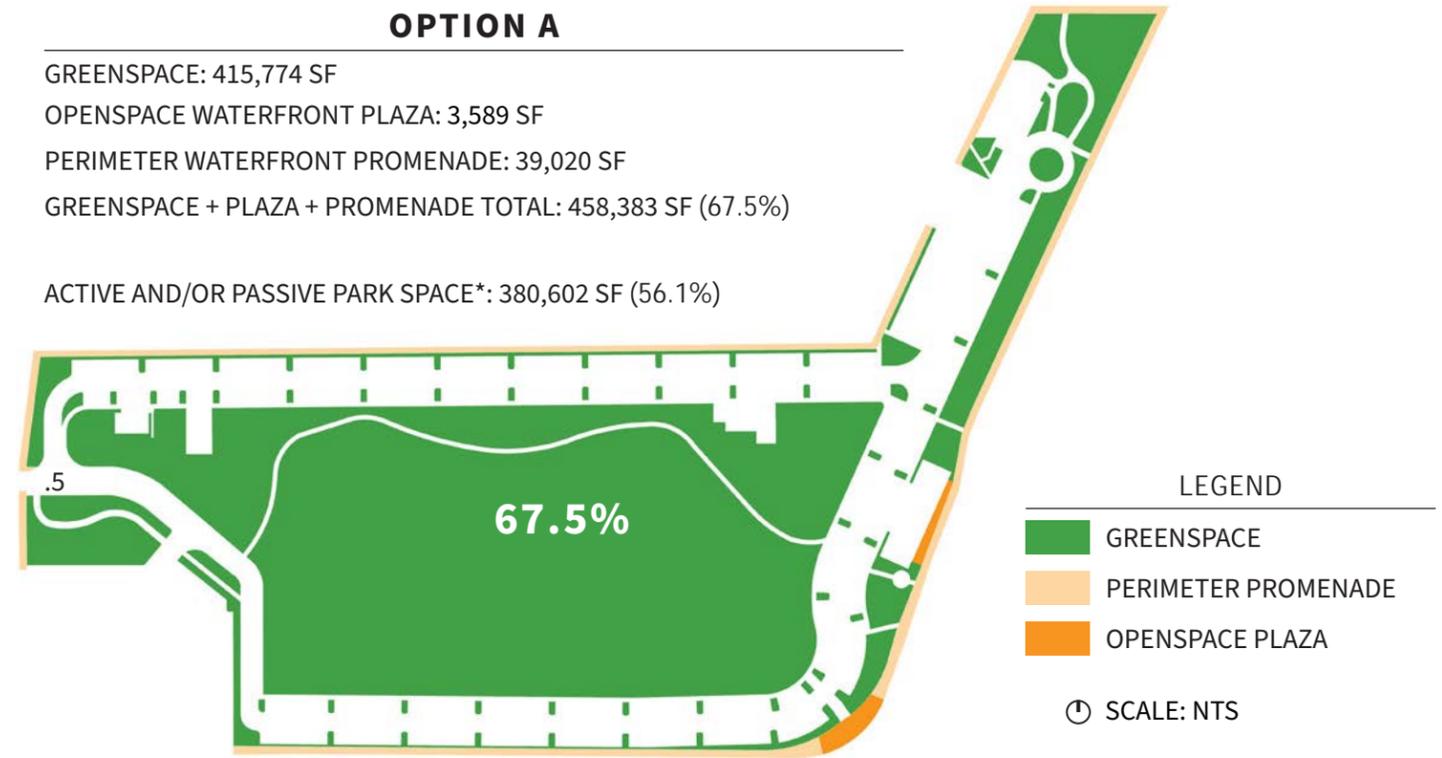
PASSIVE PARK SPACE*: 255,563 SF (37.6%)



OPTION A

GREENSPACE: 415,774 SF
 OPENSOURCE WATERFRONT PLAZA: 3,589 SF
 PERIMETER WATERFRONT PROMENADE: 39,020 SF
 GREENSPACE + PLAZA + PROMENADE TOTAL: 458,383 SF (67.5%)

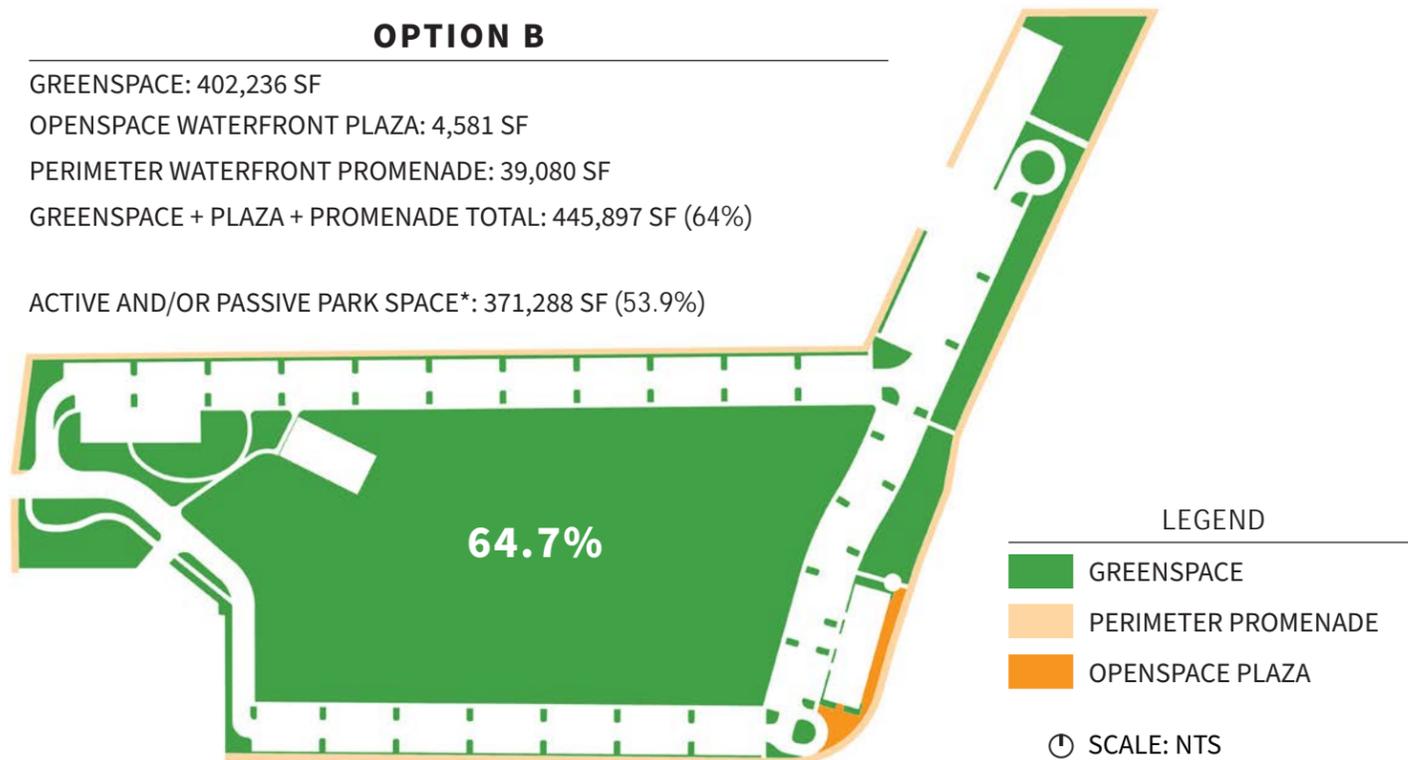
ACTIVE AND/OR PASSIVE PARK SPACE*: 380,602 SF (56.1%)



OPTION B

GREENSPACE: 402,236 SF
 OPENSOURCE WATERFRONT PLAZA: 4,581 SF
 PERIMETER WATERFRONT PROMENADE: 39,080 SF
 GREENSPACE + PLAZA + PROMENADE TOTAL: 445,897 SF (64%)

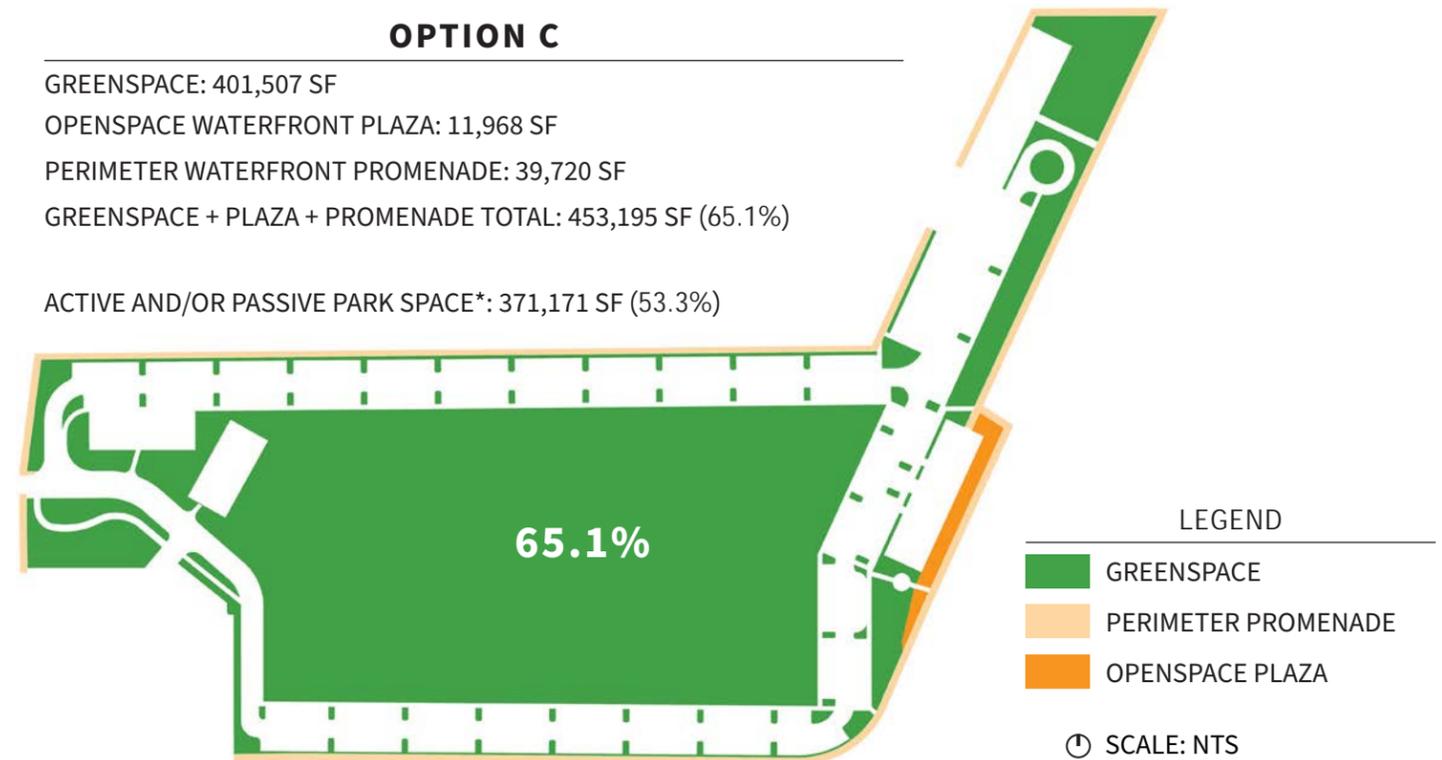
ACTIVE AND/OR PASSIVE PARK SPACE*: 371,288 SF (53.9%)



OPTION C

GREENSPACE: 401,507 SF
 OPENSOURCE WATERFRONT PLAZA: 11,968 SF
 PERIMETER WATERFRONT PROMENADE: 39,720 SF
 GREENSPACE + PLAZA + PROMENADE TOTAL: 453,195 SF (65.1%)

ACTIVE AND/OR PASSIVE PARK SPACE*: 371,171 SF (53.3%)



NOTES: *Active and/or passive park space excludes parking landscape islands. Square footages are approximate. St. Petersburg Sailing Center not included.

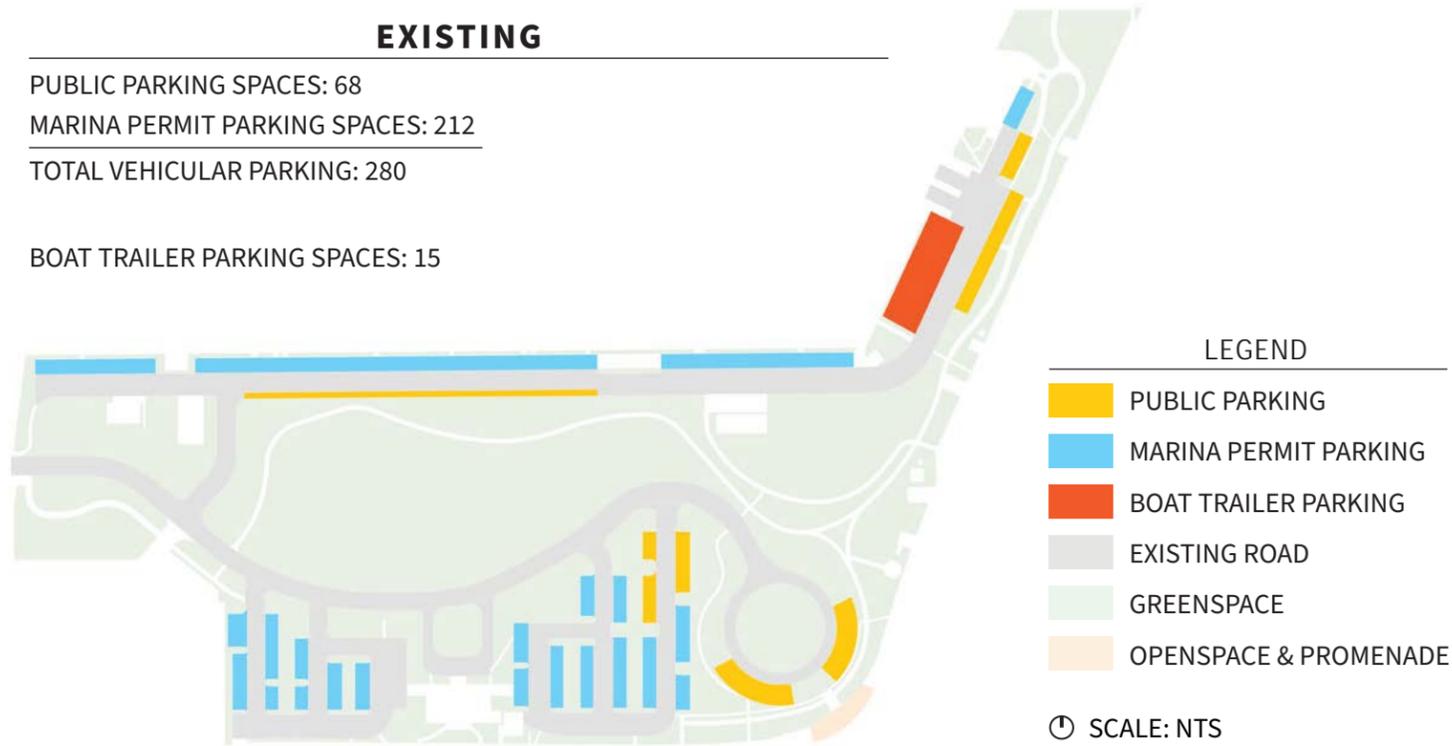
DEPICTION OF THE REDEVELOPMENT

DEMENS LANDING PARK | EXISTING VS PROPOSED PARKING

EXISTING

PUBLIC PARKING SPACES: 68
 MARINA PERMIT PARKING SPACES: 212
 TOTAL VEHICULAR PARKING: 280

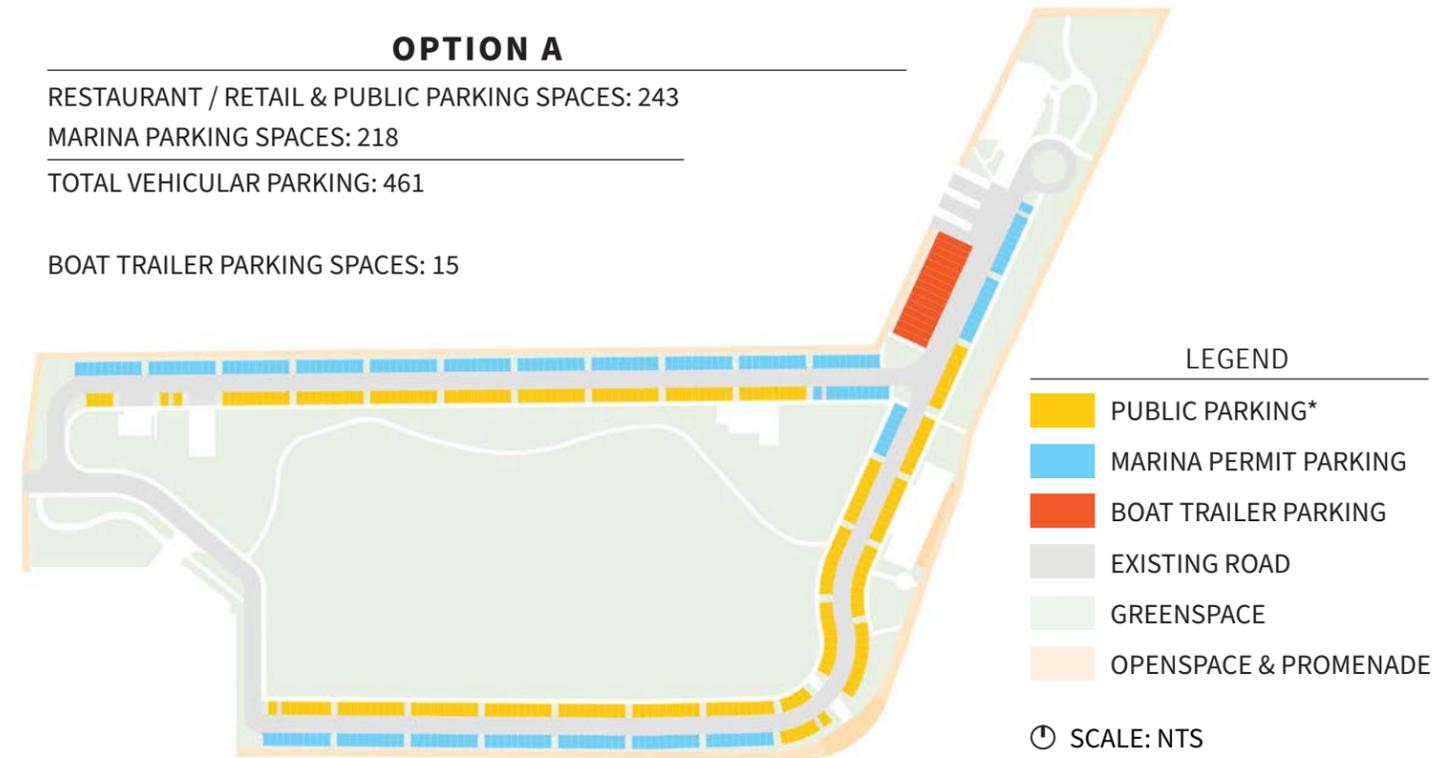
BOAT TRAILER PARKING SPACES: 15



OPTION A

RESTAURANT / RETAIL & PUBLIC PARKING SPACES: 243
 MARINA PARKING SPACES: 218
 TOTAL VEHICULAR PARKING: 461

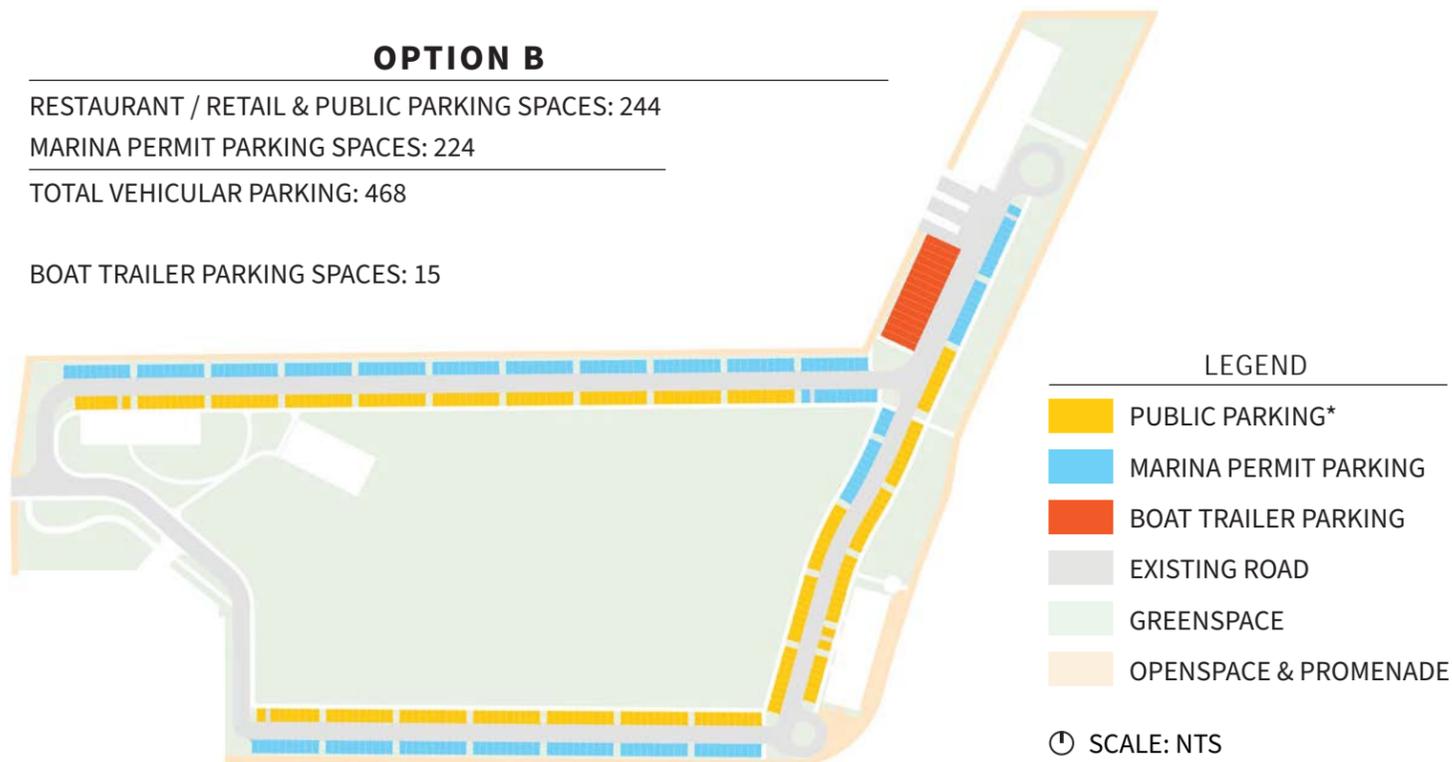
BOAT TRAILER PARKING SPACES: 15



OPTION B

RESTAURANT / RETAIL & PUBLIC PARKING SPACES: 244
 MARINA PERMIT PARKING SPACES: 224
 TOTAL VEHICULAR PARKING: 468

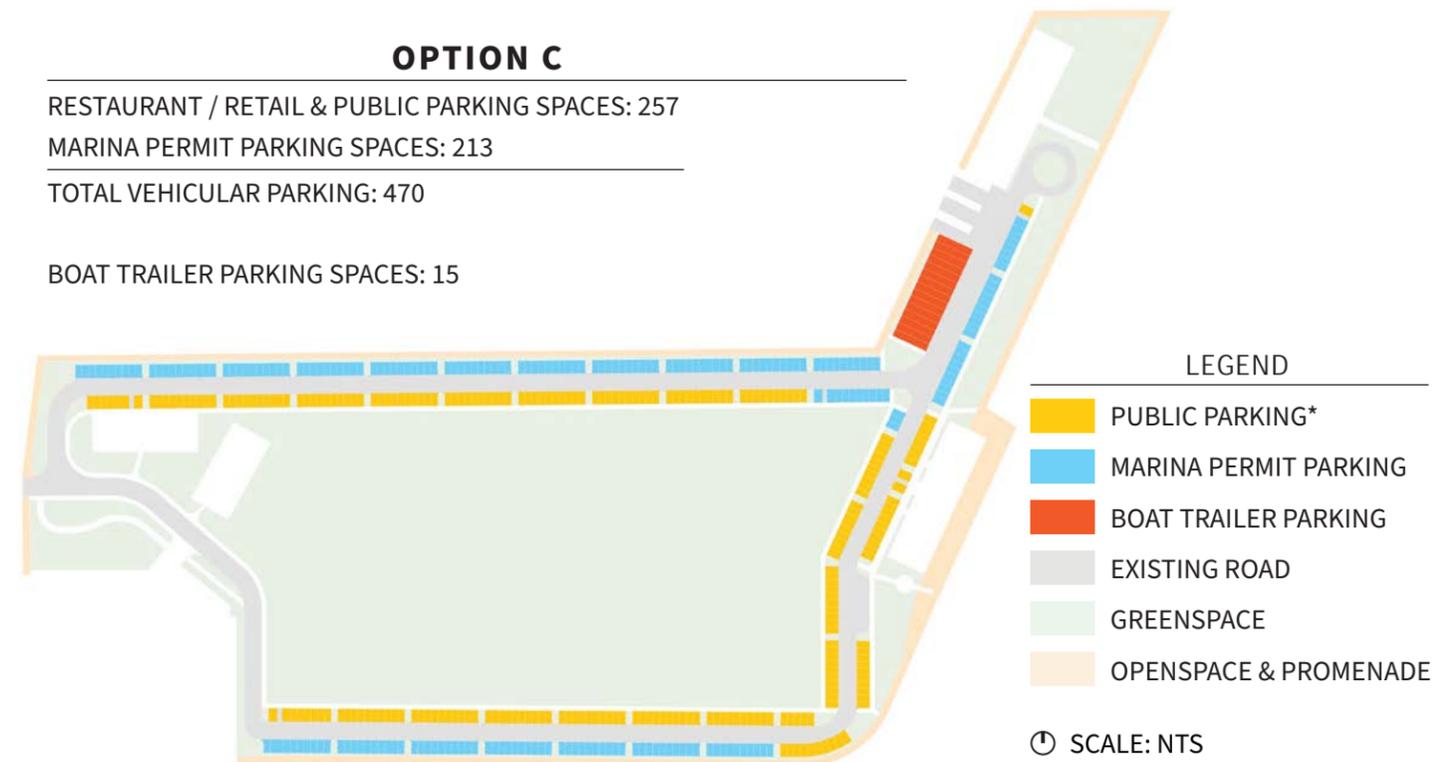
BOAT TRAILER PARKING SPACES: 15



OPTION C

RESTAURANT / RETAIL & PUBLIC PARKING SPACES: 257
 MARINA PERMIT PARKING SPACES: 213
 TOTAL VEHICULAR PARKING: 470

BOAT TRAILER PARKING SPACES: 15



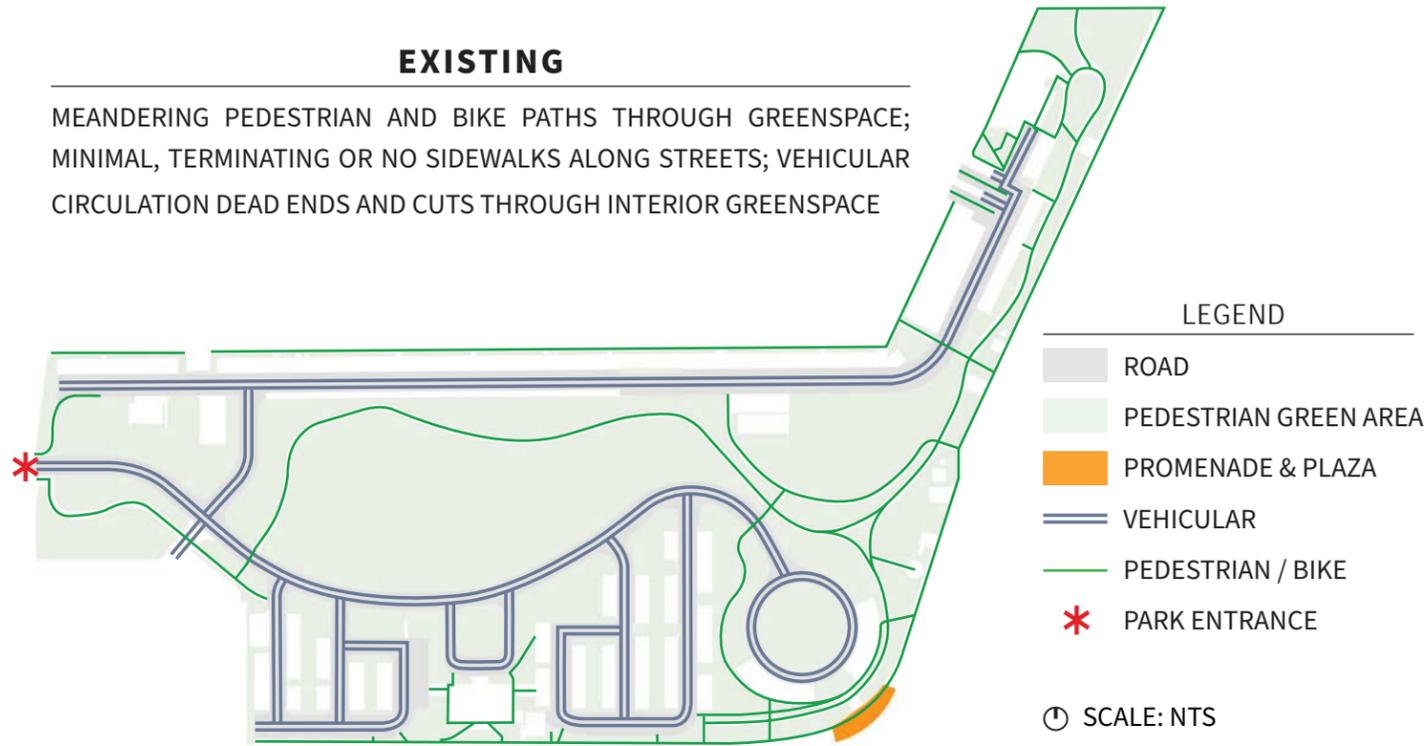
NOTE: *Public parking for restaurant, retail and recreation. St. Petersburg Sailing Center not included.

DEPICTION OF THE REDEVELOPMENT

DEMENS LANDING PARK | EXISTING VS PROPOSED SITE CIRCULATION

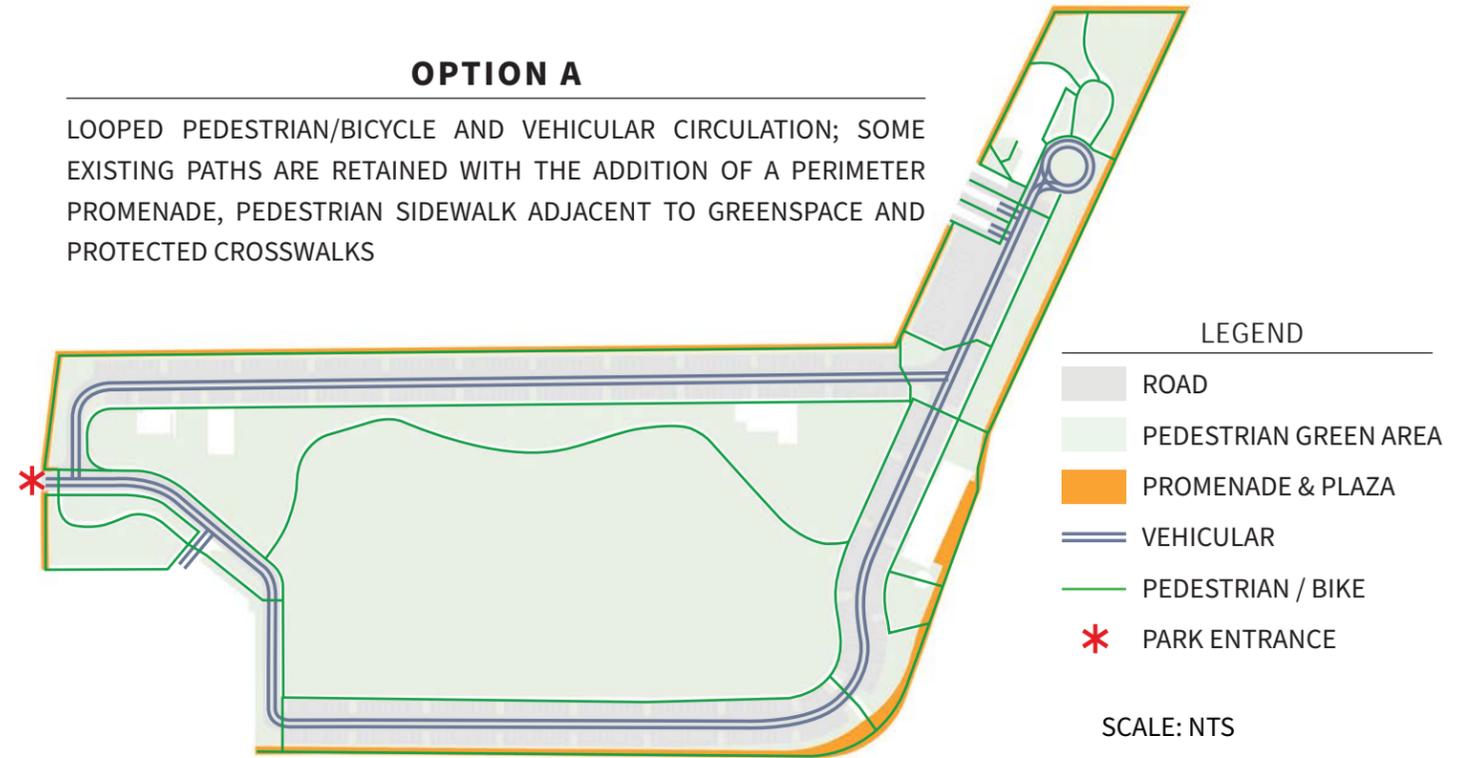
EXISTING

MEANDERING PEDESTRIAN AND BIKE PATHS THROUGH GREENSPACE; MINIMAL, TERMINATING OR NO SIDEWALKS ALONG STREETS; VEHICULAR CIRCULATION DEAD ENDS AND CUTS THROUGH INTERIOR GREENSPACE



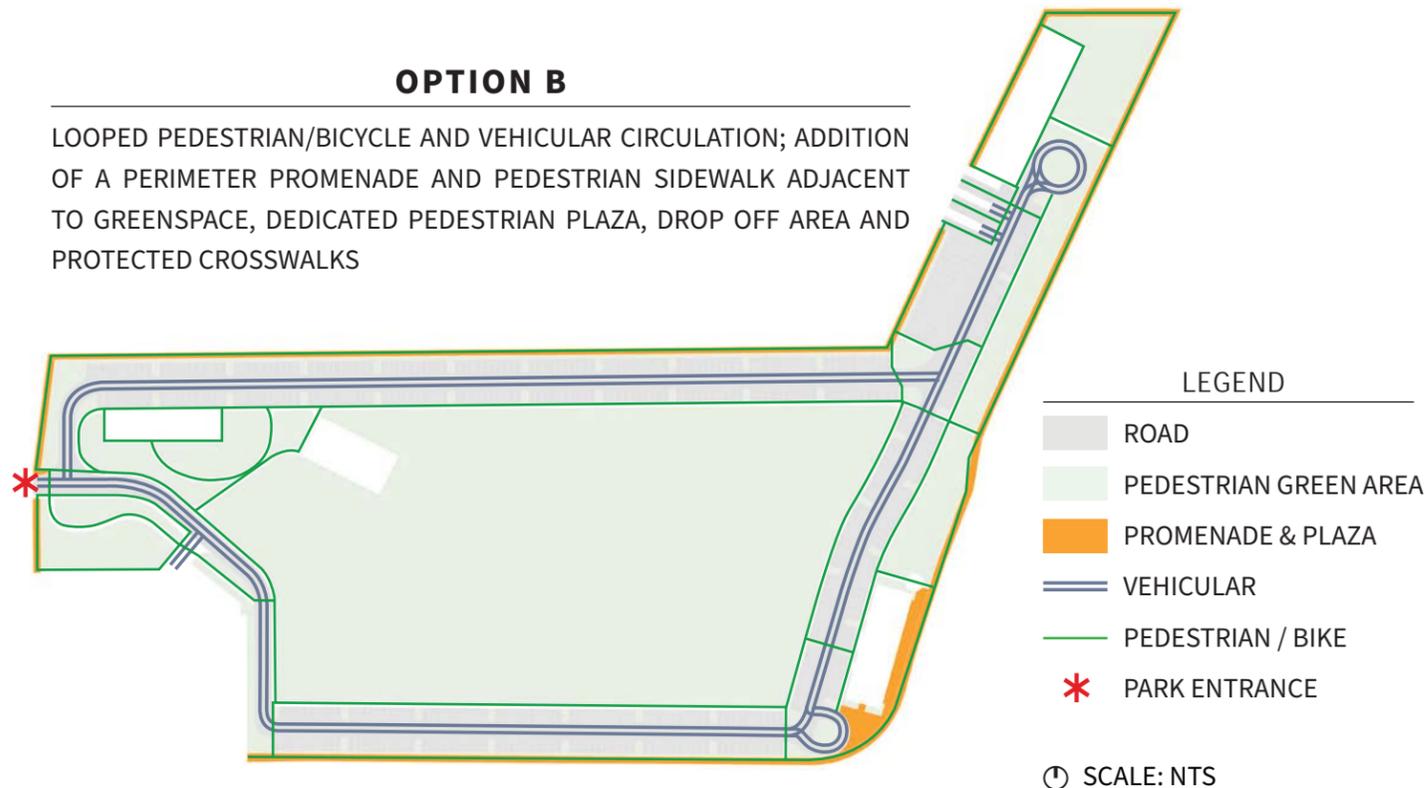
OPTION A

LOOPED PEDESTRIAN/BICYCLE AND VEHICULAR CIRCULATION; SOME EXISTING PATHS ARE RETAINED WITH THE ADDITION OF A PERIMETER PROMENADE, PEDESTRIAN SIDEWALK ADJACENT TO GREENSPACE AND PROTECTED CROSSWALKS



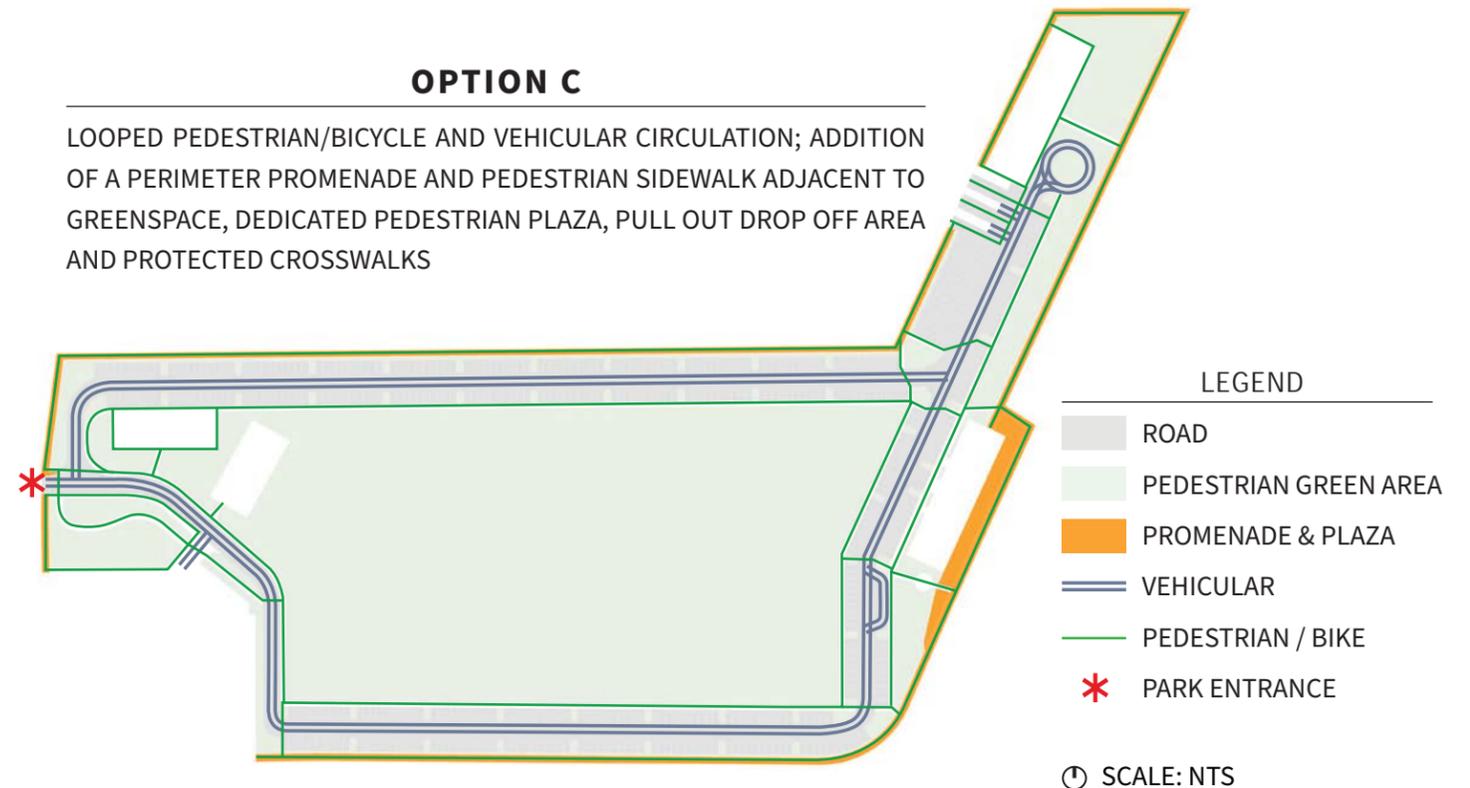
OPTION B

LOOPED PEDESTRIAN/BICYCLE AND VEHICULAR CIRCULATION; ADDITION OF A PERIMETER PROMENADE AND PEDESTRIAN SIDEWALK ADJACENT TO GREENSPACE, DEDICATED PEDESTRIAN PLAZA, DROP OFF AREA AND PROTECTED CROSSWALKS



OPTION C

LOOPED PEDESTRIAN/BICYCLE AND VEHICULAR CIRCULATION; ADDITION OF A PERIMETER PROMENADE AND PEDESTRIAN SIDEWALK ADJACENT TO GREENSPACE, DEDICATED PEDESTRIAN PLAZA, PULL OUT DROP OFF AREA AND PROTECTED CROSSWALKS



NOTE: St. Petersburg Sailing Center not included.

PART E

DEPICTION OF THE REDEVELOPMENT

INSPIRATION CONCEPT IMAGE BOARD | VISION

WORLD CLASS DESTINATION



ACCESSIBLE WATERFRONT



MULTIPURPOSE SPACES



COMMUNITY, ART & CULTURE



DEPICTION OF THE REDEVELOPMENT

INSPIRATION CONCEPT IMAGE BOARD | PUBLIC OPEN SPACE DESIGN



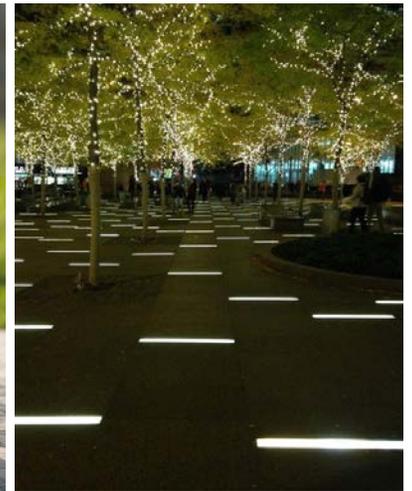
SPECIALTY PAVING



PEDESTRIAN AMENITIES



LIGHTING



DEPICTION OF THE REDEVELOPMENT

INSPIRATION CONCEPT IMAGE BOARD | MONUMENTATION OPPORTUNITIES



ICONIC THRESHOLDS



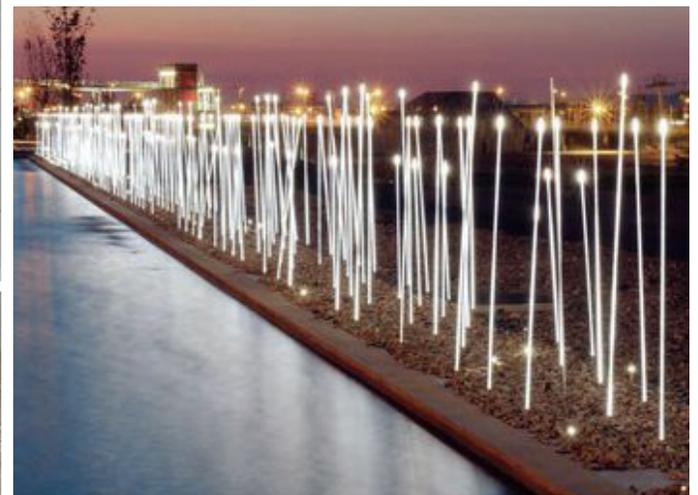
PLACEMAKING IDENTITY



WAYFINDING



WATERFRONT CELEBRATION



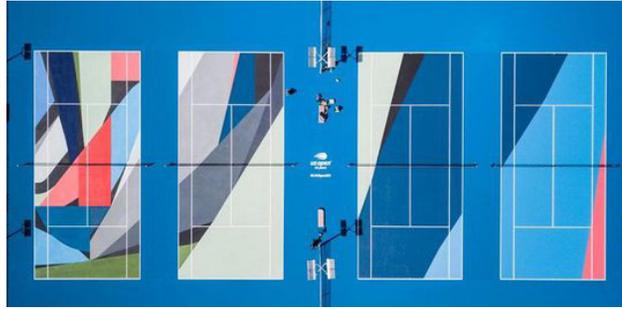
DEPICTION OF THE REDEVELOPMENT

INSPIRATION CONCEPT IMAGE BOARD | PUBLIC ART OPPORTUNITIES

MONUMENTATION



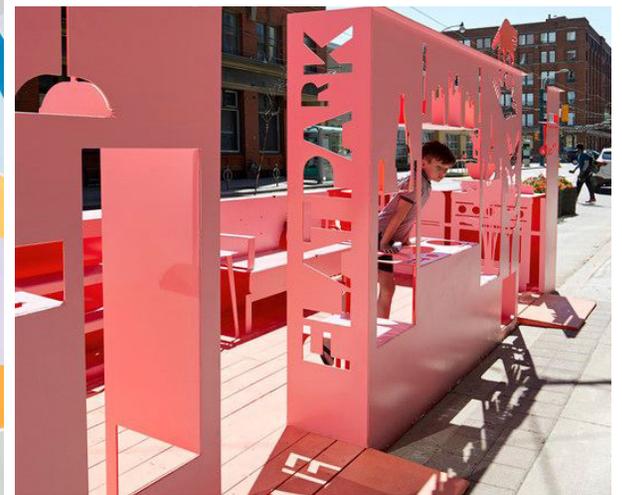
PARKING



SPORTS COURTS



INTERACTIVE SPACES



DEPICTION OF THE REDEVELOPMENT

INSPIRATION CONCEPT IMAGE BOARD | LANDSCAPE STRATEGY

Utilizing Florida friendly plant material to bring rich colors, layers, and textures along the waterfront and at Demens Landing Park, native trees such as Gumbo Limbo and Oaks, and shrubs such as Fire Bush and Red Tip Cocoplum can promote native plant ecology while being salt tolerant. There will be areas with unobstructed views for seeing the waterfront from the street, promenade, and plaza, and landscape design guidelines for security will be followed while providing shade. Efforts will be made to maintain or relocate existing trees.



FLORIDA FRIENDLY



UNOBSTRUCTED VIEWSHEDS



LAYERED PEDESTRIAN SCALE



SALT TOLERANT



DEPICTION OF THE REDEVELOPMENT

INSPIRATION CONCEPT IMAGE BOARD | WATER ACCESS



WATER SPORTS



WATER ACCESS

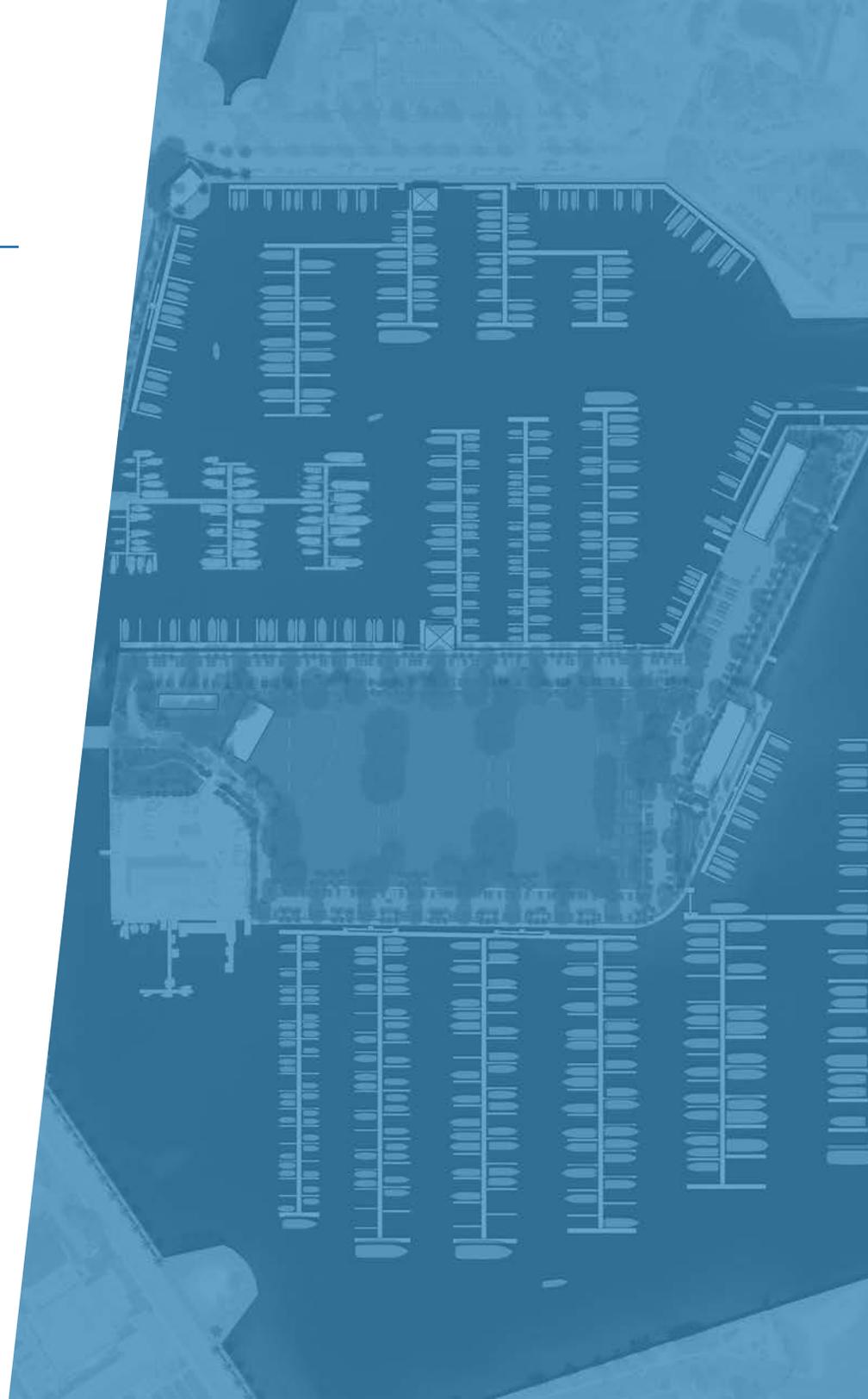


FAMILY FUN



PART F

TIMING OF REDEVELOPMENT AND REDEVELOPMENT PHASING

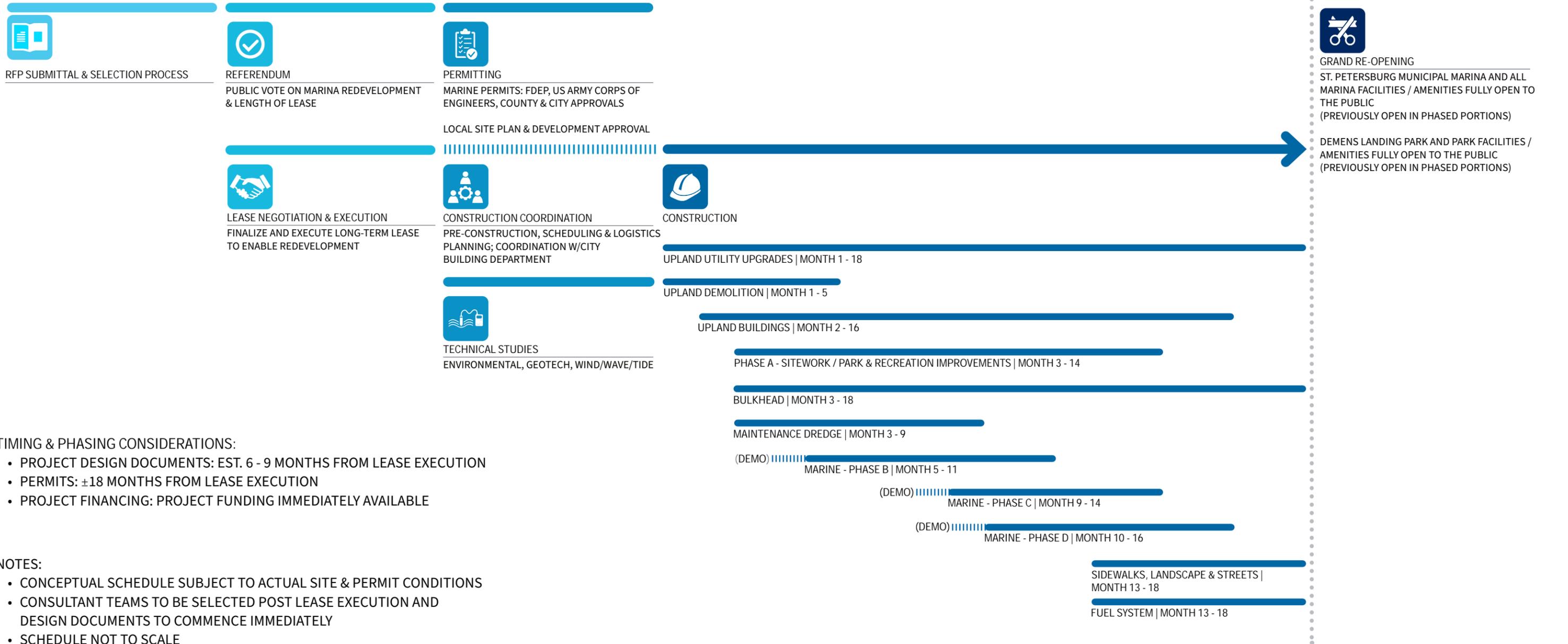


TIMING OF REDEVELOPMENT AND REDEVELOPMENT PHASING

DEVELOPMENT SCHEDULE



COMMUNITY OUTREACH & ENGAGEMENT



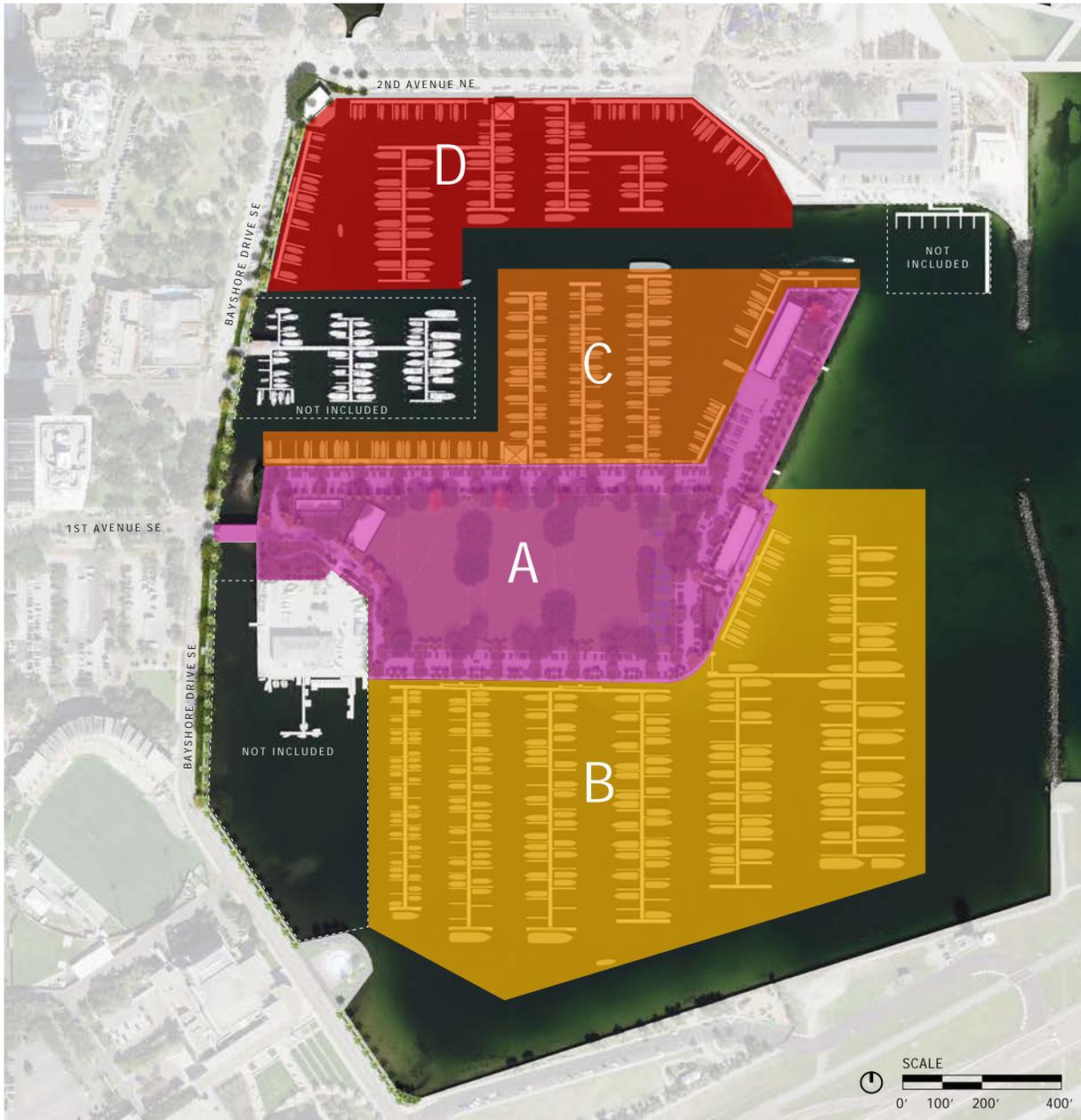
GRAND RE-OPENING
 ST. PETERSBURG MUNICIPAL MARINA AND ALL MARINA FACILITIES / AMENITIES FULLY OPEN TO THE PUBLIC (PREVIOUSLY OPEN IN PHASED PORTIONS)
 DEMENS LANDING PARK AND PARK FACILITIES / AMENITIES FULLY OPEN TO THE PUBLIC (PREVIOUSLY OPEN IN PHASED PORTIONS)

- TIMING & PHASING CONSIDERATIONS:**
- PROJECT DESIGN DOCUMENTS: EST. 6 - 9 MONTHS FROM LEASE EXECUTION
 - PERMITS: ±18 MONTHS FROM LEASE EXECUTION
 - PROJECT FINANCING: PROJECT FUNDING IMMEDIATELY AVAILABLE

- NOTES:**
- CONCEPTUAL SCHEDULE SUBJECT TO ACTUAL SITE & PERMIT CONDITIONS
 - CONSULTANT TEAMS TO BE SELECTED POST LEASE EXECUTION AND DESIGN DOCUMENTS TO COMMENCE IMMEDIATELY
 - SCHEDULE NOT TO SCALE

TIMING OF REDEVELOPMENT AND REDEVELOPMENT PHASING

REDEVELOPMENT PHASING PLAN



REDEVELOPMENT PHASING

Redevelopment of the St. Petersburg Municipal Marina and Demens Landing Park will be accomplished in a phased approach. Seawall redevelopment and streetscape improvements will be coordinated with the City to minimize disruption. The marina and park, to the extent practical, will remain in operation during redevelopment.

The upland property will be the first phase of development, as all of the master infrastructure (water, sewer, power, etc.), roadways, park areas, parking spaces, etc., are critical paths to the overall project completion. Concurrently with the upland work, Suntex will redevelop the marinas in phases to accommodate existing marina customers. The exact sequence of marine construction will be subject to the approved permit packages, over-water equipment availability, and slip relocation capacity.

Please see project schedule.

REDEVELOPMENT PHASING LEGEND

- A** DEMENS LANDING PARK
- B** SOUTH YACHT BASIN
- C** CENTRAL YACHT BASIN PART 1
- D** CENTRAL YACHT BASIN PART 2

TIMING OF REDEVELOPMENT AND REDEVELOPMENT PHASING

MARINA OPERATIONS PLAN

MARINA OPERATIONS DURING DESIGN & CONSTRUCTION

Subject to any permit requirements, physical space limitations, and construction activities, existing St. Petersburg residents with annual contracts will have the ability to temporarily relocate throughout the marina during the course of construction. More details on the phasing, sequence, and construction logistics will be developed during the course of the approvals and entitlement process.

Suntex will operate the St. Petersburg Municipal Marina year-round, including holidays. Our on-site staffing plan will include a General Manager with property-wide responsibility, and Assistant General Managers responsible for daily operation of the marina, restaurants, and associated facilities.

BOAT RENTAL & COMMERCIAL TENANTS

Suntex welcomes commercial tenants, charters, fishing vessels, and rentals as they are incredibly important and expand access to waterways.

CIRCLE OF BOATING BOAT CLUB

Suntex's Circle of Boating boat club offers its members the opportunity to enjoy the water experience and boating while the club manages maintenance and storage. The Circle of Boating boat club may be available at St. Petersburg Municipal Marina once the marina's occupancy stabilizes as an additional waterfront amenity.

SECURITY

As the existing perimeter marina fence will be removed to welcome visitors and encourage public waterfront access, Suntex will have on-site security operations 24/7 to ensure guest safety throughout the marina and park. Suntex will implement industry standard security systems – including site-wide cameras and appropriately located site lighting to ensure guest safety. Crime prevention through environmental design (CPTED) landscape design strategies will be implemented to provide clear lines of vision throughout the park and marina areas. Additionally, boat slips will be accessed via secured gangways and floating docks, further limiting the amount of potential security concerns.

HOURS OF OPERATION



MARINA STORE

Monday - Sunday | 8am to 6pm
Open year-round, including holidays



BOAT RAMP

Open 24 hours or as set by City



FUEL DOCK

Monday - Sunday | 8am to 6pm
After hours available for commercial accounts
& law enforcement agencies



CAPTAIN'S LOUNGE

Monday - Sunday | 8am to 6pm
After hours with security key fob



RESTROOM, SHOWERS & LAUNDRY FACILITIES

Monday - Sunday | 8am to 6pm
After hours with security key fob



RESTAURANTS

Monday - Sunday | Estimated 10am to 10pm
Final hours to be set by tenant



RETAIL

Monday - Sunday | Hours to be set by tenant



DEMENS LANDING PARK FACILITIES

Monday - Sunday | Hours set by City

PART G

RESTAURANT REDEVELOPMENT AND OPERATION



RESTAURANT REDEVELOPMENT AND OPERATION

NARRATIVE RESPONSE

VISION

Working closely with the City and stakeholders, Suntex will reimagine the prominent corner of Bayshore Drive NE and 2nd Avenue NE as an entry experience for the St. Petersburg Municipal Marina and the St. Pete Pier.

DEVELOPMENT PLAN

During the course of the entitlements and approval process, we will collaborate with the City and local stakeholders to define the architectural vision for the current Fresco's Restaurant. We believe the framework for a new restaurant should include $\pm 5,500$ SF of interior and outdoor dining space, new over-water support structures, pedestrian improvements, and utility connections that are capable of supporting the facility for decades to come. In addition, we are committed to working closely with the City to create inspired wayfinding, signage, landscaping, and pedestrian amenities that will complement the existing aesthetic and character of the pier's entrance.

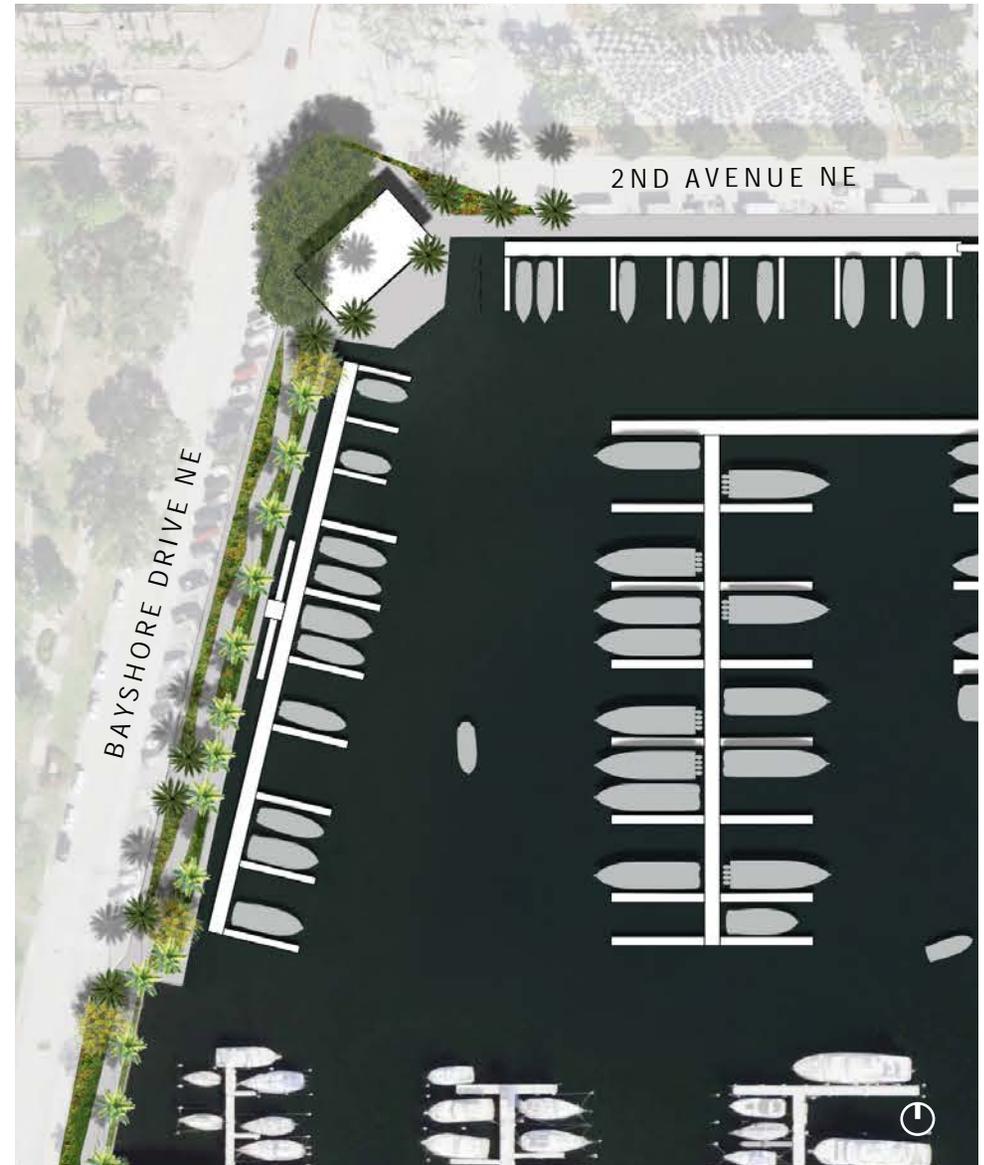
OPERATIONS PLAN & LEASE TERM

Subject to agreeable economic terms and any required consents, Suntex anticipates that Fresco's will lease and operate the premise. If terms cannot be reached, then Suntex will internally operate the restaurant or lease the space to a third-party. Our preference is to lease the restaurant space to Fresco's or another local third-party operator on a triple net basis, as St. Petersburg has a wealth of skilled restaurant operators that will thrive at this location.

Due to the amount of capital required to construct the restaurant, Suntex proposes that the restaurant's lease term be coterminous with the marina ground lease and acknowledges that this will require a referendum.

KEY INDIVIDUALS & ROLES

Suntex's development team listed in this proposal will negotiate and execute the definitive terms of the restaurant ground lease. David Filler will be the lead individual executing the lease agreement with the City on behalf of Suntex.



DEPICTION OF THE REDEVELOPMENT

INSPIRATION CONCEPT IMAGE BOARD | WATERFRONT RESTAURANT AT BAYSHORE DRIVE NE & 2ND AVE NE



WATERFRONT GATEWAY



INDOOR / OUTDOOR DINING



TWO-STORY VIEWS



RESTAURANT REDEVELOPMENT AND OPERATION

10-YEAR CASH FLOW ANALYSIS AND CONCEPTUAL BUDGET

CONCEPTUAL BUDGET			
	Units	\$ / Unit	Total
Building Shell	3,000 SF	400 \$/SF	1,200,000
Exterior Shade & Covered Area	2,500 SF	250 \$/SF	625,000
Overwater Platform	2,500 SF	150 EA	375,000
A&E/Design	1 LS	250,000 EA	250,000
GC Overhead/Fee/Insurance	10.0% of	2,450,000 Cost	245,000
Permit & Impact Fees	5.0% of	2,695,000 Cost	134,750
Contingency	10.0% of	2,829,750 Cost	282,975
TOTAL			\$ 3,112,725
		Cost per Leasable SF	\$ 565.95
		Leasable SF	5,500

Note: assumes bulkhead replacement paid by City

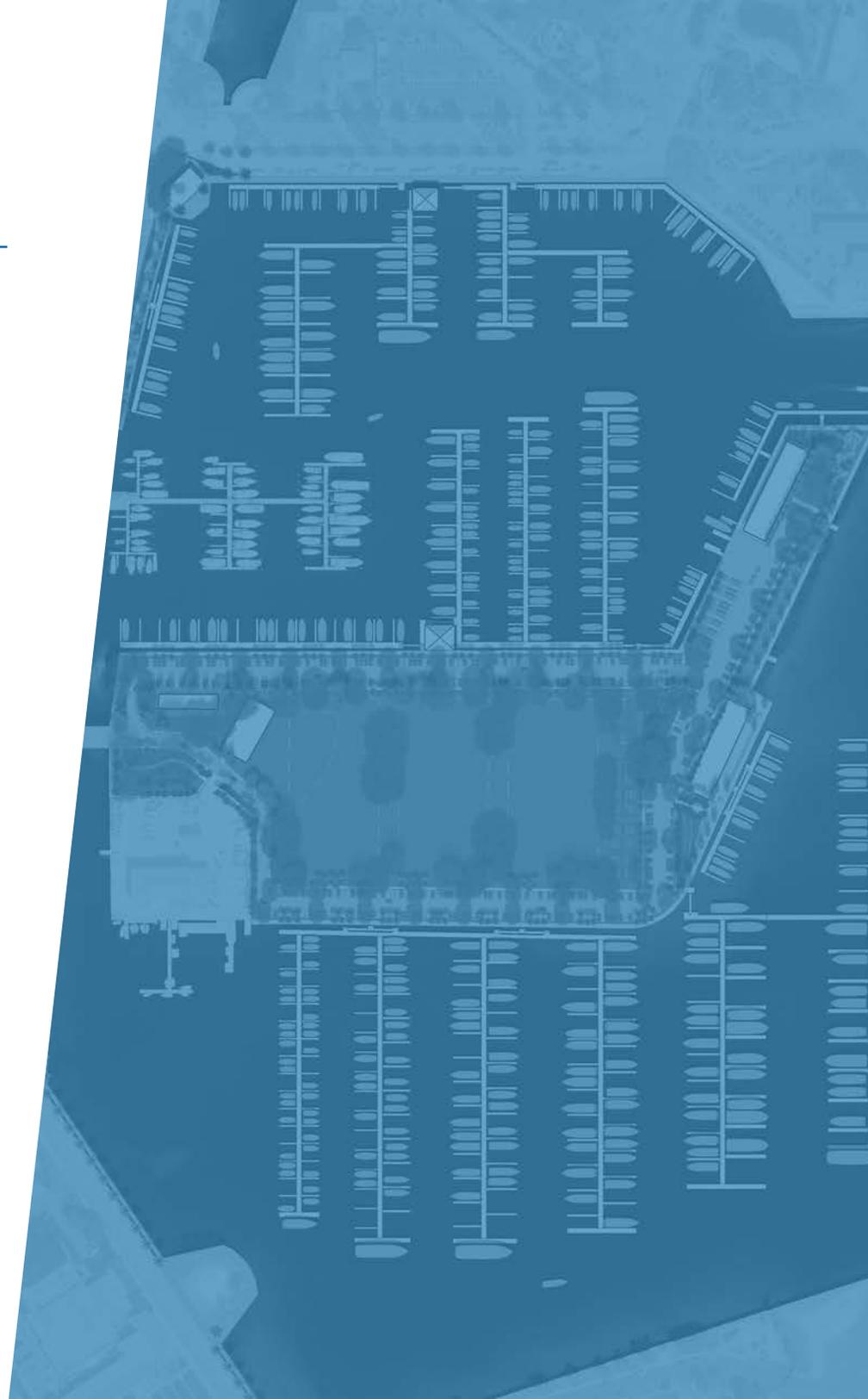
PROJECTED ESTIMATED NNN RENT		
Leasable SF	Estimated \$/PSF	Estimated Annual Rent
5,500	x \$ 70.00	= \$385,000

Note: taxes, utilities, etc., are a separate occupancy cost paid by tenant. Assumes rent commences with the opening of the marina and grows at CPI.

BAYSHORE DRIVE NE & 2ND AVE NE RESTAURANT NNN 10YR CASHFLOW											
	Development	Start Up	Stabilization Period			Stabilized					
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
REVENUE											
NNN Restaurant Rent	-	385,000	396,550	408,447	420,700	433,321	446,321	459,710	473,501	487,706	502,338
GROSS REVENUE	\$ -	\$ 385,000	\$ 396,550	\$ 408,447	\$ 420,700	\$ 433,321	\$ 446,321	\$ 459,710	\$ 473,501	\$ 487,706	\$ 502,338
Cost of Goods Sold	-	-	-	-	-	-	-	-	-	-	-
Utility Reimbursement	-	-	-	-	-	-	-	-	-	-	-
GROSS PROFIT	\$ -	\$ 385,000	\$ 396,550	\$ 408,447	\$ 420,700	\$ 433,321	\$ 446,321	\$ 459,710	\$ 473,501	\$ 487,706	\$ 502,338
EXPENSES											
CITY LEASE & PERCENTAGE RENT	-	38,500	39,655	40,845	42,070	43,332	44,632	45,971	47,350	48,771	50,234
Non-Reimbursed Expenses											
Capex Reserve	-	11,550	11,897	12,253	12,621	13,000	13,390	13,791	14,205	14,631	15,070
TOTAL EXPENSES	\$ -	\$ 50,050	\$ 51,552	\$ 53,098	\$ 54,691	\$ 56,332	\$ 58,022	\$ 59,762	\$ 61,555	\$ 63,402	\$ 65,304
NET OPERATING INCOME	-	334,950	344,999	355,348	366,009	376,989	388,299	399,948	411,946	424,305	437,034

PART H

DELIVERY DEADLINE, REQUIREMENTS, AND PROPOSAL FORM



DELIVERY DEADLINE, REQUIREMENTS, AND PROPOSAL FORM

AFFIRMATIVE STATEMENT

Proposer, St. Petersburg SMI, LLC, makes the following affirmative statement.

Proposer is not party to or affected by any litigation, administrative action, investigation or other governmental or quasi-governmental proceeding which would, or could, have an adverse effect upon the Property or upon the ability of Proposer to fulfill its obligations under any agreement relating to this RFP, and there are no lawsuits, administrative actions, governmental investigations or similar proceedings pending or, to Proposer's actual knowledge, threatened against or affecting the Proposer's interest herein.

PROPOSER'S CONTACT INFORMATION

DAVID FILLER

CHIEF DEVELOPMENT OFFICER, SUNTEX MARINAS
MANAGER, ST. PETERSBURG SMI, LLC
A WHOLLY OWNED SUNTEX MARINAS SUBSIDIARY

17330 PRESTON ROAD
SUITE #100C
DALLAS, TX 75252
EMAIL: dfiller@suntex.com
PHONE: 305.788.8335

DELIVERY DEADLINE, REQUIREMENTS, AND PROPOSAL FORM

PROPOSAL FORM

EXHIBIT "G"

PROPOSAL FORM

**REQUEST FOR PROPOSALS
FOR THE REDEVELOPMENT OF
THE MUNICIPAL MARINA
ST. PETERSBURG, FLORIDA**

Issue Date

April 14, 2023

The undersigned certifies that the enclosed Proposal is being submitted and is subject to the terms and conditions as outlined in the Request for Proposals as issued by the City of St. Petersburg on April 14, 2023.

St. Petersburg SMI, LLC (Suntex Marinas)

Name of Company/Organization



Signature of individual submitting Proposal
for above Company/Organization

DAVID FILLER

Printed name of individual

07/13/2023

Date

David Filler

Proposal Contact Person

dfiller@suntex.com

Contact Person E-mail address

(305) 788-8335

Contact Person Phone

PART I

APPENDIX

APPENDIX A | SITE INVENTORY
BATHYMETRIC SURVEY

APPENDIX B | SITE ANALYSIS

APPENDIX C | MARINA LAYOUT PLAN

APPENDIX D | ECONOMIC IMPACT ANALYSIS

APPENDIX E | 2023 ST. PETERSBURG MUNICIPAL MARINA RATE SCHEDULE

APPENDIX F | WALL STREET JOURNAL ARTICLE

APPENDIX G | UNIVERSITY OF FLORIDA INFOGRAPHIC



APPENDIX A | SITE INVENTORY

ST. PETERSBURG WATERFRONT PEDESTRIAN EXPERIENCE

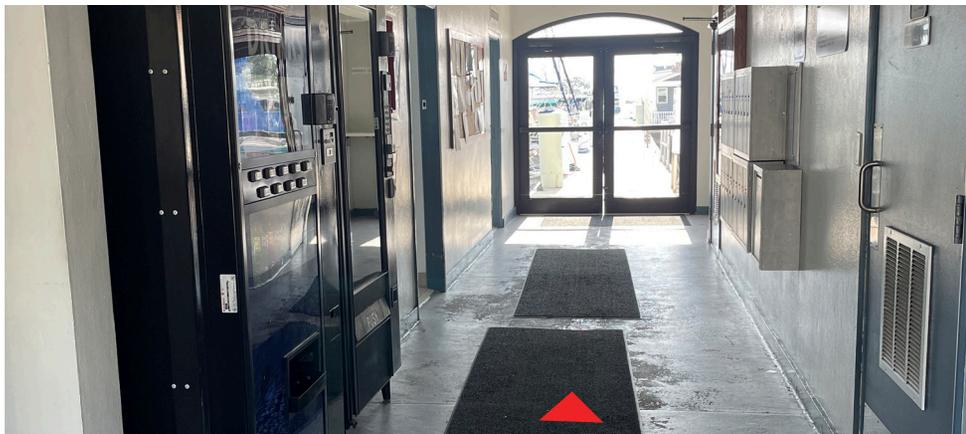
A site visit was conducted on May 5, 2023 to document the existing conditions along the waterfront on NE and SE Bayshore Drive from 2nd Ave NE to Al Lang Stadium. Numerous vendors for boat tours, kayaking, and water expeditions line the periphery of the marina chain linked fence adjacent to the concrete pedestrian walkway. Minimal shade is offered by sabal and foxtail palms on a portion of the waterfront, although there are larger shade trees further south. Existing landscaping of shrubs do not screen utilities or add to the pedestrian experience, especially at building entrances, dumpster locations, etc. A building labeled St. Petersburg Municipal Marina was locked from the outside during the site visit, but someone was observed coming out from the facilities that house vending machines, etc. There are both angled and parallel metered street parking available on NE Bayshore Drive, with some spaces marked for Fresco's Waterfront Bistro and Marina Permit Parking.



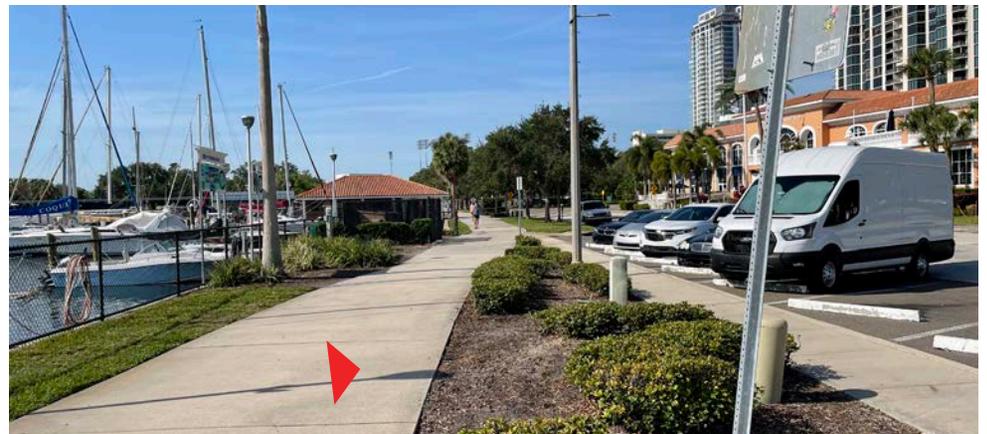
A WATERFRONT WALKING PATH WITH LITTLE SHADE



B VENDORS ALONG THE WATERFRONT



C ST. PETERSBURG MUNICIPAL MARINA BUILDING ON BAYSHORE DR NE



D LACK OF STREETScape LANDSCAPING

APPENDIX A | SITE INVENTORY

ST. PETERSBURG BAYWALK SEAWALL & PEDESTRIAN EXPERIENCE

On May 5, 2023, a site visit was conducted to document the existing conditions along the St. Petersburg waterfront on NE and SE Bayshore Drive from 2nd Ave NE to Al Lang Stadium. Pedestrian amenities include occasional wrought iron and wood benches, bicycle racks, acorn street lights and marina street lights. Benches and bicycle racks along the waterfront are dated and inconsistent with more modern benches/bicycle racks at St. Pete Pier, and some are in disrepair, broken or show a lot of wear and tear from usage and weathering. Many of the utilities located along the waterfront are unshielded by landscaping, even if they are located in a position to be screened. Areas of the seawall, steps, etc. are cracked and/or broken, with some superficial repairs. The waterfront path itself was heavily trafficked by pedestrians walking, jogging, biking, etc. both in the day and evening hours.



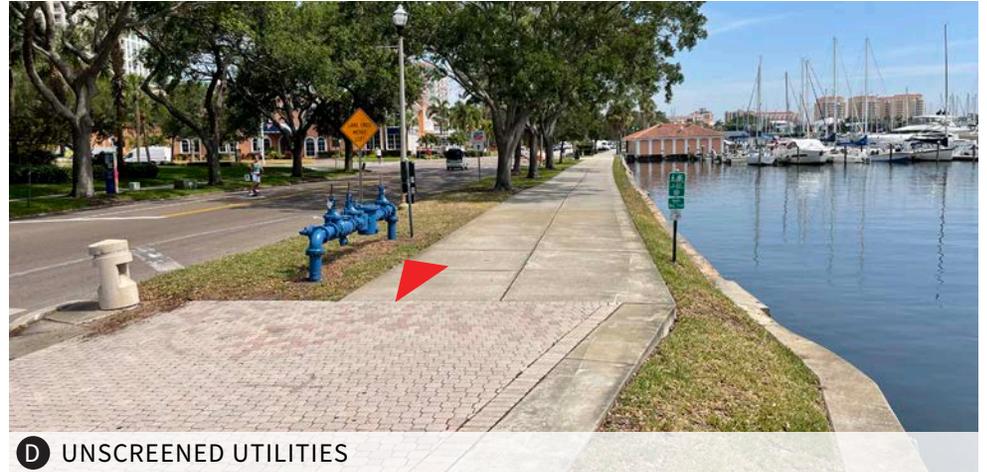
A DATED AND BROKEN BENCHES



B CRACKED SEAWALL



C SUPERFICIAL REPAIR TO STEP



D UNSCREENED UTILITIES

APPENDIX A | SITE INVENTORY

DEMENS LANDING PARK ENTRANCE

On May 5, 2023, a site visit was conducted to document the existing conditions at the entrance to Demens Landing at the corner of Bayshore Drive SE and 1st Avenue SE. The entrance to Demens Landing Park is marked by a very small brown sign post from the south approach and a blue city sign post from the north approach. There is no entry feature or focal landscaping to demarcate the location. A row of large freestanding planters with low shrubs separate the median between the vehicular and bicycle lanes of 1st Avenue SE as vehicles drive towards the park. The entrance itself is constrained by a two-lane concrete vehicular bridge that offers a sidewalk on both sides. Portions of the bridge and both sides of the landing appear to be needing repair - missing brick paver, hole in utility pipe, slumped soil at the edge that exposed a hole into the water, large non-ADA conforming gap in the sidewalk of the bridge, etc. The spacing between balustrades on the bridge are also larger than the four inch ADA requirement, making it extremely hazardous for small children who can easily slip through into the water.



A LACK OF ENTRY EXPERIENCE TO DEMENS LANDING



B BRIDGE LANDING IN NEED OF REPAIR



C HAZARDOUS CONDITIONS ON LANDING AND ON BRIDGE



D PLANTERS SEPARATING BICYCLE LANE

APPENDIX A | SITE INVENTORY

DEMENS LANDING PARK

A site visit was conducted on May 5, 2023 to document the existing conditions at Demens Landing Park. The waterfront park is bisected by a curvilinear vehicular road, 1st Ave SE that turns into 2nd Ave SE. Passive greenspace with mature shade trees, grass, and a meandering walking path are on the northside of the road, and the St. Petersburg Sailing Center, parking lots, and Pier One Yacht Sales are to the south. The Memorial to St. Petersburg's Fallen Officers at the eastern end of the park overlooks Tampa Bay and leads to a ramped and stepped up secluded overlook with panoramic views of the St. Pete Pier, airport, and beyond. The overlook was in disrepair and not celebrated despite the viewshed - the seawall was bolstered by sandbags, some of which were missing, and the ramp and railings showed signs of aging and shifting. Both a vehicular road and waterfront path lead to the northern-most point of the park where the marina store and public boat ramps are located. An unwelcoming high anti-intruder chain linked fence separates the northern parking lot from the covered slip area.



A UNDER CELEBRATED OVERLOOK WITH PANORAMIC VIEWS



B MULTIPLE PATHS THROUGHOUT PARK DISSECT THE GREENSPACE



C MEMORIAL TO ST. PETERSBURG'S FALLEN OFFICERS



D UNWELCOMING ANTI-INTRUDER CHAIN LINKED FENCE TO COVERED SLIPS

APPENDIX A | SITE INVENTORY

ST. PETERSBURG MUNICIPAL MARINA STORE & FUEL DOCK

A site visit was conducted on May 5, 2023 to document the existing conditions around the marina store/office and fuel dock. The public boat ramps and marina store are located at the furthest point from the entry of Demens Landing. The existing marina store has several ground level parking spaces under a raised second floor building that is accessible via steps and elevator. An Amazon pickup station is also tucked under the building. The approach and entry to the building from both land and water are lacking sufficient wayfinding signage. The marina store itself offers clean bathrooms and a number of different amenities with a view out onto the water and downtown skyline. The second floor landing allows a view of the fuel dock below. Some parking is available, although at the time of the site visit, there was only one truck with a boat trailer parked to launch.



A LACK OF SIGNAGE FROM THE WATER ON MARINA STORE/OFFICE



B LACK OF SIGNAGE & WAYFINDING SHOWING ENTRANCE TO MARINA STORE



C MARINA FUEL DOCK



D MARINA STORE/OFFICE INTERIOR

APPENDIX A | SITE INVENTORY

DEMENS LANDING PARK EVENTS

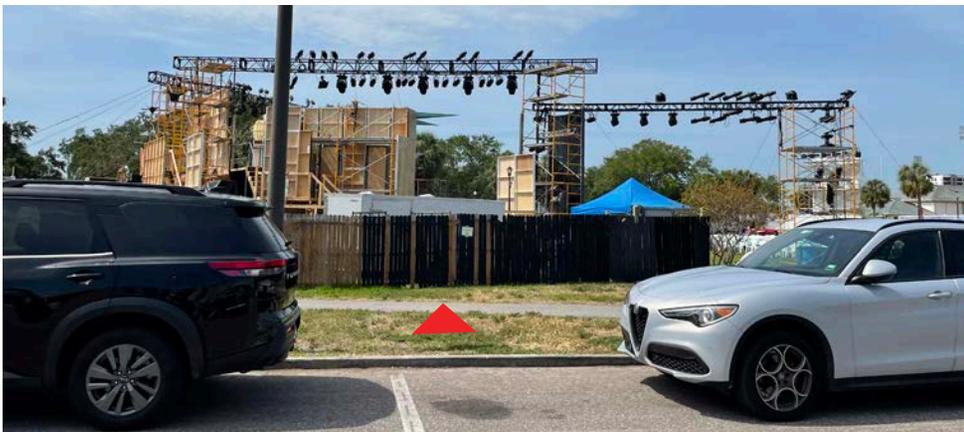
A site visit was conducted on May 5, 2023 to document the existing conditions at Demens Landing during park events. On the morning of the site visit, the St. Petersburg Sailing Center was preparing for a regatta. Streams of people were entering the park on foot. In the evening, families were entering the park by foot for a showing of Beauty and the Beast; vehicles were prevented from entering by authorities. Theater group, American Stage at the Park was also set up for its annual 5-week production that started mid-April. Portable toilets and hand-washing stations lined the interior road of the park. Limited parking is in the form of 2-hour parallel parking along 1st Ave SE, head-in marina parking adjacent to the southern covered docks, roundabout parking on permeable pavers by the Memorial to St. Petersburg's Fallen Officers, scattered parking areas off of 2nd Ave SE, and a sectioned off area for motorcycle parking. There is a bike storage area and a designated motorcycle parking area.



A REGATTA AT ST. PETERSBURG SAILING CENTER



B SEATING SET UP FOR EVENT



C STAGE FOR ANNUAL THEATER IN THE PARK EVENT & LIMITED PARKING



D TEMPORARY FACILITIES FOR EVENTS

APPENDIX A | SITE INVENTORY

FRESCO'S WATERFRONT BISTRO EXTERIOR

A site visit was conducted on May 5, 2023 to document existing conditions. Located at the entrance to St. Pete Pier on the corner of Bayfront Drive NE and 2nd Ave NE, Fresco's Waterfront Bistro is situated in a prime location for pedestrian and vehicular traffic. Existing large shade trees surround the exterior of the restaurant, while a low wood plank fence set on pavers section off outdoor seating areas. The back-of-house and storage/dumpster area abuts the baywalk and marina, and at the time of the site visit, was surrounded by flies. Black filter fabric used to screen the storage area makes it appear to be under construction. There are bicycle racks, a bench, trash receptacle, newsstand and a parking payment station on-site. Other than some plants in pots, pedestrian scaled landscaping to create a welcoming environment and focal entry point for the restaurant and pier are non-existent. The darker colors of the existing mural on the exterior walls facing the street make the building recede into the background, especially under the shade of the trees, instead of attracting attention.



A UNCELEBRATED ENTRY TO THE PIER/MARINA & HIDDEN RESTAURANT



B BACK-OF-HOUSE & DUMPSTERS ABUT BAYWALK



C RESTAURANT STORAGE ABUTTING BAYWALK



D PEDESTRIAN AMENITIES & FENCING

APPENDIX A | SITE INVENTORY

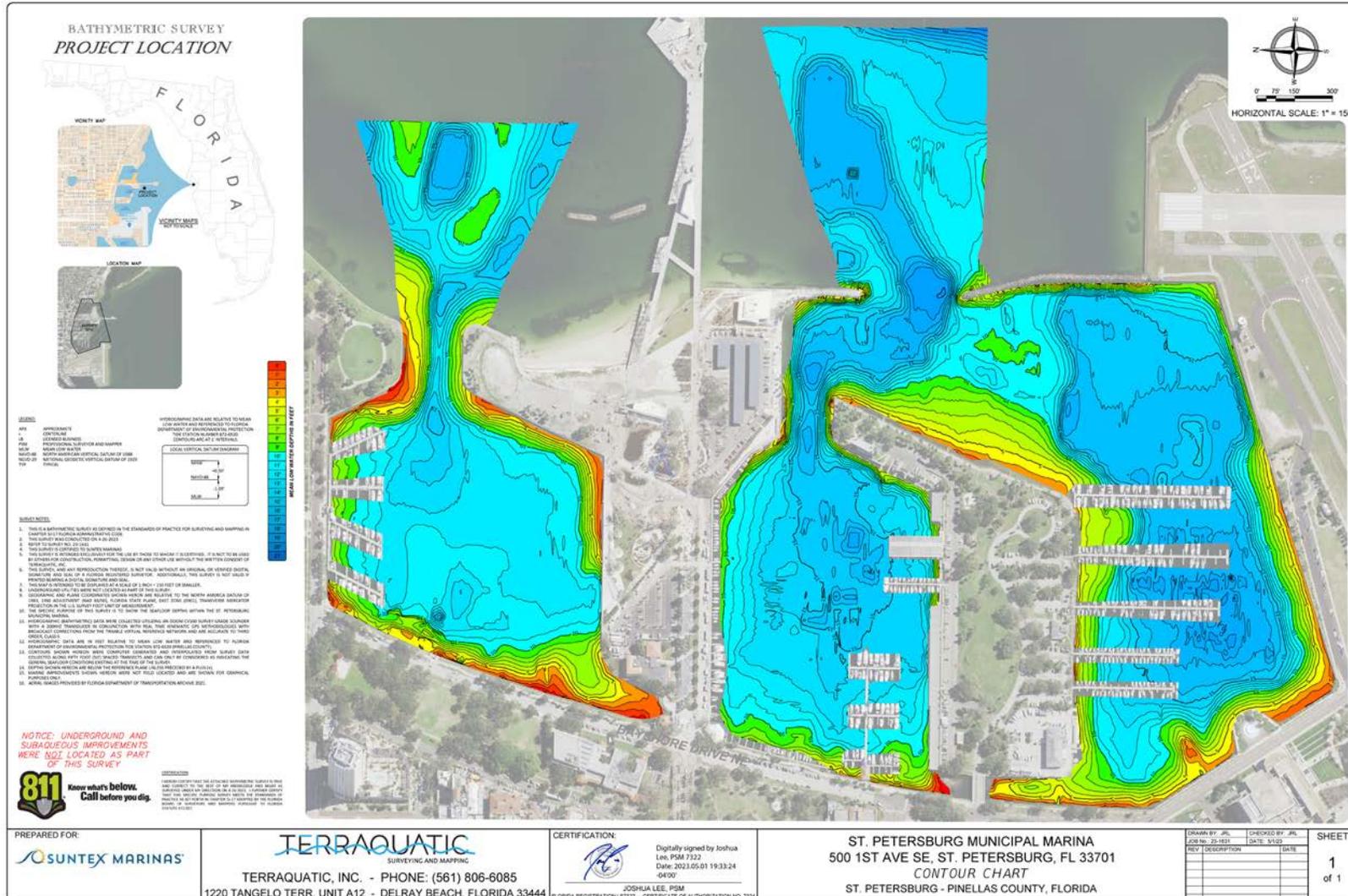
ST. PETERSBURG MUNICIPAL MARINA & DEMENS LANDING PARK AERIAL



APPENDIX A | SITE INVENTORY

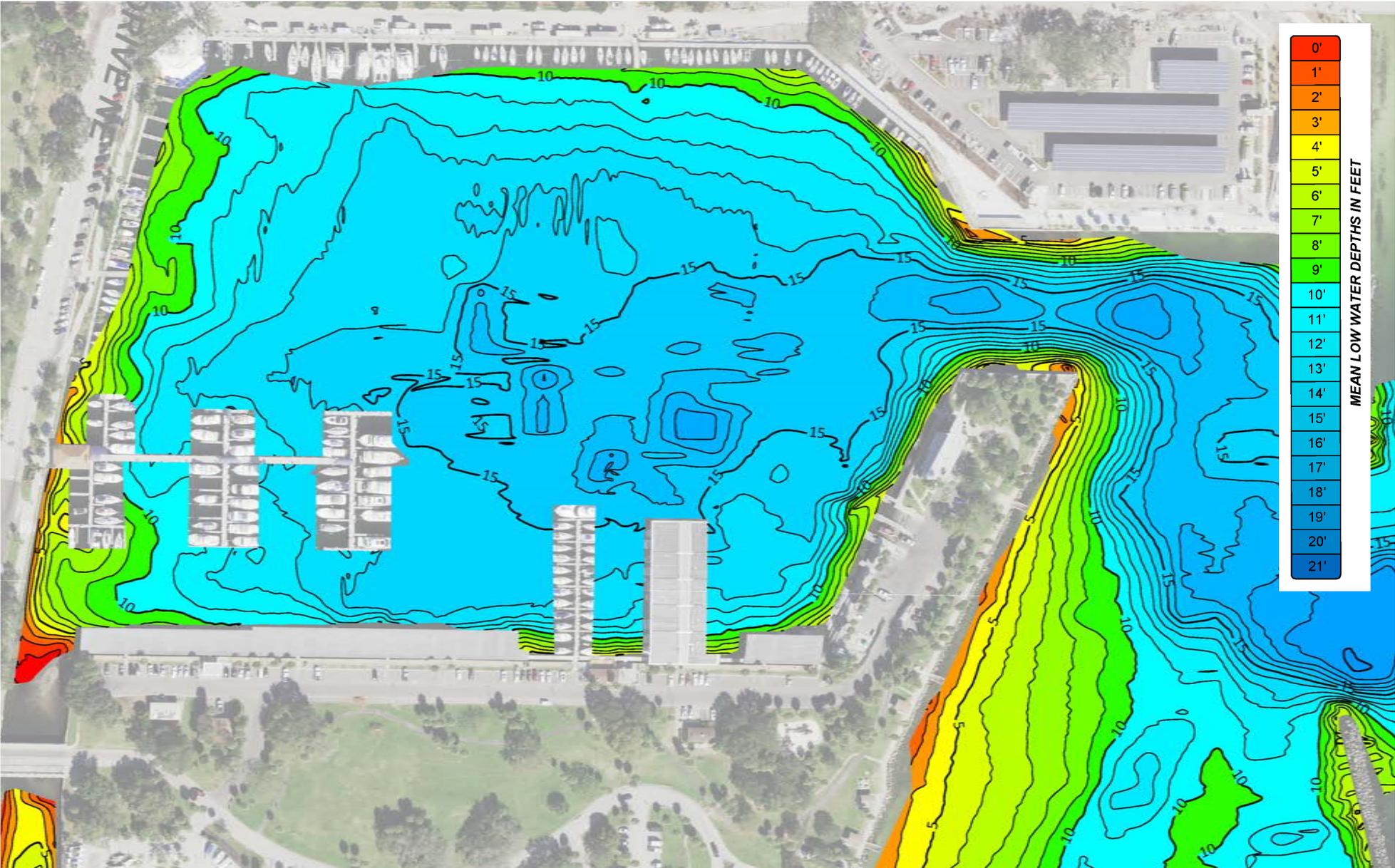
BATHYMETRIC SURVEY

A bathymetric survey performed by Terraquatic (4/26/2023) on behalf of Suntex was used as a resource in better understanding the existing underwater conditions of the approach through the breakwater to the marina and depths throughout the Central and South Yacht Basins in order to design a first class marina capable of fully responding to boater needs, environmental conditions, and future sea level rise.



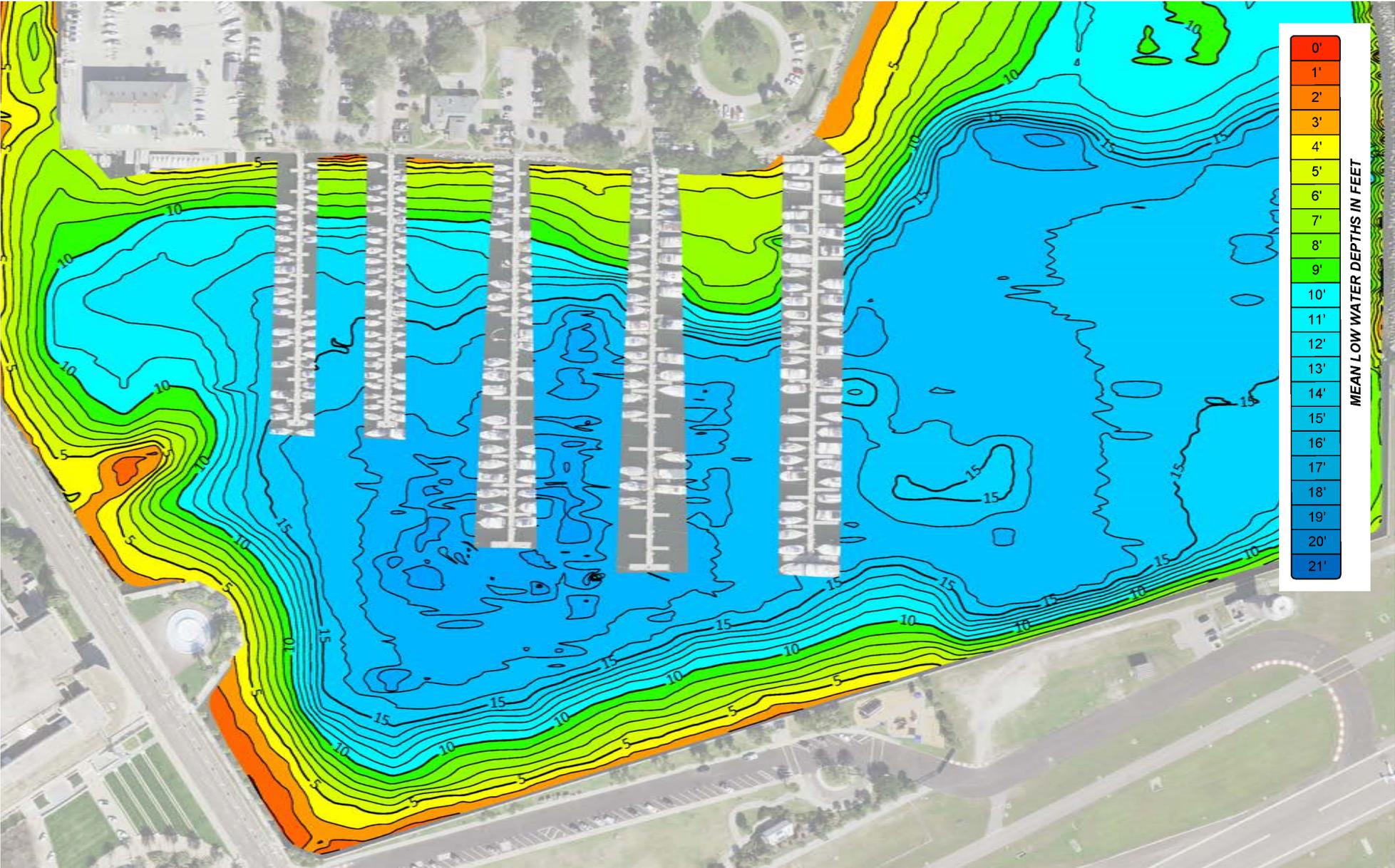
APPENDIX A | SITE INVENTORY

BATHYMETRIC SURVEY | CENTRAL YACHT BASIN



APPENDIX A | SITE INVENTORY

BATHYMETRIC SURVEY | SOUTH YACHT BASIN



APPENDIX B | SITE ANALYSIS

DEMENS LANDING PARK EXISTING GREENSPACE & OPENSOURCE

The existing greenspace at Demens Landing Park is bisected by a vehicular road, and further fragmented by walking paths and parking areas. While the total greenspace is approximately 328,548 SF or 48% of the park, excluding parking landscape islands and areas too small to use reduces the passive greenspace to 255,563 SF (37.6%). The fragmentation of greenspace limits the type and scale of activities / events that can be held at the park. Existing openspace is confined to an approximate 2,165 SF overlook at the southeast corner of the park.



APPENDIX C | MARINA LAYOUT

MARINA LAYOUT PLAN

ST. PETERSBURG MUNICIPAL MARINA

MARINA SCHEMATIC PLANS - 2023 SUBMITTAL

ST. PETERSBURG, PINELLAS COUNTY, FLORIDA
TOWNSHIP: 31S, RANGE: 17E, SECTION 19/20



PINELLAS COUNTY, FLORIDA



PROJECT LOCATION
500 1ST AVE. SE, ST. PETERSBURG, FLORIDA 33701

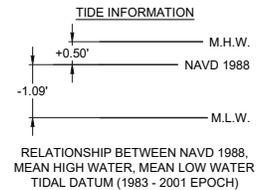
SHEET INDEX	
GENERAL INFORMATION	
01	COVER SHEET
2023 SUBMITTAL - MARINA PLANS	
02	2023 MARINA SUBMITTAL
03	2023 SUBMITTAL - CENTRAL BASIN
04	2023 SUBMITTAL - SOUTH BASIN
05	2023 SUBMITTAL - SOUTH BASIN - ALTERNATE

NOTES:

- COORDINATES SHOWN ARE IN FEET BASED ON THE NORTH AMERICAN DATUM OF 1983, WEST ZONE (NAD83)
- ELEVATIONS SHOWN ARE IN FEET BASED ON THE NORTH AMERICAN VERTICAL DATUM OF 1988 (NAVD88)
- THE VERTICAL DATUMS ESTABLISHED BY DEP FOR THIS AREA ARE: MEAN HIGH WATER ELEVATION & MEAN LOW WATER ELEVATION AS DETAILED IN THE TIDE INFORMATION CHART.
- NOTE: THESE DRAWINGS SHALL NOT BE CONSIDERED VALID FOR UNLESS SIGNED AND SEALED BY:

JOSEPH T. FOSTER, P.E.
FL LIC# 79708

NOT VALID UNLESS SIGNED & SEALED

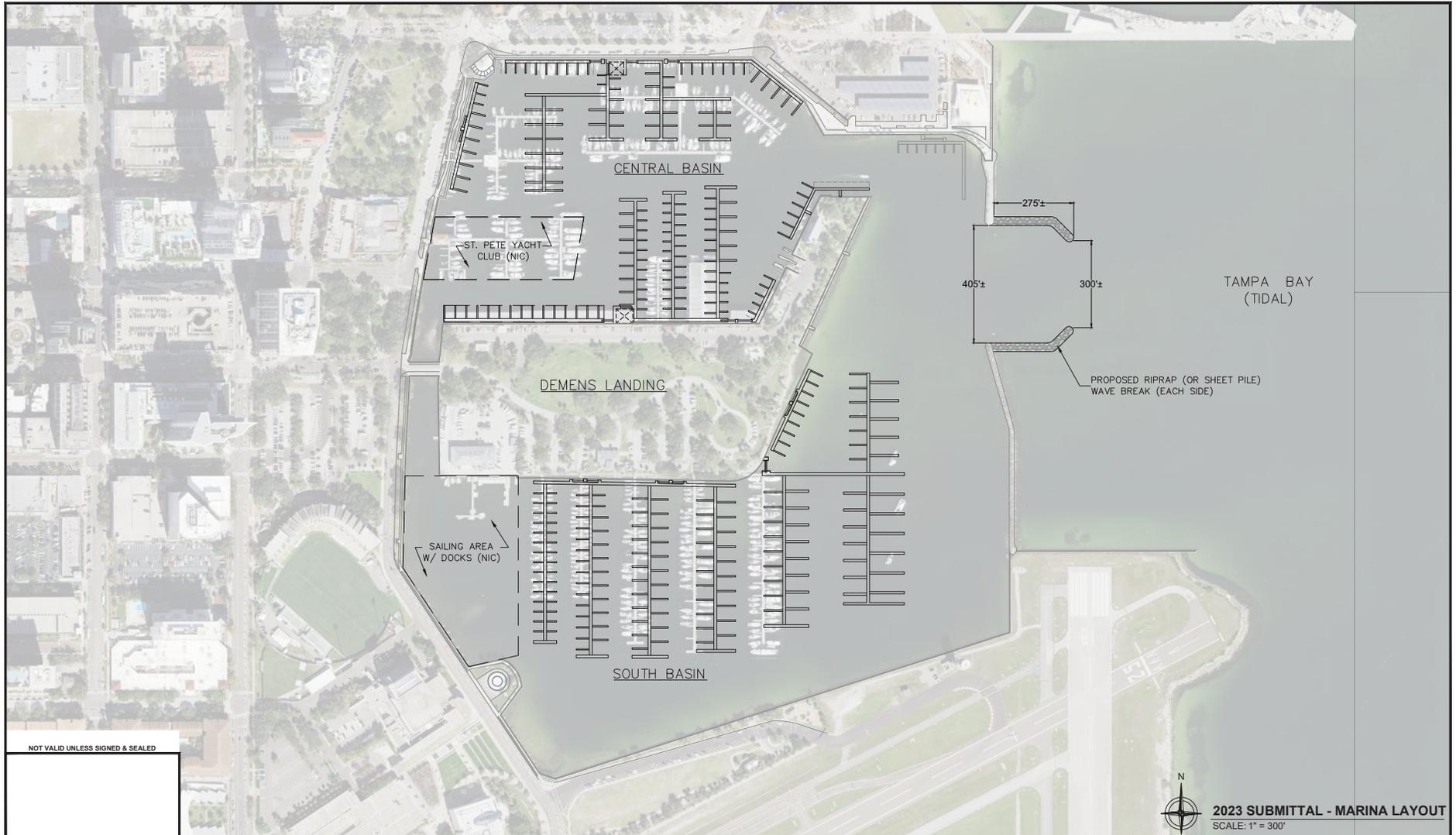


NOTE:
TIDE INFORMATION OBTAINED FROM TIDE STATION I.D. 872-6520 ST. PETERSBURG, FLORIDA

	FOSTER CONSULTING FL PROFESSIONAL ENGINEER NO. 79708 DE LIC. # 18618 - NJ LIC. # 24GE05181200 - TX LIC. # 133648 FL CERTIFICATE OF AUTHORIZATION NO. 32050 WWW.FOSTERCONSULTING.COM P: (727) 821-1949 P.O. BOX 7370, ST. PETERSBURG, FL 33734	REVISION △ △ △ △ △	DESCRIPTION △ △ △ △ △	REVISION DATE △ △ △ △ △	500 1ST AVE. SE ST. PETERSBURG, FLORIDA	DATE: 07/10/23 DRAWN BY: NSN CHECKED BY: JTF SCALE: AS NOTED	FILE: 23231 REV: 01 OF 05 SHEET: 01
	COVER SHEET						

APPENDIX C | MARINA LAYOUT

OVERALL MARINA LAYOUT



NOT VALID UNLESS SIGNED & SEALED



2023 SUBMITTAL - MARINA LAYOUT
SCALE: 1" = 300'



FOSTER CONSULTING
 FL PROFESSIONAL ENGINEER NO. 79708
 DE LIC. # 18618 - NJ LIC. # 24605181200 - TX LIC. # 133648
 FL CERTIFICATE OF AUTHORIZATION NO. 32050
 WWW.FOSTERCONSULTING.COM
 P: (727) 821-1949
 P.O. BOX 7370, ST. PETERSBURG, FL 33734

REVISION	DESCRIPTION	REVISION DATE
△		
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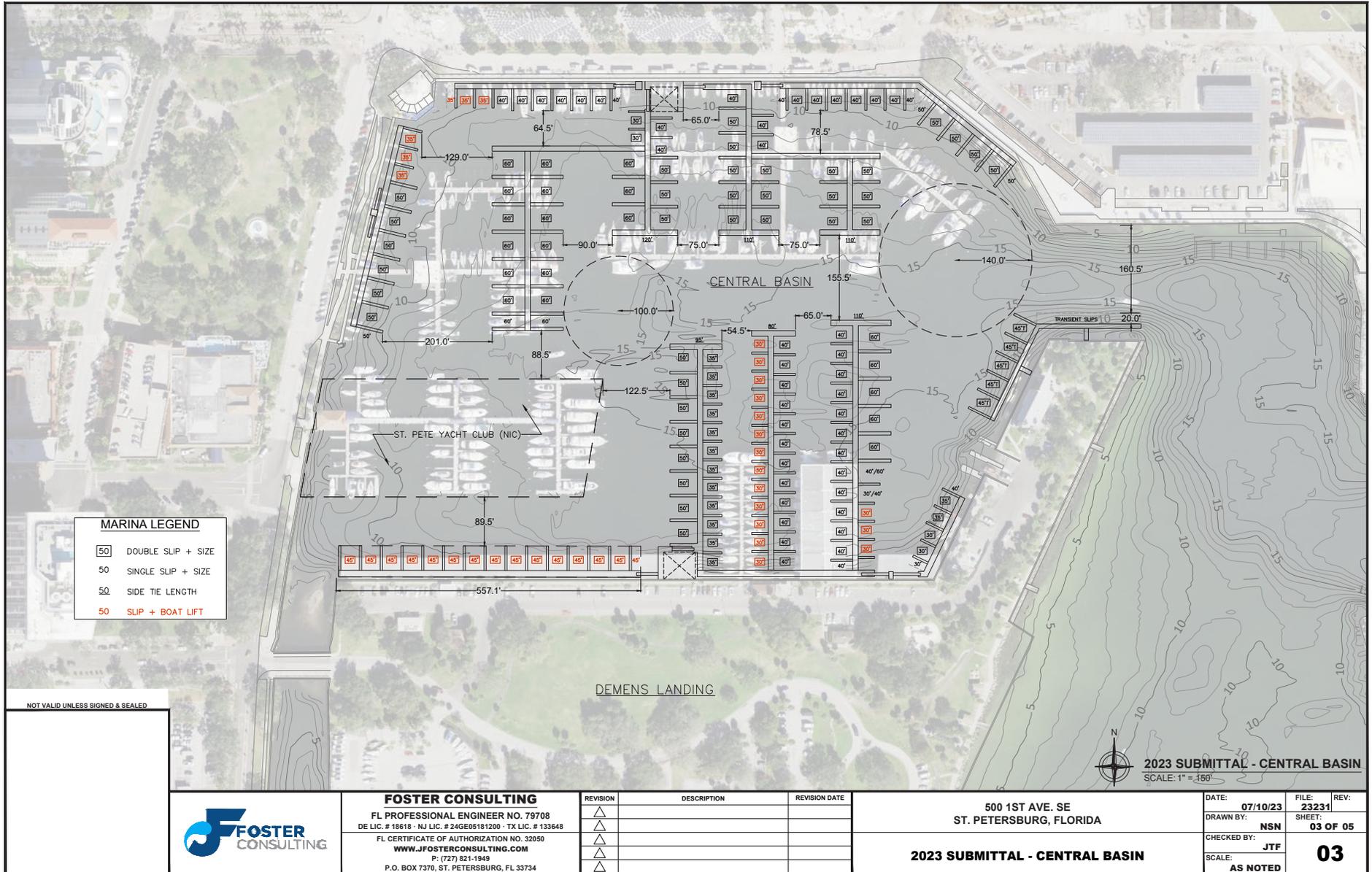
500 1ST AVE. SE
 ST. PETERSBURG, FLORIDA

2023 SUBMITTAL - MARINA LAYOUT

DATE:	07/10/23	FILE:	23231	REV:	
DRAWN BY:	NSN	SHEET:	02 OF 05		
CHECKED BY:	JTF				02
SCALE:	AS NOTED				

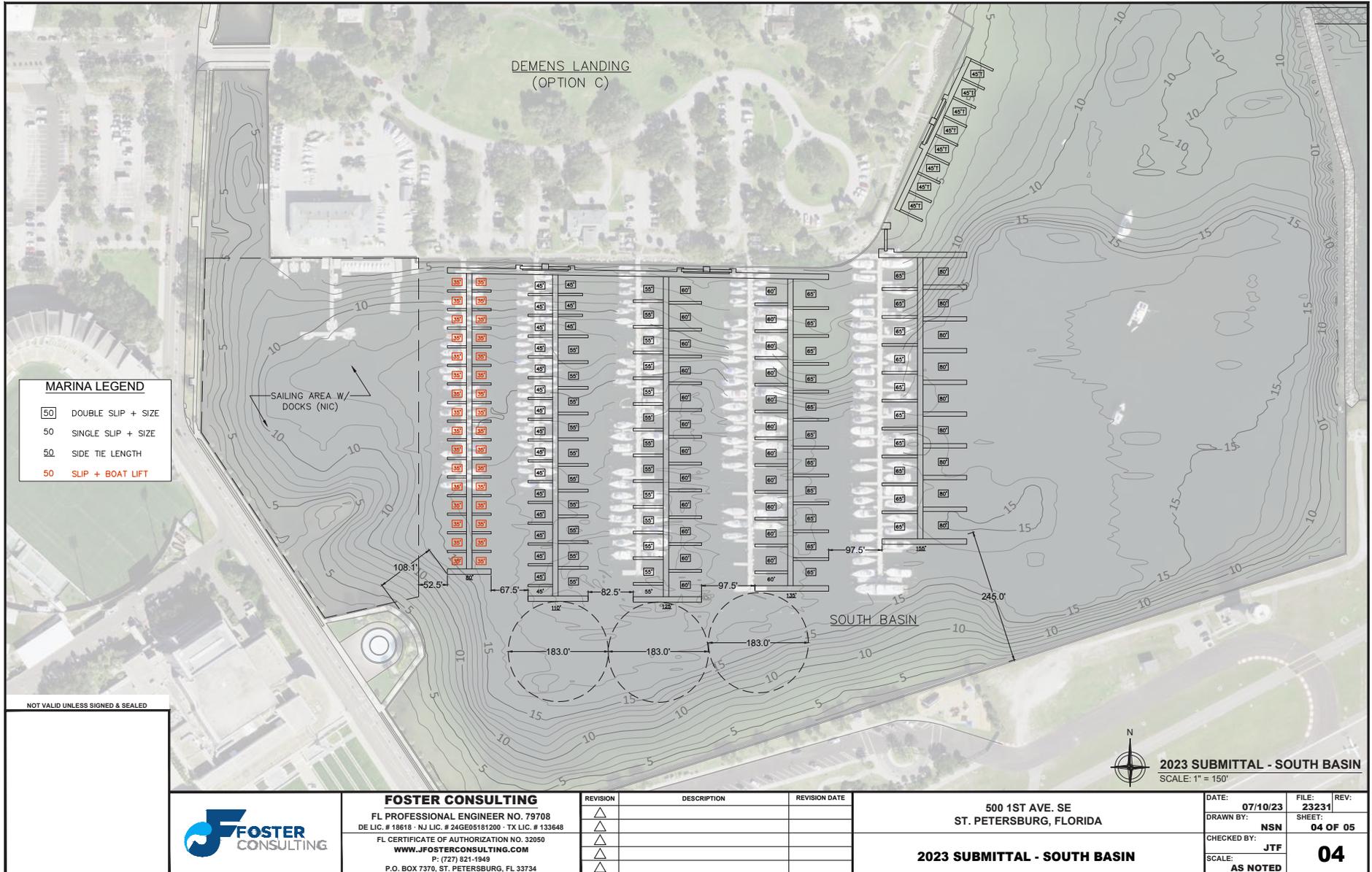
APPENDIX C | MARINA LAYOUT

CENTRAL YACHT BASIN



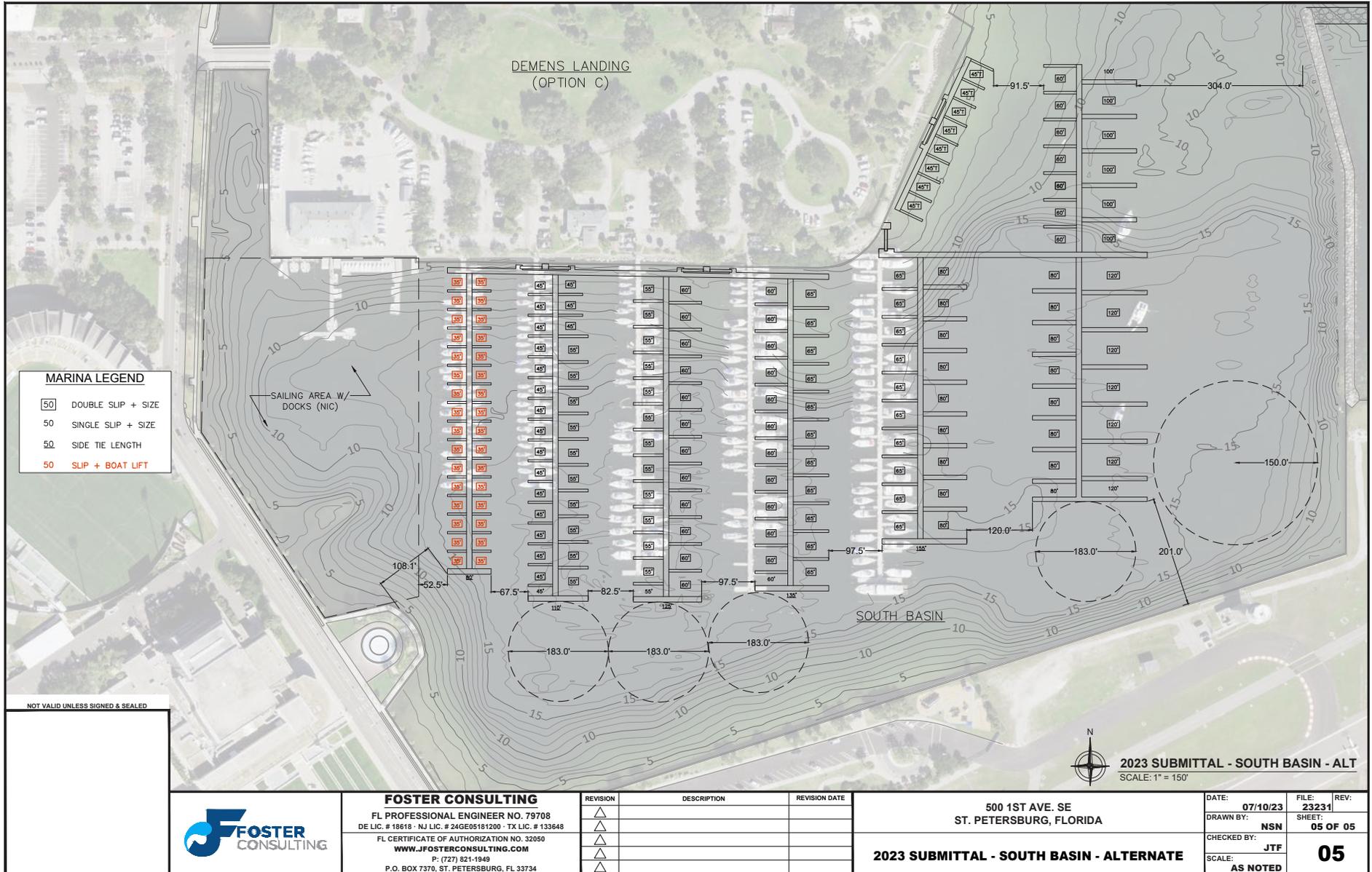
APPENDIX C | MARINA LAYOUT

SOUTH YACHT BASIN



APPENDIX C | MARINA LAYOUT

SOUTH YACHT BASIN ALTERNATIVE EXTENSION



PREPARED BY LAMBERT ADVISORY



ECONOMIC IMPACT ANALYSIS:

ST. PETE MARINA

- Prepared by -

Lambert Advisory, LLC

- Prepared for -

Suntex Marinas

July 2023

APPENDIX D | ECONOMIC IMPACT REPORT

PREPARED BY LAMBERT ADVISORY

Economic Impact Analysis – St. Pete Marina

Economic Impact Analysis – St. Pete Marina

Introduction and Summary of Key Findings

Lambert Advisory has completed an economic impact analysis for the proposed development and management of the St. Petersburg (St. Pete) Marina (Development), a large-scale mixed-use marina, commercial retail/entertainment and sports/recreation project located in St. Petersburg, Florida. The analysis estimates the tangible direct and indirect economic impacts that will be derived from the construction and operation of the development and based upon the inputs and assumptions set forth herein. This report identifies and quantifies the benefits created by the proposed Development within Pinellas County (County) and the City of St. Petersburg (City). The methodology, assumptions, and analysis governing this document are detailed in the *Methodology, Analysis and Results* section below, with a summary of economic benefit headlines as follows:

Headline Findings:

- The proposed planning and development timeline for St. Pete Marina is estimated to be 24 months. For this, there will be an estimated **358± direct and indirect short-term construction jobs average annually** over the development timeline, which will create more than **\$42 million in total short-term construction wages and expenditure** aggregated during this period (with average annual wage of \$58,000) –
 - as well as, an estimated **\$1.3 million in permit and impact fees**; and,
 - **\$47,000 in sales and other taxes** (not including ad valorem) to the County.
- For this analysis, on-going operations of the St. Pete Marina development is evaluated in two segments, as follow:

Marina and Upland Retail/Restaurant: Specific to the operations of the 660± marina slips and the upland retail/restaurant activities, the development will create more than **205 direct FTE jobs and an additional 42 indirect/induced jobs**, providing approximately **\$9.2 million in direct and indirect/induced wages annually** that will flow into the local economy.

Demens Park Landing: This represents the prospective utilization of the park for sports and recreation activities. The analysis in following sections provides detail to the estimated **38 direct jobs and an additional 7 indirect/induced jobs**, providing approximately **\$1.7 million in direct and indirect/induced wages annually**.

- For the combined Marina/Retail and Demens Park operations, including slip rental, boat rental, restaurant/retail sales, fuel sales, and sports field-related expenditures, the development will generate **\$32.5 million in total economic output** within the regional economy upon stabilized operations.
 - This generates **\$127,000 in annual sales and related tax revenue** (not including real estate tax) to the County.
- The City will receive an estimated **\$1.14 million** in annual ground lease payments by the third year of operations, which is estimated to increase by roughly 3.0 percent per year on average over the long-term; and,

APPENDIX D | ECONOMIC IMPACT REPORT

PREPARED BY LAMBERT ADVISORY

Economic Impact Analysis – St. Pete Marina

- Upon stabilized operations, St. Pete Marina will generate **\$583,000 in total annual ad valorem tax**;
 - Of which approximately **\$188,000 flows to the City**

The following table provides a summary of the key economic impacts herein, including aggregated revenue to the City from the ground lease revenue and property tax revenue for the first 10 years of operations (which accounts for two years of ramp-up leading to stabilization in year 3 operations), as well as aggregated revenue associated with: the initial 30-year fixed term, and the aggregated 80 year lease that assumes execution of two 25 year renewal options. Additionally, estimates of net present value (NPV) have been derived for an 80-year lease term which assumes: 3.0 percent average annual growth after stabilization, and a 5.0% discount factor.

Summary of Key Long-term/Recurring Economic Impacts from Operations of St. Pete Marina

Employment (stabilized year operations)	# FTE Jobs	Total Wages
Total Direct & Indirect/Induced FTE Jobs	292	\$10.9 million

Revenue/ Expenditures	Stabilized Yr. (annual)	Aggregate (10 Yrs.)	Aggregate (30 Yrs.)	NPV (30 Yrs.)	Aggregate (80 Yrs.)	NPV (80 Yrs.)
Total Output (GDP)	\$32.5 million	\$329 million	\$1.4 billion	\$650 million	\$9.8 billion	\$1.2 billion
Ground Lease to City	\$1.14 million	\$14.2 million	\$64.3 million	\$28.8 million	\$444 million	\$53 million
Property Tax to City	\$188,000	\$2.0 million	\$8.5 million	\$3.9 million	\$57 million	\$7.0 million

Methodology, Analysis and Results

The proposed St. Pete Marina and commercial development will have a positive impact on the surrounding community in terms of taxes, jobs, and general investment generated, and will also enhance the area’s existing commercial/retail demand. This development will help maintain economic stability within the area and attract on-going investment during the next several years.

We have completed this analysis on the basis of generalized development and performance information (i.e., development program by use, development timing, development costs, sales, other operating performance measures, and net present value inputs) provided by Developer, and/or information based upon industry benchmark data and secondary resources. Importantly, Lambert has not independently verified through a market study, or otherwise, the development cost and/or operating performance data and cannot attest to the accuracy of those estimates herein.

Based upon the development and operating inputs provided to us, the resultant economic impacts are determined using **IMPLAN**, a nationally recognized input-output database and model that calculates an array of transactions between various sectors within a select economy and of which is scaled to the most defined County level-area and, in this case, Pinellas County. Once the impacts have been derived at the County level, the analysis herein prepares estimates of impact anticipated to flow to the City. As

APPENDIX D | ECONOMIC IMPACT REPORT

PREPARED BY LAMBERT ADVISORY

Economic Impact Analysis – St. Pete Marina

discussed further below, the model accounts for impacts associated with direct job growth and expenditures, as well as *indirect and induced* benefits (referred to as the “multiplier” effect).

From Development planning to construction completion, the estimated timeline is 24 months. The assessment of annual recurring impacts will be based upon development operations commencing upon Certificate of Occupancy (CO), and reflective of operations upon stabilized levels to be achieved within three years of receiving after CO. The economic impacts as stated herein from construction and operation of the St. Pete Marina and commercial development are presented in current (2023) dollars. Any change in development and/or operating assumptions from those utilized as part of this analysis can have a material impact on the direct and in-direct economic indicators stated herein.

As set forth above, the St. Pete Marina operations have been categorized into two distinct components for this analysis and summarized as:

- Marina and Upland Retail/Restaurant: This comprises the 660± wet slips, fueling station, and dockmaster building. Specific to the marina slips, the average slip length is 50 feet and with a nominal amount (less than 10) slips greater than 80 feet. Additionally, the upland component of the marina will consist of a 20,000± square foot of upland building comprising a small ship store and likely two full-service, high-quality restaurants; and,
- Demens Park Landing: As part of the upland area, the Developer is proposing several multipurpose sport fields accommodating football, soccer, lacrosse, field hockey and ultimate frisbee; as well as multipurpose sport courts including basketball, tennis; pickle ball; and, volleyball. There will also be recreational open space for children’s play area.

There are three key areas in which the project will provide positive economic impacts:

1. Short-term construction employment and expenditure
2. Long-term facility employment and operating expenditure
3. Fiscal impacts including ad valorem tax, sales tax and ground rent revenue

For both short-term and long-term impacts, detailed in the following analysis, the economic benefit to the area is the result of projected increases in revenue from primary sources, including employment, wages, and taxes. Accordingly, the impact from these key sources comes from two distinct measures:

- Direct Expenditures – disbursements for site acquisition and development (hard and soft costs) and expenditures associated with the operation of the grounds and building
- Indirect Expenditures – net additional expenditures that flow into the local economy as a result of the new development (multiplier effect)

Estimates of the tangible impacts from direct and indirect expenditures are captured by this analysis. However, potential intangible impacts – such as the project’s ability to serve as a catalyst for future development in the immediate area – are not included, as they are nearly impossible to quantify.

Economic impacts from the two key sources are detailed in the following sections.

APPENDIX D | ECONOMIC IMPACT REPORT

PREPARED BY LAMBERT ADVISORY

Economic Impact Analysis – St. Pete Marina

1. Short-Term Construction Employment and Expenditure

The impact from short-term construction employment and expenditure is directly associated with the project’s development. The primary elements of the proposed improvements (Hard Costs) include but are not limited to: marina (docks, seawalls, fuel); restaurant/retail building; marina buildings; site work/infrastructure; upland sports/recreation (Demens Park Landing); and, utilities. Additional “Soft Costs” include contractor overhead, design and permitting, and insurance and bonding. The table below shows a summary of estimated hard and soft development costs. Importantly, the allocation of hard and soft costs outlined herein are preliminary and may be modified based upon reallocation of select costs as the budget is further refined:

St. Pete Marina – Summary of Development Costs

Source: Developer

Hard Costs	\$60,000,000
Soft Costs	\$10,000,000
Total	\$70,000,000

For Short-term construction, the investment activity is supported by NAISC Sector Code 236220 – Construction of New Commercial Structures.

Summary of Short-Term Economic Impacts from Construction of St. Pete Marina (Total)

(Source: IMPLAN; US Census)

Impact	Employment	Labor Income	Output
1 – Direct	569	\$32,602,174	\$70,000,000
2 – Indirect	68	\$4,553,488	\$14,840,408
3 – Induced	80	\$4,422,592	\$14,155,524
	<u>718</u>	<u>\$41,578,254</u>	<u>\$98,995,932</u>

As outlined above, the construction and capital improvements associated with the Development will create significant short-term economic benefits including an average **284+ direct jobs and an additional 74+ indirect/induced construction (and related) jobs** average annually during the proposed 24-month construction period, which generates a total of **\$42 million in total direct and indirect/induced labor income** during the construction period that will flow to the local and regional economy. Accordingly, the average collective wage is \$58,000.

While not all development-related expenditures will be made in the City, the City should potentially capture a measurable share of these expenditures. The proposed development will generate significant direct impact and other fees payable to the City and County during the construction period which will be available for public expenditures associated with the project including roadways, schools, parks, developmental, administrative, permitting, change of use and other costs. It is difficult to accurately determine the impact fee and other fees at this point since many of these costs are dependent upon certain utility and design components that underlie the fee calculation (ie. including allocation of space for retail, restaurant, sports fields etc.). Nonetheless, based upon preliminary construction budgeting,

total impact fees related to large-scale mixed-use development, the impact/permit fees are estimated to be more than **\$1.3+ million** over the construction period in the form of permit and administrative fees.

Lastly, in accordance with the IMPLAN model, the County will receive approximately **\$47,000 in sales and other related taxes** (not including ad valorem) from the construction activity.

2. Long-Term (On-Going) Facility Employment and Operating Expenditure

There are a number of areas where positive public benefits or economic impacts will result from the on-going operation of the marina and commercial development. These include:

- Economic impact from operation of the marina, dining, office and amenity spaces;
- Sales Tax to the County and City; and
- Purchase of goods and services.

2a. *Economic Impact from Marina and Upland Retail/Restaurant Operations*

The St. Pete Marina is planned for 650± wet slips which will predominately serve boats between 30 and 80 feet, with an average slip size of approximately 50 feet. The economic impacts from the operations of the marina will be derived from several activities. The wet-slip revenue and employment generated by the operations of the marina (i.e., administrative, dockhands, maintenance, amenity space) itself is one form of impact and estimates of staffing and wages is based upon input from Developer and industry benchmarks. The marina development will also derive significant economic activity from 20,000 square feet of retail/restaurant space, and likely to be primarily represented by two larger full-service, high-quality restaurants. Additionally, the marina will have a ship-store/sundry shop and will also provide fuel sales.

As set forth in the preceding section, employment associated with the marina and commercial activity is a significant component to the economic benefit assessment. The following is a summary of estimated employment created from marina operations:

Marina Management/Maintenance: Based upon Developer provided data, the marina will have a total payroll (wages and benefits) of roughly \$1.5 million upon stabilized operations; or, approximates 35 FTE jobs including management, administrative, dockhand, maintenance, and security.

Restaurant/Retail: A key feature of the St. Pete Marina development is to have quality, full-service dining facilities, along with a limited amount for retail (including ship-store/sundry shop) comprising a total 20,000 square feet of leasable interior area. In addition, the restaurant spaces will utilize approximately 20,000 square feet of outdoor area for dining, although this space is anticipated to be fully used 50 percent of the year. Therefore, for the purposes of determining employment, the total usable area for the retail and restaurant spaces is 30,000 square feet. Considering that the majority of this space will be high-end, full-service dining, it is estimated that there will be an average of 175 square feet per employee that will generate a total 170 direct FTE jobs.

As set forth above, the marina and restaurant/retail component will comprise **205 direct FTE jobs**. For this analysis, an IMPLAN model was created for each activity (and specified industry sector) and using employment as the key input.

APPENDIX D | ECONOMIC IMPACT REPORT

PREPARED BY LAMBERT ADVISORY

Economic Impact Analysis – St. Pete Marina

Summary of Long-term/Recurring Economic Impacts – St. Pete Marina and Commercial Activity

(Source: IMPLAN)

Impact	Employment	Labor Income
1 - Direct	205	\$6,690,975
2 - Indirect	25	\$1,591,744
3 - Induced	<u>17</u>	<u>\$914,029</u>
	247	\$9,196,748

As a result of the direct employment from the marina and commercial operations above, an additional **42 indirect and induced** jobs will be created within the broader region.

Beyond the employment-related impacts from the marina and commercial operating activity, the St. Pete Marina upon stabilized operations is estimated to generate roughly \$30 million in total economic output¹ to the local economy from: \$8.3 million in annual slip/dock revenue; \$20 million in annual restaurant/retail sales; and, \$1.22 million in fuel sales. In aggregate, this will produce approximately **\$64,000 in annual sales and other related taxes** (not including real estate), as follows:

County Sales Tax from Slip Revenue, Commercial Sales, and Fuel Sales

Source: Developer; IMPLAN

Description	Value
TOPI: Sales Tax	\$80,587
TOPI: Other Taxes	\$37,555
TOPI: Special Assessments	<u>\$8,979</u>
Total	\$127,120

2b. Economic Impact from Demens Landing Park

The Demens Landing Park (Park) represents a roughly 8±-acre area of open public park space that is positioned between the St. Pete Marina's Central and South Basin. As part of the St. Pete Marina master plan proposal, the Developer is presenting the City with alternative concepts for several multipurpose sport fields accommodating football, soccer, lacrosse, field hockey and ultimate frisbee; as well as multipurpose sport courts including basketball, tennis; pickle ball; and, volleyball. At this point, there is no definitive plan as the ultimate concept requires the City's input and approval. However, the Developer has provided *order-of-magnitude* information on a theoretical program that maximizes the utilization of proposed soccer facilities which are presumed to be the primary revenue source for not only field revenue, but significant ancillary expenditures from travel leagues that will stay within local hotels, eat at local restaurants, and shop at local stores. In accordance with the information provided by Developer, the following are key inputs to the Demens Landing Park expenditures:

- o The soccer facilities will be used year-round, with tournaments hosted 2 weekends per month on average, or 24 tournaments per year;

¹ Economic output is generally equivalent to Gross Domestic Product (GDP)

APPENDIX D | ECONOMIC IMPACT REPORT

PREPARED BY LAMBERT ADVISORY

Economic Impact Analysis – St. Pete Marina

- o competitive events assume 10 kids per team among an average 10 teams per day over the course of the weekend (or, roughly 100,000 individual competitive visitors per year);
- o based upon information within The Economy of Youth Sports published by the University of Florida,² the average expenditure for visiting families (outside of Pinellas County) per event is \$985; and,
- o it is estimated that two-thirds of family visitors will be from outside of the area.

Based upon these assumptions, Demens Park at St. Pete Marina will potentially generate approximately \$2.4 million in annual expenditures that will flow to local hotels, restaurants and other commercial establishments. The following table presents the direct and indirect/induced impacts from Demens Park based upon the IMPLAN model.

Summary of Long-term/Recurring Economic Impacts – Demens Park Landing (Sports Facilities)

(Source: IMPLAN)

	Employment	Labor Income
Direct Effect	38	\$1,312,865
Indirect Effect	4	\$209,211
Induced Effect	<u>3</u>	<u>\$171,239</u>
Total Effect	45	\$1,693,316

As set forth above, the sports fields will create **45 FTE direct and indirect/induced jobs** within the County, with an average wage of \$37,600.

2c. Economic Impact from Long-term Lease/Ground Rent

Upon Year 3 stabilized operations, the City is estimated to receive **\$1.14 million** in lease revenue from Developer, with variable increases thereafter, but generally within an average range of 3± percent per annum over the long-term. In the first 10 years of operations, lease revenue to the City is estimated to total **\$14.2 million**.

2d. Economic Impact from Property Taxes

The St. Pete Marina will provide significant benefit to the City, County and other taxing districts by way of real property and personal property (ad valorem) taxes. For purposes of this analysis, the ad valorem tax is based upon Developer provided budgets that indicate property tax of \$583,495 upon stabilized Year 3 operations. Based upon the County Tax Collector's (2022) millage rate of 20.2084³ (per thousand dollars of value), broken down as follows.

² <https://ufonline.ufl.edu/infographics/youth-sports/>

³ Assumes Proposed Budget Change

APPENDIX D | ECONOMIC IMPACT REPORT

PREPARED BY LAMBERT ADVISORY

Economic Impact Analysis – St. Pete Marina

St. Pete Marina Ad Valorem Tax – Stabilized Operations

Ad Valorem Tax Breakdown		
<i>Item</i>	<i>Millage</i>	<i>Annual Tax</i>
City of St. Petersburg	6.525	\$188,402
Pinellas County General Fund	4.9136	\$141,875
Pinellas County Health Fund	0.079	\$2,281
Pinellas Planning Council	0.0235	\$679
Pinellas County Emergency Services	0.8775	\$25,337
Public Schools (State & Local)	5.963	\$172,175
Juvenile Welfare	0.8508	\$24,566
South Florida Water Mgmt (All Districts)	0.226	\$6,526
SunCoast Transit	0.75	\$21,655
TOTAL	20.2084	\$583,495

APPENDIX E | 2023 ST. PETERSBURG MUNICIPAL MARINA RATE SCHEDULE

City of St Petersburg, FL Municipal Marina Rate Schedule Effective January 1, 2023				MONTHLY RENTAL SCHEDULE						**SEMI ANNUAL RENTAL SCHEDULE					
				NON-RESIDENT			RESIDENT			NON-RESIDENT			RESIDENT		
	SLIP TYPE	SIZE	BOAT	RENT	TAX	TOTAL	RENT	TAX	TOTAL	RENT	TAX	TOTAL	RENT	TAX	TOTAL
Main Docks	SA	22x70	65'	992.15	69.45	1061.60	792.88	55.50	848.38	5655.19	395.86	6051.05	4519.39	316.36	4835.75
	A (NA, WA)	22x60	55'	851.22	59.59	910.81	680.28	47.62	727.90	4851.99	339.64	5191.63	3877.59	271.43	4149.02
	B (NB, SB)	19x48	44'	675.14	47.26	722.40	539.53	37.77	577.30	3848.24	269.38	4117.62	3075.28	215.27	3290.55
	C (NC, SC, WC)	16x38	34'	511.68	35.82	547.50	408.90	28.62	437.52	2916.49	204.15	3120.64	2330.77	163.15	2493.92
	D (SD, WD)	14x30	28'	389.35	27.25	416.60	311.14	21.78	332.92	2219.25	155.35	2374.60	1773.51	124.15	1897.66
	F (Dock 5)	24X60	55'	851.22	59.59	910.81	680.28	47.62	727.90	4851.99	339.64	5191.63	3877.59	271.43	4149.02
	G (Dock 5)	21X48	44'	675.14	47.26	722.40	539.53	37.77	577.30	3848.24	269.38	4117.62	3075.28	215.27	3290.55
	NA11, NA11A	11x38	34'	511.68	35.82	547.50	408.90	28.62	437.52	2916.49	204.15	3120.64	2330.77	163.15	2493.92
	NS1	11x38	34'	349.34	24.45	373.79	279.16	19.54	298.70	1991.26	139.39	2130.65	1591.24	111.39	1702.63
	NS2	10x48	44'	356.86	24.98	381.84	285.18	19.96	305.14	2034.13	142.39	2176.52	1625.55	113.79	1739.34
Covered	SX	18x48	46'	898.23	62.88	961.11	717.84	50.25	768.09	5119.94	358.40	5478.34	4091.60	286.41	4378.01
	SY32 SY1-10, 14-18	15x35	32'	605.65	42.40	648.05	484.00	33.88	517.88	3452.24	241.66	3693.90	2758.81	193.12	2951.93
	SY37 SY11-13, 19-30	15x40	37'	657.54	46.03	703.57	525.46	36.78	562.24	3747.93	262.36	4010.29	2995.09	209.66	3204.75
	SZ	14x30	28'	406.27	28.44	434.71	324.67	22.73	347.40	2315.76	162.10	2477.86	1850.56	129.54	1980.10
Pier Ends	SE101, SE102 SE201, SE202	25x30	28'	532.59	37.28	569.87	425.62	29.79	455.41	3035.68	212.50	3248.18	2425.95	169.82	2595.77
	SE301, SE302 SE401	33x48	44'	828.71	58.01	886.72	662.26	46.36	708.62	4723.58	330.65	5054.23	3774.86	264.24	4039.10
	SE402	33x70	65'	1218.02	85.26	1303.28	973.37	68.14	1041.51	6942.69	485.99	7428.68	5548.20	388.37	5936.57
	SE501	33x108	100'	1983.30	138.83	2122.13	1586.64	111.06	1697.70	11304.81	791.34	12096.15	9043.86	633.07	9676.93
	NL1	20x74	68'	906.61	63.46	970.07	724.50	50.72	775.22	5167.65	361.74	5529.39	4129.65	289.08	4418.73
	NL4	20x84	78'	1102.70	77.19	1179.89	881.21	61.68	942.89	6285.41	439.98	6725.39	5022.93	351.61	5374.54
	NL3	19x48	44'	675.14	47.26	722.40	539.53	37.77	577.30	3848.24	269.38	4117.62	3075.28	215.27	3290.55
	SL1	20x76	70'	977.14	68.40	1045.54	780.89	54.66	835.55	5569.64	389.87	5959.51	4451.02	311.57	4762.59
	SL2A & SL2B	20x48	44'	675.14	47.26	722.40	539.53	37.77	577.30	3848.24	269.38	4117.62	3075.28	215.27	3290.55
	WL4	20x68	63'	895.22	62.67	957.89	715.42	50.08	765.50	5102.76	357.19	5459.95	4077.85	285.45	4363.30
	WL1 and WL2	15x44	44'	563.64	39.45	603.09	450.43	31.53	481.96	3212.77	224.89	3437.66	2567.40	179.72	2747.12
	Quay Wall	Q1-9,58-72,104-113	12x30	27'	194.69	13.63	208.32	155.60	10.89	166.49	1109.69	77.68	1187.37	886.83	62.08
Q81-103		9x25	22'	151.37	10.60	161.97	120.97	8.47	129.44	862.82	60.40	923.22	689.48	48.26	737.74
Q73-80		9x27	24'	169.49	11.86	181.35	135.44	9.48	144.92	966.08	67.63	1033.71	772.01	54.04	826.05
Commercial	Q35-40 & 50-52	15x35	32'	457.09	32.00	489.09	365.29	25.57	390.86	2605.46	182.38	2787.84	2082.14	145.75	2227.89
	Q45-48	30x65	65'	1100.44	77.03	1177.47	879.40	61.56	940.96	6272.46	439.07	6711.53	5012.52	350.88	5363.40
	Q49	30x50	50'	844.68	59.13	903.81	675.04	47.25	722.29	4814.69	337.03	5151.72	3847.66	269.34	4117.00
	Q41-44	15x50	45'	507.90	35.55	543.45	405.90	28.41	434.31	2894.99	202.65	3097.64	2313.56	161.95	2475.51
	Q54-57	12x30	27'	194.69	13.63	208.32	155.60	10.89	166.49	1109.69	77.68	1187.37	886.83	62.08	948.91
	Q10-17	12x30	27'	257.84	18.05	275.89	257.84	18.05	275.89	1469.63	102.87	1572.50	1469.63	102.87	1572.50

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City of St Petersburg, FL Municipal Marina Rate Schedule Effective January 1, 2022				MONTHLY RENTAL SCHEDULE						**SEMI ANNUAL RENTAL SCHEDULE					
Flex Slips	Description	Length	Width	NON-RESIDENT			RESIDENT			NON-RESIDENT			RESIDENT		
				C/D Flex -10 slips SD132-SD150 (D Rate)	14x30	28'	389.35	27.25	416.60	311.14	21.78	332.92	2219.25	155.35	2374.60
C/D Flex SD132-SD150 (C Rate)	16x38	34'	511.68	35.82	547.50	408.90	28.62	437.52	2916.49	204.15	3120.64	2330.77	163.15	2493.92	
C 38' - 4 slips SC114-SC120 (C 38' Rate)	16x42	38'	593.40	41.54	634.94	474.22	33.20	507.42	3382.38	236.77	3619.15	2703.05	189.21	2892.26	

ADDITIONAL	FEE	TAX	TOTAL
Live Aboard Fee	218.79	15.32	234.11
Dock Box	10.85	0.76	11.61

*SemiAnnual Rate reflects a 5% discount off the regular monthly rate

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PROPERTY REPORT

Marina Business Gets Lift From Pandemic Boat Sales

Real-estate investor Centerbridge is combining the second- and third-largest marina owners to create a \$2.5 billion company



Liberty Landing in Jersey City, N.J. More retirees have been spending their leisure time and savings on boating.

PHOTO: BJOERN KILS

By [Peter Grant](#) [Follow](#)

Feb. 1, 2022 8:00 am ET

The second-largest owner of U.S. marinas is acquiring the third-largest owner, creating a new powerhouse in this niche real-estate business as boat sales surge during the pandemic.

Centerbridge Partners LP said it is paying about \$400 million for Westrec Marinas, which the investment firm will absorb into its own Suntex Marinas. That will create a combined company with more than 50 marinas that is valued at \$2.5 billion, making it the second-highest-valued U.S. marina owner after Safe Harbor Marinas.

Investor interest in the waterside properties started growing in 2019 when marinas gained more favorable tax treatment. Marinas got another boost with the rise in boat sales, which soared during the pandemic with more companies moving to coastal states

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with warmer climates. Boating also became more popular as a relatively safe way to socialize outdoors, along with camping and hiking.

“People who were [boating] some of the time are doing it more, and others are doing it for the first time,” said Billy Rahm, Centerbridge senior managing director.

Annual U.S. sales of boats, marine products and services totaled \$49.3 billion in 2020, up 14% from 2019, according to the National Marine Manufacturers Association. Powerboat sales in 2021 were expected to surpass 300,000 for a second year in a row after hitting a record in 2020, the association said.



Investor interest in waterside properties started growing in 2019 when marinas gained more favorable tax treatment. A Suntex marina in Dania Beach, Fla.

PHOTO: SUNTEX MARINAS

Analysts say the marina business resembles the manufactured-housing and recreational-vehicle industries before institutional investors discovered them and drove prices much higher.

Many institutional investors have viewed marinas as a terrible industry “because they own boats and have realized how much money they’ve sunk into them,” said Josh Dennerlein, an analyst with Bank of America who tracks the industry.

Yet, he added, they should have thought about the flip side and “that someone was making a lot of money to store their boats and maintain them.”

Some big investors became more intrigued with the prospect of owning marinas after the Internal Revenue Service ruled that fees paid for boat slips and boat storage counted as

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real-estate rents. That gave real-estate investment trusts that owned marinas the same tax benefits as those given to REITs that owned other commercial property.

The aging baby-boomer generation was stoking marina demand, even before the pandemic. More retirees have been spending their leisure time and savings on boating.

New marina construction, meanwhile, has been virtually nonexistent and barriers to new entrants are steep. There are few remaining development sites in sheltered harbors. New marinas would also have to overcome tough environmental regulations and possible community opposition.

“You don’t necessarily want a boat marina next to your beautiful \$10 million waterfront home,” Mr. Dennerlein said.

Still, the marina business has its risks. Continued inflation would increase the cost of paying dockhands, boat-maintenance crews and other workers. An economic downturn would likely convince many would-be customers to avoid the cost of storage by keeping their boats in their driveways.

Most of all, analysts said, climate change raises the possibility of more hurricanes and rising sea levels that could upend the boating business. Mr. Rahm said Centerbridge has taken steps to mitigate climate change risks, such as investing in boat-storage locations at higher elevations.

New York-based Centerbridge estimates that there are about 11,000 marinas in the U.S. but most are individually-owned businesses. The industry is ripe for consolidation, Mr. Rahm suggested, because the minor marinas can’t match the investments larger companies like Suntex are making in technology and marketing.

SHARE YOUR THOUGHTS

If you’re a boater, how might consolidation in the marina business reshape how and where you spend your time on the water? Join the conversation below.

Merger-and-acquisition activity in this specialized sector has picked up during the Covid-19 era and after the tax change. Real-estate investor [Sun Communities](#) Inc. acquired the

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largest operator, Safe Harbor Marinas, in 2020. Centerbridge became Suntex's largest shareholder last year.

Mr. Rahm said his firm is eyeing other acquisitions as it builds a marina company that it is considering taking public later this year.

Suntex also has been investing in ways to expand marina revenue beyond docking, storage, maintenance, and food-and-beverage services. Many of the company's marinas offer boat clubs and rentals that make tidy profits while giving non-boat owners a taste of ocean spray, fishing and water sports.

"If they really like it, they end up buying a boat," Mr. Rahm said. "When they do, they're highly likely going to keep their boat at a Suntex marina."

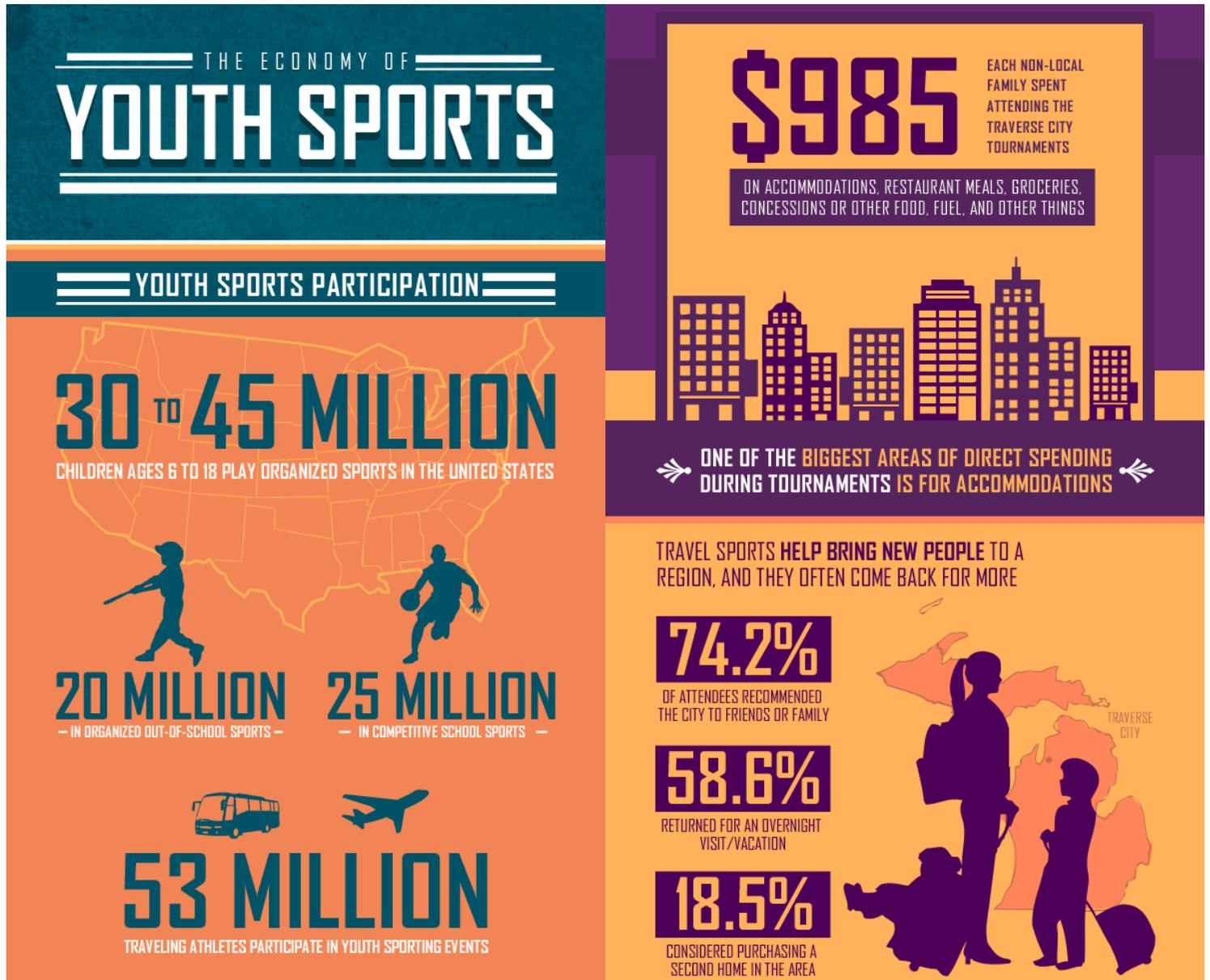
Write to Peter Grant at peter.grant@wsj.com

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