

City Lot 10 – Proposal

Company Profile:

1. Bidder:
Ken McGurn
101 SE 2nd Place
Suite 202
Gainesville, Florida 32601
352-372-6172 ext 3
Ken@McGurn.com
2. Ken and Linda McGurn
3. Parent Company – N/A
4. Principals: Ken and Linda McGurn
5. Key Personnel: Ken and Linda McGurn
6. Approval Process: N/A

Price Proposal: \$3,000,000 or Full Appraisal Value paid in cash at start of construction with the provision it will be refunded thru the incremental taxes.

Experience:

1. Years: 45 See attached list of Awards and Recognitions
2. Gainesville developed and owned projects Include:
Union Street Station (140,000 sq ft of mixed use)
Sun Center (68,000 sq ft of mixed use)
Arlington Square Apartment
McGurn Parking Garage
Opera House (Harry's)
Florida Theater **and** a dozen other downtown buildings
50,000 sq ft of buildings at the SE Corner of Waldo Road and NE 8th Avenue
110,000 sq ft of office buildings and North Gate Shopping Center at 1000 NE 16th Avenue
McGurn YMCA (now a Charter School) 1301 NE 23rd Avenue
8,800 sq ft office building at 1006 SE 4th Avenue

New Port Richey, Florida - Main Street Landing (120,000 sq ft of mixed use)
Palatka, Florida - Apartments
Palatka, Florida - 30,000 sq ft of Medical Office buildings
Ocala, Florida - 90,000 sq ft of offices and factory with solar power
Ocala, Florida – Hidden Oaks Apartments
Others around the state from Suwannee to Volusia counties.
3. References:
Nathan Collier, The Collier Companies c/o Jennifer.clince@colliercompanies.com
Gene Davis, Architect – 352-372-6477

Proposed Project:

1. Five to six story mixed-use building similar to Union Street Station.
2. Retail on the bottom floor and residential on the upper floors with the potential of a second floor of offices like in Union Street.
3. No due diligence required after the signing of an agreement with the City.
4. A proforma is not possible until an agreement is reached with the City.
5. The revenue required to maintain and support the cost of this type of construction is not feasible with Low to Mod Housing. However, the Bid Proposal provides funding to assist in that endeavor (see 'Other' #1).

Financial Capability:

1. Proof of fund: Will be provided separately.
2. **Unique assets:**
 - a. 40 years of Experience in downtown Gainesville.
 - b. Have entered into numerous Public Private Partnerships.
 - c. Contributed the land to the City for the City Parking Garage.
 - d. Saved the City roughly \$6,000,000 on the construction of the garage.
 - e. Proposed and worked with the County EPA and the Water Management District to allow central stormwater facilities (Depot Park).
 - f. Convinced FDOT to increase the size of the drain pipes to handle stormwater to Depot Park from downtown at no cost to the city.
 - g. Helped acquire land for the SW 6th Street Central Storm Water facility.
 - h. Directly changed almost a dozen city ordinances to shape the way downtown was built, from setbacks to sidewalk cafes.

3. Bank References:

Bob Cameron
President
Millennium Bank
352 275-0134

Robert McDaniel
Market President
BBVA
Robert.McDaniel@bbva.com

Brokerage Requirement: Ken McGurn is also a Broker.

Other: It is the expectation that the \$3,000,000 cash will be used to:

1. Provide low to moderate housing.
2. Provide resources for Grace to assist people living on the downtown streets.
3. Provide for all infrastructure repairs and upgrades on City property for this building and the core pedestrian spine of SE/SW 1st Avenue and SE 1st Street.
4. Pay brokers.