070545

August 29, 2007

Erik A. Bredfeldt
Director of Economic Development
City of Gainesville

Dear Mr. Bredfeldt:

As you are aware we are rapidly approaching the November 2nd reverter deadline to begin construction on our lot, number 22, located within Airport Industrial Park. According to our Deed Restriction, the City Commission, may, by resolution, extend the reverter clause based upon "good cause".

At this time I respectfully request that the City Commission consider such an extension for 12 months for the following reasons:

- The original deadlines set were very ambitious considering the amount of time necessary to conduct a thoughtful feasibility study for the most appropriate use of the land. To complete final structural and engineering plans for submission to city planning, and to complete the city's permitting process.
- The Real Estate markets new volatility with regard to speculation.
- Financial hardship associated with a partner that could no longer meet the obligations necessary to continue his participation.
- Apprehension on the part of commercial lenders due to the nature of area and the absence of a comprehensive plan.
- Several attempts at identifying potential "G-Tech" tenant users did not materialize for multiple reasons. These failures voided to prospect of developing the property for such a use.

The time and effort expended over the past 24 months has, however, not been in vain. We have identified several areas of pursuit that are not practical or in the city's best interest. Equally we have avoided several pitfalls associated with investing on a "deadline".

We continue to be committed to this project and have identified, what we feel is the best most appropriate use of the land to benefit all stakeholders involved. A new, state of the art, distribution facility catering to small and mid-size users is the answer to best use.

We are very excited about our new affiliation with International Property Group, Inc. IPG is a successful commercial real estate development and services firm specializing in just this type of product. Going forward we will be working with this firm to deliver the best possible product, construction and services.

In cooperation with IPG we have prepared a basic timeline indicating milestone goals to assure our compliance prior to the end of the extension of the reverter:

Timeline For Gainesville Pre-Construction

Start	
Date	Milestone Descriptions
22-Oct-	City Commission approval of extension of 2 year reverter by
	1 year
22-Oct-	City Commission approval of conveyance to new corporate
2007	
	Authorization to architect for preparation of structural and
	engineering plans
25-Feb-	Completed plans submitted to City of Gainesville for
2008	permitting
10-Mar-	
2008	Plans submitted to contractors for bid
16-Jun-	
2008	Contractor selected and contracts awarded
28-Jul-	
	Construction permits issued
1-Sep-	Begin Construction (within the reverter extension of 12
2008	months)
15-Aug-	Continue of Occupancy issued
2009	Construction complete, Certificate of Occupancy issued

In order to proceed on this project it will be necessary to "with written consent of the City" transfer ownership of the property out of my holding company into a new corporate entity also held in majority by me. This is the most effective financial structure going forward to separate this project for funding purposes as well as liability.

I would like to have your assistance preparing an agenda item addressing the topics of extension of the reverter by 12 months and the conveyance to the new corporate entity for the October 22nd Commission meeting.

Erik, your assistance in this matter over the past two years has been invaluable. Please know that I have never wavered in my commitment to the City and the people of Gainesville in my desire to promote positive economic and social development for the region. I feel that I am better prepared now to deliver on that promise.

Sincerely,

Jose A. Beguiristain