

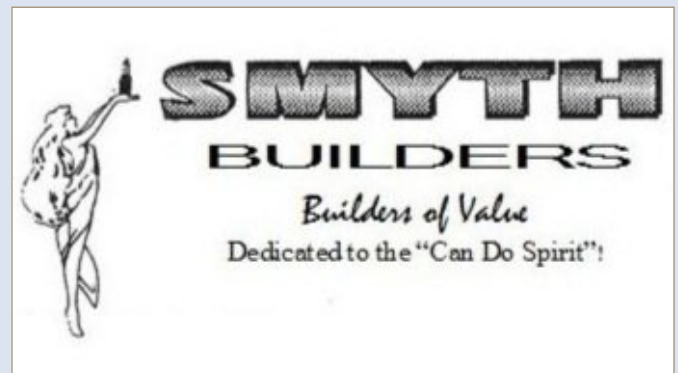
REQUEST FOR PROPOSAL
REDEVELOPMENT OF FISHERMAN'S WHARF
(PHASE II)

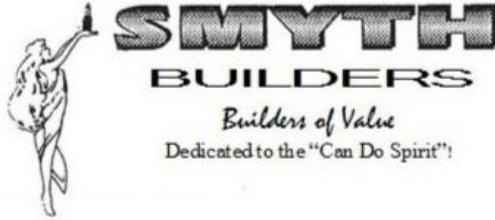


City of Fort Pierce
Attn: Purchasing Division
100 North U.S. 1
Fort Pierce, Florida 34950

RFQ NO. 2020-023

DUE: 3:00 PM, MONDAY 01/25/2021





January 25, 2021

City of Fort Pierce
Purchasing Division, Room 101
100 North U.S. 1
Fort Pierce, FL 34950

Reference: RFQ No. 2020-023 ~ Redevelopment of Fisherman's Wharf (Phase II)

Dear Sir or Madam,

I would like to submit this Request for Proposal (RFP) in response to the City of Fort Pierce's Redevelopment of Fisherman's Wharf Phase II. While our original concept incorporated lands outside the RFP subject site, to show the bigger picture and allow you to visualize the real potential of this area, this concept stays within the 3.2 acres comprising the RFP subject site.

Ultimately, we are local business people with Capacity and Desire to contribute to our Beautiful City. Our proposal outlines ideas which can be built upon, expanded or amended in order to satisfy the needs of the community.

Our design takes into consideration multiple factors in the development and design of this destination waterfront opportunity while keeping in mind the future possible expansion of Fisherman's Wharf. Of utmost importance is an organized, well thought-out site plan, which with a consorted effort between the Developer, The City of Fort Pierce and St. Lucie County will achieve the goals established in the RFP.

Currently there are three private owners: 12A Buoy, Boat Consignment and Beyel Brothers. Each one of these owners, I believe, do not want to be a hindrance to the redevelopment of Fisherman's Wharf, and would be open to selling or participating in a bigger development consequently creating more income for themselves; however, the final design of this site plan would be contingent on the current owner's willingness to participate.

- 12A Buoy would conceivably be located in the condo building or hotel with waterfront access and outdoor café dining with boat dockage available along with the Water Taxi Service for their patrons. This would of course include new seating and a kitchen with state-of-the-art appliances and staff equipment.
- The Boat Consignment lot would be purchased out-right or the owners could participate with a development percentage equal to the land acquisition cost as determined by an appraisal or mutual price agreement.
- Beyel Brothers, while an active and necessary business for the marine industry, would be located in a less visible area of this development site such as the north end of the undeveloped Port property near the Reef Restoration area. This could be achieved by simply swapping property or buying them out and entering into a long term lease.

Other development factors requiring further discussion in order for any project to move forward are:

- Hotel: This would be designed in such as way as to block the east view overlooking the crane operation. A hotel development is highly unlikely to be built on leased land as financing would be difficult at best and no one wants to take a risk on leased land.
- Residential: This project cannot be built on leased land; therefore, the city would have to deed the property to the developer or owner to move forward.

I strongly suggest that any development should incorporate the city owning at least a 20 foot section of the entire waterfront. This can be achieved by the city applying for and receiving grants and waterfront permits, such as dredging, dock permits, maintenance dredging and signage etc.

For further discussion is the use and design of an inside boat storage facility and a single-family residential development, none of which was mentioned or voted upon in the Fort Pierce Redevelopment Agency Community Redevelopment Plan. In fact, the city shut down a boat storage facility and not only had to buy the property back, but pay \$800,000 to the owner for being liable in destroying his business. Why now would the city consider such a development? Also a single-family residential community is not even close to the highest and best use of the property and how was it even considered.

Our preliminary design concept keeps the development within the confines of the project site and at the same time produces the exact outcome as listed in the criteria of the project while also allowing for future expansion when other properties come on-line.

It is our goal and desire to negotiate with the other property owners prior to final design. Once committed, the project could move forward rapidly to design and ultimately completion.

I would further suggest that a Private/Public partnership be created to ensure the success of the project using the private sector for management and vision.

We propose to build and operate:

1. Five story flag hotel with 125 rooms
2. Five story condominium/with features to accent the view and occupied by Mega Yacht crew and owners
3. High visibility retail on the first floor of hotel and Condominium.
4. Three restaurants with café dining
5. Marina with ships store
6. Docks for overnight and extended stay
7. Active boat ramp
8. Boat and Trailer parking
9. Entertainment area
10. 20 ft pedestrian friendly sidewalk
11. Pedestrian connection to down-town Fort Pierce
12. Floating docks for water traffic
13. Water Taxi service

Sincerely,



Harold H. "Buzz" Smyth
Business & Development Consultant
President of "Citizens for Clean Air & Water"
State Certified Building Contractor #CBC1251321
"Realtor" Ross Island Realty
Commercial Pilot
Veteran, US Navy SEABEE

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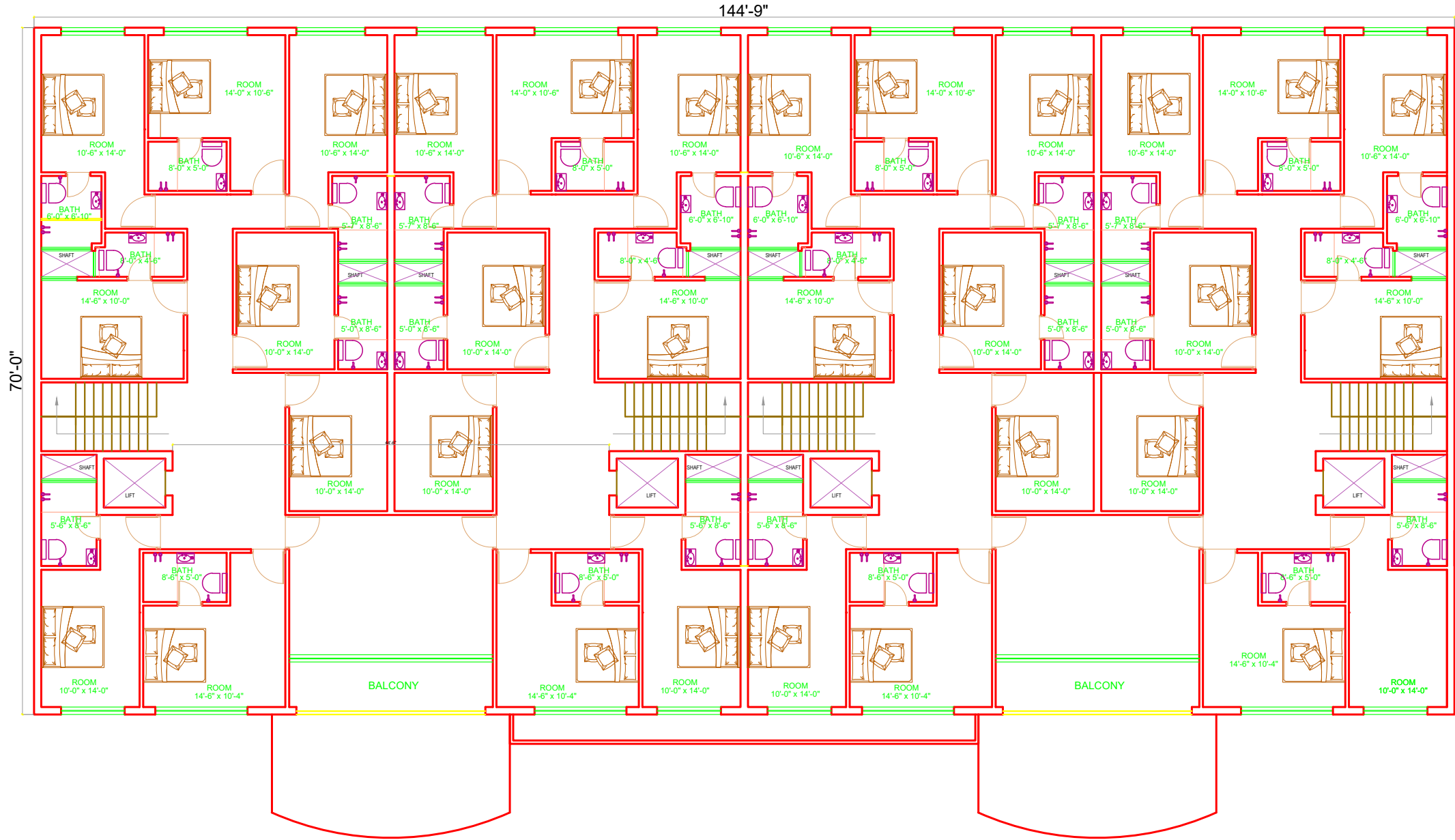
Attachments

Fort Pierce Redevelopment Agency updated CRA Plan	
Treasure Coast Waterways Plan	

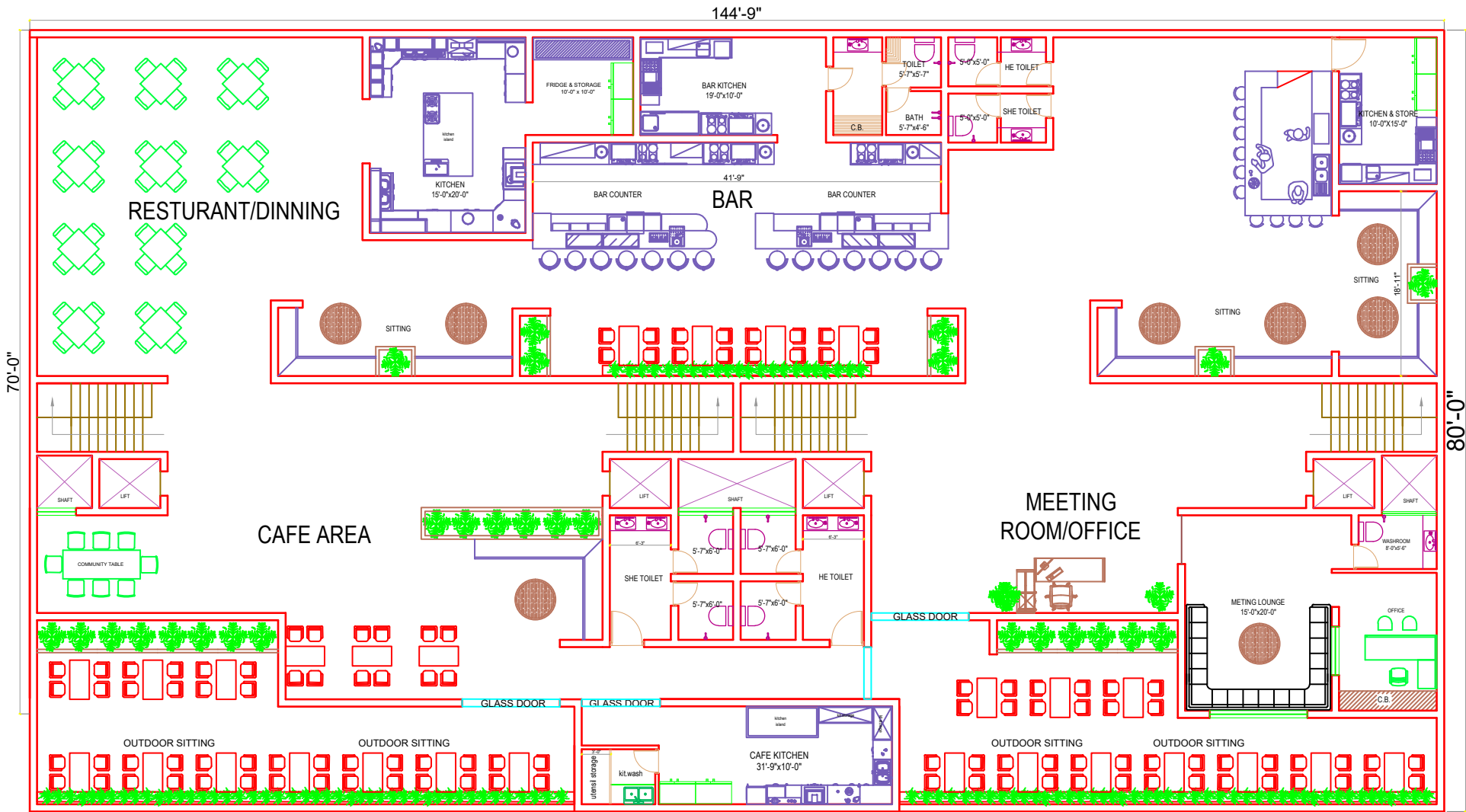




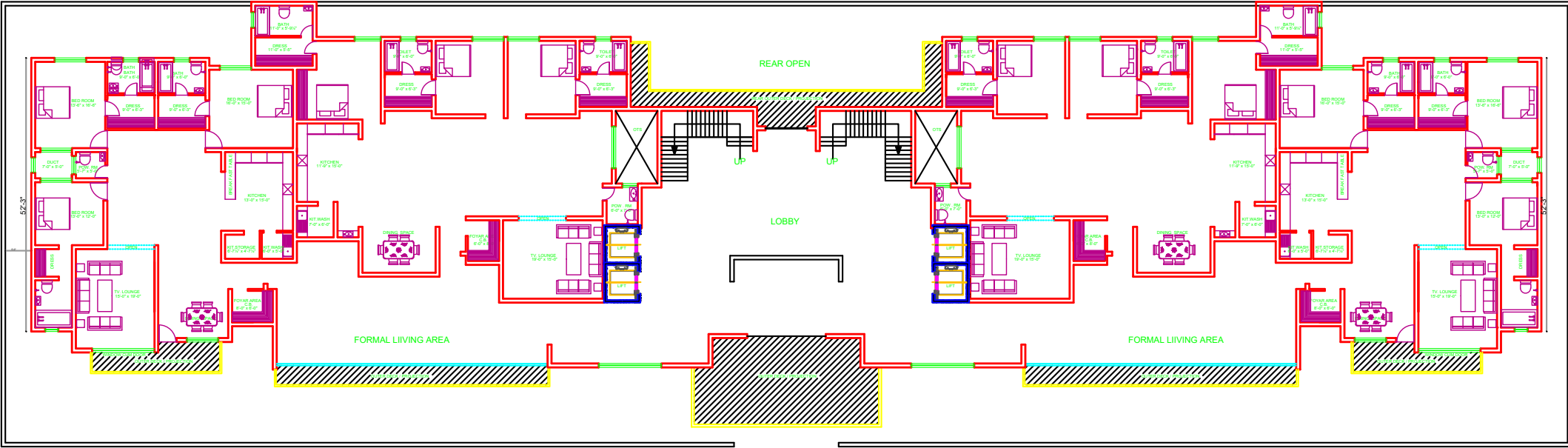
Conceptual Preliminary Development Plan



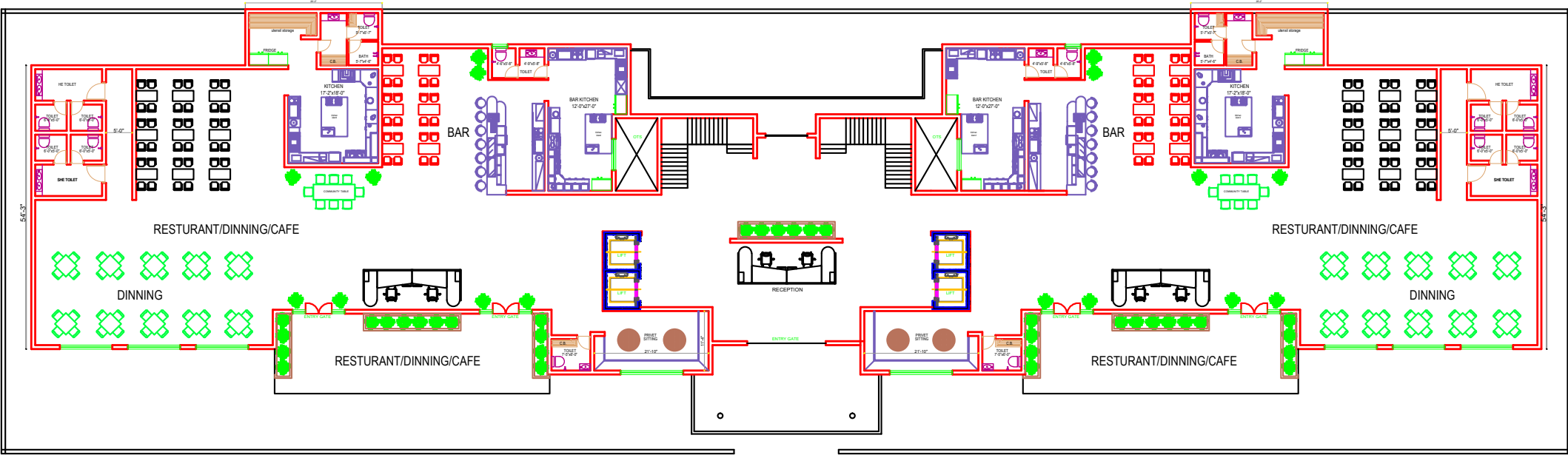
HOTEL FLOOR PLAN



HOTEL FIRST FLOOR CAFE / RESTURANT PLAN



CONDO FLOOR PLAN



CONDO GROUND FLOOR RESTURANT PLAN

Proposed Preliminary Development Plan — Achieving the Goals Established in the Fort Pierce Redevelopment Agency Community Redevelopment Plan

Our proposed project not only meets the goals of the Community Redevelopment Agency (CRA) but exceeds it with emphasis on expansion and the overall vision for Fort Pierce.

McLaren Group of Companies (McLaren) will lead the development team.

McLaren Group of Companies

McLaren was established in 2001 and operates in construction, property and development in the UK and UAE. They are passionate about creating spaces that inspire and serve customers in the private and public sector.

Their core markets include:

- Commercial offices
- Mixed-use buildings
- Residential
- Retail
- Education
- Distribution and logistics
- Hotels and leisure

They are privately owned with around 700 colleagues who contribute to the continued growth of the business. ***In the year to 31 July 2019, the group saw its turnover increase by 11 per cent to £650.9 million.***

With extensive experience in developing mixed use projects, McLaren Construction and McLaren Property have the advantage of being able to undertake complex schemes that encompass a wide range of work disciplines.

Their abilities in different disciplines and track record in mixed use venues give them a significant advantage in complex developments, enabling them to satisfy any element of design and engineering.

Their experience in the luxury hotel sector spans the globe, with projects in the Middle East, United States, Russia and Europe earning them an exemplary reputation for meeting the most detailed design specifications.

McLaren has an excellent track record in retail construction, refurbishment and fit out projects for major food retailers and blue chip retail developers. They have vast experience of working on live retail projects and recognize the need to ensure minimal disruption to the local shopping environment and surrounding community. They also recognize the need to protect their customers' market share.

The McLaren Group has worked extensively across the high end residential sector with projects in private residences, multi story new build city apartments, and luxury developments in central



McLaren's Social Conscience Policy Objectives are focused around three key areas of impact:

- Add value to local communities
- Inspire and motivate individuals
- Create a positive perception of the construction industry through community outreach

London and around the UK. Their expertise enables them to deliver the highest quality product. Working from initial design concept through to final completion.

Restoring Neighborhoods

This area has long been screaming for redevelopment and long-term economic stabilization.

By bringing a 125 room flag hotel as an anchor for the development, it will establish a standard that will carry through to the entire neighborhood and future expansion and fulfill the vision for Fort Pierce.

This influx of visitors will enhance the overall feel of Fort Pierce by exposing our community to potential investors who, once they are here will love our community with our turquoise blue water and friendly down-home people.

In order to secure permanent residents our condominium portion of the project will further help stabilize the area and promote the businesses that will relocate here.

Anywhere you build a mix use project that includes hotel and residential components and retail shops you will bring vitality to the community. One of the components without the other does not complete the vision. You must have activities, entertainment and accommodations for locals and visitors alike.

Part of this restoration of the neighborhood could be our vision for:

A hotel will attract visitors from all over the world, including the owners and crew of mega yachts and workers brought in to service the yachts and vacationers who want to experience a little pierce of our paradise we call home. Fort Pierce has long been known as "The Sailfish Capital of The World", that attracts anglers and tourist each day.

Fostering Arts and Culture

As a young man in Fort Pierce I remember going to the amphitheater and seeing plays, bands and public events. I remember the feel of community. You saw friends and family's you hadn't seen in some time.

By introducing a stage and entertainment area we can continue the spirit of Arts and Culture in our community.

This entertainment area can be used by not only the venue but the public as well enhancing the Arts.



Re-setting the Economic Base

Our project will employ more than 60 full time employees. The residual jobs could amount to hundreds, including laundry, security, transportation, AC repair, fishermen, fishing guides and many more, too many to list.

In Saint Lucie County we have a short fall of 1,600 hotel rooms. By building a true waterfront hotel and marina we set the stage to attract more businesses to the area.

By having a hotel as an anchor tenant, you open the door to lots of other businesses, such as restaurants with outdoor seating, clothes shops, hair salons, boutiques, offices, professional offices and the like.

After this project is established more businesses will be drawn to this area establishing an up and coming economic base that would transcend to the entire city.

Connectivity

Our project is the only one that incorporates the City of Fort Pierce to retain ownership of the first 20 feet of the waterfront allowing the public to always be able to walk along the waterfront and enjoy what we have here in our little part of paradise.

This same waterfront sidewalk would extend all the way under the bridge and down-town connecting Fisherman's Wharf with the down-town restaurants, theater and much more

We are also including a floating dock for a "Water Taxi" service that will be available to the public and have stops in down-town Fort Pierce, Causeway Cove Marina, JC Park, Dockside Marina, Dynamite point, Harbor Town and back, further adding to our connectivity and also as an attraction for tourist and locals.

These same floating docks will be used by boaters to enjoy their favorite local restaurant or the live entertainment characterized by the stage and public venue, making for a unique local experience.

The floating docks, public waterfront sidewalk, water taxi and entertainment area all meet or exceed the public benefit requirement for this RFP and is just really cool!



Proposed Income

Analysis	
Hotel 125 rooms @ \$125 per night @ 80% occupancy (per month)	\$ 375,000
Sales tax generated	\$ 26,250
Bed tax generated (per month)	\$ 18,750
Economic job impact (per year) 60 permanent jobs created	\$ 1,500,000
Residential units sold (\$300,000 per unit)	\$ 4,725,000
Annual commercial lease (per month)	\$ 189,000

Proposed Financing Plan

Mattoni Group®

Founded in 2009, Mattoni Real Group® is a private equity real estate investment firm that specializes in placing equity and debt with experienced operating and development partners working on transformative projects. The firm built a national reputation for transparency, reliability, flexibility, and velocity in acquiring and financing real assets. Mattoni Group® exists to be the bridge between best in class managers/operators and investor capital. They leverage their network, relationships, creativity and education to create amazing spaces for people to live better lives. Mattoni Group® is focused on adding value to its acquisitions through operational improvements and optimized capital structures.



The keys to Mattoni Group's® investment strategy are identifying arbitrage real estate investment opportunities, capitalizing on micro-market imbalances, and hedging risk across geographies. Mattoni Group's® partners with proven operators and developers who are highly keen on their local, regional, and national market's knowledge.

Mattoni Group® broadly targets real estate investments that meet their acquisitions criteria. Their areas of investment interest include: enhancing value through development or smart value-added improvements, complex transactions requiring special flexibility and partnership sensitivity, as well as opportunities to restructure distressed assets.

Mattoni Group® customizes investments to the specific needs of their partners and project requirements. They create value through the design of mutually beneficial ownership structures that satisfy partners and investors alike. They focus heavily on prudent underwriting and value creation throughout the investment life cycle.

Their current portfolio and realized investments consist of a diversified mix of real estate assets including multi-family, office, retail, industrial, and specialty product types. Mattoni Group® focuses on risk-adjusted investments with an eye on capital preservation. Their unique platform enables them to evaluate special situations and deliver rapid responses to operating partners and investors alike.

John Wright

As project manager, John Wright brings over 20 years of experience of serving the Water Sports industry in Europe and now in our little town of Fort Pierce.

Mr. Wright was born and raised in London, England. Like many cold-weary Northerners, he moved to Marbella, Spain where he and his father started Aqua Caliente, a Boutique Jet ski and Boat Rental business.



Over the course of 15 years, they perfected their ability to deliver quality service at affordable prices. Allowing them to expand to a total of 6 locations in some of the most Exclusive Resorts in Spain, after a great run they decided to sell the business in 2009.

After his success in the Marine Tourism Industry. John, a PGA Tour Professional, moved to Florida in 2010 in order to resume competing. However, once he arrived in Florida, he met his wife and life changed direction.

His arrival coincided with the US Housing Market Crash otherwise known as "The Great Recession". Mr. Wright, along with his new wife, saw opportunities in acquiring distressed assets, secured non-performing notes, and completing abandoned Single Family, Multi-Family, and Condominium projects.

Through his real estate investments and the subsequent recovery of the US Housing Market, Mr. Wright landed in the Beautiful City of Fort Pierce. In 2017, his son Logan was born – a Fort Pierce Native.

Mr. Wright remains active in Real Estate and concurrently established a successful Boutique watercraft rental business – Salty's Watersport in the Fort Pierce area, which has strategically expanded up the Treasure Coast.

Mr. Wright's unique set of skills in Real Estate, Marine Tourism, and his love and commitment to Fort Pierce makes him an invaluable team member to the Redevelopment of the Historic Fisherman's Wharf.

In total, Mr. Wright acquired and managed nearly \$270M in real estate assets, during which time he acted as fiduciary to numerous banks, high-net worth individuals, and institutional capital partners during one of the most turbulent Real Estate Markets in recent US History.

Financial Capacity

See Ability to Secure Financing of Large-Scale Development Projects on the following pages.

Mattoni® Group

July 22, 2020

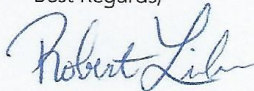
RE: Fort Pierce Redevelopment Agency
RFQ/P 2020-023
Fisherman's Wharf Redevelopment

Dear City of Fort Pierce;

After careful evaluation of the Site Plan submitted on behalf of Smyth Builders, Inc., and Associates, herein know as the "Fisherman's Wharf Development" we have the pleasure to extend a committed offer to finance said project, through private capital placement, structured debt financing, and personal guaranty.

Mattoni Group is a leading private equity real estate investment firm that specializes in placing equity and debt with experienced operating and development partners working on transformative projects. We have a national reputation for transparency, reliability, flexibility, and velocity in acquiring and financing real assets. Mattoni Group exists to be the bridge between best in class managers/operator and investor capital. We leverage our network, relationships, creativity and education to create amazing spaces for people to live better lives. Also focusing on adding value to acquisitions and financed projects through expert operational experience and optimized capital structures. We remain prudent in our investment philosophy and are prepared to place capital in any phase of the market cycle. Our current portfolio and realized investments consist of a diversified mix of real estate assets including multi-family, office, retail, industrial, and specialty product types. We look forward to expanding our relationship with Smyth Builders, Inc., and Associates in the successful financing and development of "Fisherman's Wharf Development".

Best Regards,



Robert Libertini
Managing Director at Mattoni Group

1401 Brickell Avenue Suite 530, Miami FL 33131
P: (305)621-9607 / www.mattonigroup.com



Delaware Office
610 Delaware Avenue
Fort Pierce, FL 34950
P: 800.873.5100
F: 772.293.0027

July 15, 2020

RE: John Wright

To whom it may concern,

The above member has been banking with iThink Financial since 04/23/2019. It's with no hesitation that I say they have handled the accounts in a satisfactory manner.

They keep a substantial balance with us. The average balance is \$1,569,312.67. We sincerely appreciate their business and look forward to a long business relationship.

Thank you,

A handwritten signature in blue ink, appearing to read "Hassna Sanabria".

Hassna Sanabria
Member Service Advisor

iTHINK Financial Credit Union
610 Delaware Ave.
Fort Pierce, FL 34950
772-293-2442 Phone

20200702 092649 RSBJM5C6 404F 000000315083635 L



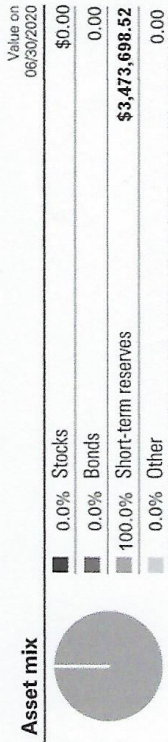
Client Services: 800-662-2739

Statement overview

\$3,473,698.52

Total value of all accounts as of June 30, 2020

Accounts	Value on 03/31/2020	Value on 06/30/2020
John Wright		
Self Directed Brokerage Account	\$3,472,098.31	\$3,473,698.52



Your asset mix percentages are based on your holdings as of the prior month-end.

Proposed Property Acquisition Terms

Purchase the city property less 20 feet of public access waterfront at \$1,500,000

Construction cost estimated at \$17,000,000

Mr. John Wright will provide CASH purchase of \$1,500,000 million — no financing terms

Preliminary Project Implementation Schedule

The time schedule for this project is 2 years based on current conditions and cooperation from county, city, DEP, Corp of Engineers and the State of Florida.

Attachments

Fort Pierce Redevelopment Agency updated CRA Plan

Treasure Coast Waterways Plan

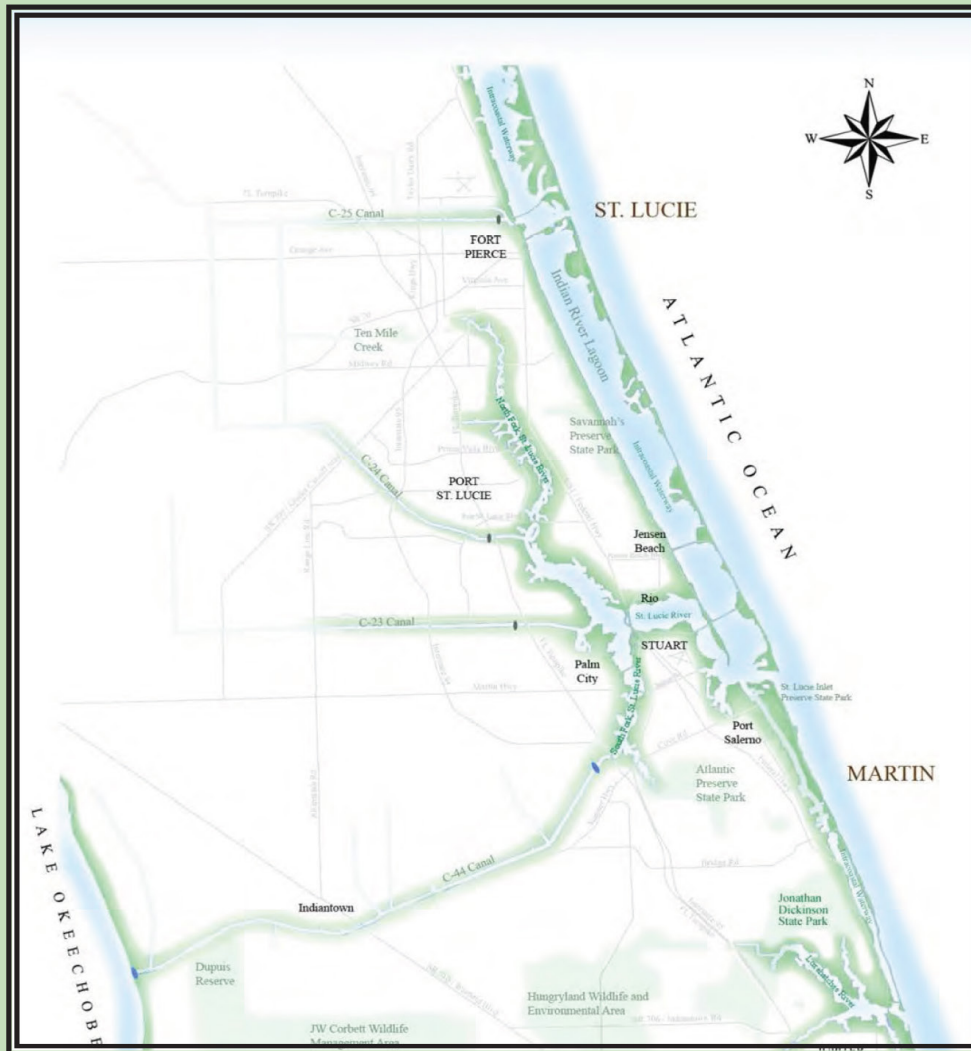
Due to their size, the two above mentioned attachments can be found in full on the CD.



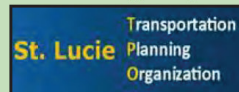
FPPRA

Redevelopment Plan

2014 Martin and St. Lucie Regional Waterways Plan



Prepared by Treasure Coast Regional Planning Council for
Martin Metropolitan Planning Organization &
St. Lucie Transportation Planning Organization



Final Report
December 3, 2014