



# SUMMER STUDIES 2017

## Ansín Boulevard Vehicle Storage Facility



Summer Study 17-009  
Office of the City Manager  
August 4, 2017

# Summer Studies

## *Ansin Boulevard Vehicle Storage Facility*

### Executive Summary

The City of Hallandale Beach has explored numerous options pertaining to development of the City-owned Ansin Blvd. property. When the property was purchased in 2006, the intent was to utilize same as a waste transfer station and storage facility for Public Works (Exhibit 1). The City Administration changed its philosophy regarding the waste transfer station. A vehicle storage facility was developed at the site, which is its current use. Thereafter, the City Administration explored the option of utilizing the property as a Compressed Natural Gas (CNG) station to both service certain sanitation vehicles (which are fueled by CNG) while increasing revenues by providing fueling services to outside agencies in need of a CNG fueling facility for their operations. After going through a formal solicitation process, it was found that there were no interested parties; in addition, the cost of converting the facility to a CNG fueling station for the City's exclusive use proved to be not feasible (Exhibit 2).

Based on an analysis of the current uses in the area, as well as the recommended use and appraisal completed by The Urban Group, the property's highest and best use is as an industrial site (Exhibit 3). Accordingly, it is Staff's recommendation that the City take the necessary steps to sell the Ansin Blvd. property. If sold for the appraised value as determined by the June 2017 appraisal of the property, approximately \$2.150 Million could be generated, not including commissions, which is \$91,660 more than estimated by staff before the appraisal was received.





It is important to understand that the proposed FY17/18 General Fund Budget is built on generating \$2,058,340 from the sale, and that to balance the General Fund without the revenue would have required an additional .3808 mills of ad valorem tax.



## Background

On March 30, 2006, the City Commission voted 4/0 to approve the purchase of the Ansin Blvd. parcel for \$2,900,000. Thereafter, in June 20, 2006, the City of Hallandale Beach purchased the 2.74-Acre Ansin Boulevard parcel for \$2,902,930 with the intent of utilizing same as a waste transfer station and storage facility for Public Works.

Funding for the purchase was as follows:

	\$ 279,661	Capital Projects Fund (G.F.)
	\$ 329,262	General Fund
	\$1,696,333	CRA Fund
	<u>\$ 597,674</u>	Grant Fund (G.F.)
<b>TOTAL:</b>		<b>\$2,902,930</b>

During the FY08/09 City Commission Budget Workshops, the City Commission directed staff to research the feasibility of converting the site to a vehicle storage facility as a revenue-generating enterprise for the City. Upon City Commission approval during the FY08/09 Budget Workshops, \$418,654 (from General Fund) was spent on site improvements for items such as paving, fencing, and lighting, making the total investment in the property \$3,321,884 (purchase price plus site improvements). The site, which includes 137 parking spaces, has been utilized since 2010 as a storage facility for boats and large vehicles. From 2010 through 2016, the City has generated approximately \$395,850 in parking revenues, an average of \$56,550 per year. However, in a recent operational review it was determined that many tenants were late in payment, or not paying at all. This situation is currently being remedied with revenues expected to increase to \$116,000 during FY16/17.

In 2012, the City retained the services of Lambert Advisory Group to analyze the feasibility of converting the Ansin Blvd. site to a CNG fueling station, as well as the feasibility of converting additional vehicles to alternative fuel. The reason behind this directive was twofold: 1) Control operational costs due to the eminent increase in fuel, including diesel fuel, prices; and, 2) Move towards a more “Green” and environmental-friendly fleet of vehicles for the City. In anticipation of the City utilizing the property as a CNG fueling station, the City purchased between 2013 and 2014 six new CNG-fueled sanitation trucks (two in 2013 and four in 2014).

The report issued by Lambert Advisory Group found that due to the limited miles driven by the majority of City vehicles, coupled with the added cost of alternative fuel vehicles, the return on investment (ROI) did not justify the capital costs to build the CNG facility. An important recommendation of the Lambert Advisory Group report was that the City should immediately begin to seek partners in order to construct its CNG facility. Staff subsequently issued a Request for Letter of Interest (RFLI). Although the RFLI was publically advertised, staff also sent the RFLI to a specific list of CNG vendors that were recommended by the Lambert Advisory Group: five firms responded to the RFLI.

The City then proceeded to issue a Request for Proposal (RFP) with a due date of February 2015. The City did not receive any responses to this solicitation. An investigation by City staff as to why no responses were received, revealed that many of the vendors found the site marginally suitable for a CNG station due to the limited availability of natural gas lines to the site and the limited volume of proposed fuel consumption by the City.

In lieu of finding private sector developers with which to form a partnership, City staff also reached out to TECO Gas to determine the cost of running a gas line to the Ansin Blvd. property of the size required (larger than the existing 2" line) to allow for fast filling of vehicles. The cost estimate provided by TECO Gas for this work was \$5.8 Million. This closed out the CNG fueling facility option for the City. The six trucks continued to be fueled at the City of Hollywood facility, which has since closed. Currently, the trucks must be fueled at the City of Pompano Beach facility.

As of July 2017, the assessed value of the site per the Broward County property appraiser website is \$1,028,650. In July 2015, the City obtained an appraisal for the property, which yielded a property valuation of \$1,485,000. In June 2017, the City obtained an additional appraisal which yielded a higher property valuation in the amount of \$2,150,000.



## Challenge

In 2013, in order to allay some concerns that had been raised regarding the potential difficulties of getting large trucks to the Ansin Blvd. site, the City retained the services of The Corradino Group to conduct a truck maneuverability study and prepare a report on the findings. The report, which was issued in January 2014, concluded that access to the Ansin Blvd. site could be attained by large vehicles (Exhibit 5).

To date, the City has received no interest from the private sector in partnering with it on the construction of a CNG fueling facility on the site. Additionally, efforts made by City staff to discuss further options with TECO Gas have not resulted in any feasible options that would make financial sense for the City.

From a land use perspective, the Ansin Blvd. site is located in an industrial area. Currently, the zoning on the property is I-L, Light Industrial and Manufacturing District. There are therefore few feasible options for rezoning its existing industrial use to another type of use such as retail, commercial or residential. A potential option which has previously been discussed by staff, includes rezoning the property to an office use which may be compatible with the existing industrial uses in the area. However, any options for rezoning would mean that the City would be holding onto the property for a longer period of time in the hopes that any potential rezoning activity would result in a property that is worth much more. It should be noted that according to the June 2017 appraisal, the highest and best use for the property is as an industrial zoning classification.

There is currently one hotel on the corner of Hallandale Beach Blvd. and Ansin Blvd. Based on a recent study by Interim Hospitality Consultants (Exhibit 5), the City could absorb additional hotel units, but only along its major corridors. Therefore, the Ansin Blvd. property would not be a feasible option for hotel development.

In an effort to utilize the property at a higher and better use, and to form a long term public private partnership, the City may also elect to issue an RFP to solicit a development company that will partner with it on the creation of a mixed use office/industrial project. The challenge with this decision, however, would be for the City to face the risk of holding onto the property for another few years as it goes through the process of rezoning, issuing a solicitation for proposals, selecting a potential developer, if any, and going through a lengthy negotiation process.

Per the Broward County Property Appraiser's website, the current assessed value of the Ansin Blvd. site is approximately \$1.8M less than what the City paid for it in 2006. This valuation does not include the additional \$418,654 that was spent on improvements to the site. Furthermore, the existing operation of the site as a vehicle storage facility generates a low return on investment.

It is important to note that the Hallandale Beach Community Redevelopment Agency (HBCRA) contributed approximately 58% or \$1,696,333 of the total purchase amount of the Ansin Blvd. property in 1996. Based on the \$2.5 million payment by the City to the HBCRA when the finances of the HBCRA were separated from those of the City in 2012, staff does not believe repayment is necessary. Additionally, once the property is sold, it will return to the tax rolls, thereby generating tax revenue for the City for the HBCRA. This will go on for the remaining nine (9) years of the CRA. Thereafter, all revenues will be available to the General Fund.

Based on the information outlined above, the City has few feasible options in regards to what it could do with the Ansin Blvd. site other than to sell it for the highest price possible. Therefore, the proposed solution is to maximize the net revenue of this sale.

## Solution

The City Commission should authorize disposition of the site so that the greatest net revenue may be realized. The City should retain a commercial real estate broker who specializes in the sale of industrial properties in order to put the Ansin Blvd. property on the market for sale. The selection of this broker would be done competitively and approved by the City Commission.

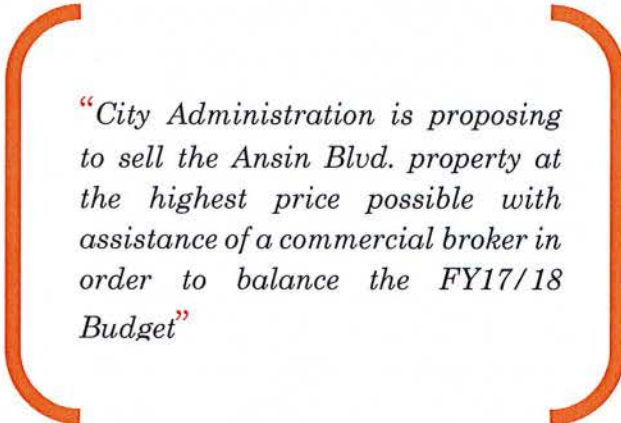


## Economics and Relationship to Millage Set on June 21, 2017

If the Ansin Blvd. property is sold for \$2,150,000 or more, the impact to the City's budget in the long term would be significant. The sale of the property would serve to recover a portion of the initial capital investment and would allow the City to receive funds that are necessary to balance the FY17/18 budget.

### Action Item(s)

It is recommended that the City immediately begin the process to select a real estate broker with specialty in industrial properties. The general category of broker would be commercial. Furthermore, it is suggested that a base fee be proposed for the sale up to \$2,150,000 and an incentive fee be structured for any sale revenue above that amount.



*“City Administration is proposing to sell the Ansin Blvd. property at the highest price possible with assistance of a commercial broker in order to balance the FY17/18 Budget”*

### Attachments:

Exhibit 1 – Authorization to Purchase Ansin Blvd. Site

Exhibit 2 – Lambert Advisory Report

Exhibit 3 – June 2017 Property Appraisal – The Urban Group

Exhibit 4 – Truck Maneuverability Study

Exhibit 5 – Hotel Study Executive Summary – Interim Hospitality Consultants

# **Exhibit 1**



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HBNIC Chair Cooper to send a letter to the members of the HBNIC Board inviting them to have dinner with the City Commission on April 18, 2006 at 5:00 P.M. to be followed at 6:00 P.M. by a formal recognition of service on the Board at the City Commission meeting.

**MOTION      TO APPROVE THE AMENDMENTS TO THE AFFORDABLE HOUSING  
PROGRAM INCLUDING REVISIONS TO THE PROGRAM  
ADMINISTRATIVE POLICY AND PROCEDURES, 4/0.  
UPDATE CAD# 019G/02**

**DEV SER**

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**UPDATE: May 2, 2006**

**COMMISSION MEETING: March 30, 2006**

**5. PUBLIC HEARINGS**

A. Consideration of Purchasing Real Property Located as follows: (1) Foster Road and North Dixie Highway; and (2) Ansin Boulevard.

The purchase of the property was discussed. The property on Foster Road and North Dixie Highway is for use in the Affordable Housing Program and the property on Ansin Boulevard is for public works purposes. If the purchase is approved, the City Manager will follow necessary due diligence to complete the acquisition process and is authorized to utilize various funds, including Surplus Funds, to complete the purchases.

Mayor Cooper opened the Public Hearing. Seeing no one, the Public Hearing was closed.

**MOTION      TO AUTHORIZE THE CITY MANAGER TO PROCEED WITH ACQUISITION  
OF PHILPART, ASTI AND GARIC AUTO PROPERTY IN THE AMOUNT OF  
\$2,810,000 AND TO PROCEED WITH ACQUISITION OF ANSIN BLVD.  
PROPERTY IN THE AMOUNT OF \$2,900,000 AND FURTHER, AUTHORIZE  
THE CITY MANAGER TO UTILIZE VARIOUS FUNDS, INCLUDING SURPLUS  
FUNDS, TO COMPLETE THE ACQUISITIONS, 4/0.**

**UPDATE CAD#019G/02 AND CAD#029/01**

**CITY ATTY  
CITY MGR  
DEV SER  
DPW**

**NOTE:      CONVEYANCE OF THE ABOVE PROPERTIES TO OTHER ENTITIES IS NOT  
INCLUDED WITHIN THE AUTHORIZATION**

## **Exhibit 2**



## **City of Hallandale Compressed Natural Gas (CNG) Filling Station & Fleet Conversion Market Guidance Findings**

Lambert Advisory (Lambert) has completed its research associated with the development of a CNG filling station on a 2.74 acre City of Hallandale (City) owned property along Ansin Boulevard. The site just east of Interstate 95, with appropriate signage, will be able to enjoy good visibility from the Interstate. This memorandum highlights our findings.

### **Summary**

Lambert researched trends in the CNG market and conducted a variety of interviews with relevant industry officials covering:

- Current Industry Trends
- Public Sector Efforts
- Private Sector Efforts
- Other Considerations

Our research has indicated the following:

- Many of the largest public and private fleet owners of localized fleets (large municipalities, intra-city express package delivery vehicles, trash haulers) throughout Florida and the United States are converting their fleets to CNG given that to obtain the same equivalent performance of a gallon of gasoline or diesel (Gas Gallon Equivalent – GGE), CNG is approximately 50% of the cost. Given the prevalence of natural gas domestically, this ratio is expected to hold for some time into the future. Additionally, CNG produces less carbon admissions and is expected to reduce vehicle maintenance over the long term;
- Larger inter-city fleets of long haul trucks are also beginning to convert their fleets to natural gas as well given the potential savings, but these trucks require Liquid Natural Gas (LNG) rather than CNG for a variety of technical reasons. These trucks are principally 18-wheeler trucks which utilize the nation's highway system. Despite the potential savings, the conversion of these vehicles to LNG has principally been slowed due to the lack of refilling infrastructure in cities and along the interstate system;
- The capital costs associated with CNG filling stations is approximately \$250,000 per rapid filling station with a minimum of eight filling stations given the need to spread common infrastructure and equipment cost. The minimum economically efficient CNG filling station is approximately \$2.0 million to development net of the cost of land. LNG filling stations, given that LNG requires major cooling infrastructure is approximately double that of CNG for an equivalent number of hookups;

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- In addition to cost of the fueling station, there is also a cost of converting a fleet to CNG from gasoline or diesel. This cost is substantial. For example, sanitation trucks cost approximately \$65,000 per vehicle to convert and the cost per vehicle for a new truck is \$40,000 to \$50,000 per vehicle higher for CNG than for gas or diesel. Additionally, the cost of converting or expanding maintenance facilities needs to be accounted for as well;
- Given a reasonable understanding of the cost of building the CNG infrastructure and converting an existing fleet or purchasing a new fleet, the metric for cost recovery through savings from utilizing natural gas over gasoline or diesel is a reasonably straight forward calculation. To recover the capital cost of infrastructure and conversion in approximately 5 years, a fleet of 70 vehicles which drive 40,000 plus miles a year would have to be converted (Appendix A – Conversion Analysis). While Hallandale Beach meets the threshold in fleet size, the small size of the municipality means that it never comes close to meeting the mileage threshold;
- Given the rapidly changing natural gas market, expansion of infrastructure throughout the United States and substantially longer than five year time frame to recover the cost of investment we do not recommend the City develop a facility for its own purposes exclusively. Likewise, we have interviewed a number of municipalities which have developed CNG facilities and have accommodated the utilization of private fleets but this business has turned out to be a modest part of the utilization of most of these facilities given that the fleets need to be utilized principally within a seven to ten mile radius of the refueling facility so that to-and-from drive time is minimized;
- While the time frame to recover the City's infrastructure investment given the relative miles per year its fleet travels may be too long to comfortably project, given the strong location and visibility of the Ansin Boulevard site and the economic and environmental benefits of converting a fleet to CNG we do recommend that the City issue a solicitation to identify a private development/fleet partner who would make the required investment in the refueling facility in return for a long term agreement with the City to purchase fuel from the facility at preferred rates. Likewise, the City should explore the potential of concurrently allowing the investor the rights to develop a LNG fueling station in addition to the CNG station on site to capture the soon to be expanding I-95 truck traffic which will run on LNG fuel;
- As it relates to issuing the solicitation, we strongly recommend two other elements. First, the City needs to move very quickly given that the market appears to be changing and expanding so rapidly that there is likely to be increased competition from other municipalities and strong sites in the near future to establish large refueling stations. Second, the City should strongly consider taking any value of its land through a long term reduction in CNG cost rather than any participation in revenue from the land lease given the rapidly changing nature of the industry. This would take a form of a fixed



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percent below the best customer rate and concurrently benchmarked against the regional or national CNG gas gallon equivalent retail cost.

### **Current Industry Trends**

Beyond the documented environmental benefits of burning cleaner natural gas in local truck fleets, conversion programs began growing at an accelerated rate in 2008 as the average price of gasoline reached \$4.00 a gallon and have generally hovered between \$3.00 and \$4.00 since then. Diesel fuel prices typically are 15 to 20 percent higher than unleaded gasoline.

CNG prices can range from 30 to 60 percent lower than diesel fuel price per Gas Gallon Equivalent (GGE), which is broadly defined as the amount of natural gas required to drive the same number of miles under the same operating conditions as diesel. Savings have averaged 50 percent over the past several years.

The growing gap between diesel fuel and CNG has facilitated increased efforts by units of government as well as private sector industries to convert vehicles to CNG or LNG, especially those with truck fleets that use diesel fuel (typically Class 6, 7 and 8 trucks).

### **Public Sector Efforts**

Up until the present, California, Texas, Arizona, Louisiana and Michigan have maintained the most aggressive public sector CNG conversion programs. Besides the environmental benefits and the savings from eventual payback of conversion these states have extensive natural gas pipeline infrastructure.

Florida is beginning to make in-roads, but biggest issue in Florida is infrastructure – most notably, lack pipeline infrastructure to provide supply, which is more cost effective than providing supply by tanker truck.

However, Hallandale Beach would not be the first unit of government in the State to convert its fleet to natural gas. Public sectors conversion programs among units of government in Florida to date include:

- ✓ **In 2012, the City of Clearwater Solid Waste Department**, in partnership with Clearwater Gas System (owned by the City) built the first CNG facility in the Tampa Bay area. The facility cost \$2.0 million and eight pumps/hoses on two islands (four per island). The City has a fleet of 70 solid waste trucks that will be replaced with new trucks designed to run on CNG. The replacement program will take 6-7 years at a cost of \$200,000 per truck. The City chose the replacement option over conversion of the existing fleet, which would have cost \$65,000 per truck on an older fleet of trucks since many of the trucks in the City's fleet were going to require replacement in the near future in any event. Since the opening of the facility, the City has entered into contracts with Verizon to provide CNG to 13 of their service

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vans locally, and two waste/recycling trucks owned by a local private company. The City estimates that over the long term, 80% of demand will be for City Solid Waste Trucks and 20% for other users, with a 7+-year payback. They plan to open the facility to the public in the next year. Current price for CNG at the facility is \$2.05/gallon.

- ✓ **Energy Services of Pensacola (ESP, which is owned by the City of Pensacola), in partnership with the Emerald Coast Utilities Authority (ECUA), opened the panhandle's first CNG facility in November 2012.** The facility cost \$1.8 million. As part of the effort, the City of Pensacola and ECUA agreed to transition their vehicle fleets to CNG. ECUA plans to ultimately convert 275 vehicles over the next 10 years. ECUA expects savings of \$250,000 per year in maintenance costs and \$1.0 million a year in fuel costs. Under the terms of the agreement, ECUA will pay ESP a monthly transportation charge as well as an indexed price per diesel gallon equivalent of CNG fuel used by ECUA vehicles. Two other stations are planned for the Pensacola area, including one in Gulf Breeze. Current price for CNG at the facility is \$2.05/gallon
- ✓ **Hillsborough County Aviation Authority (Tampa International Airport) opened a CNG facility in March of 2012.** The Authority plans to convert 83 its 115 vehicle fleet to CNG within the next ten years. The Authority anticipates fuel cost savings of \$1.0 million over the first five years and payback on investment over the same time period. The facility was built by Clean Energy Fuels (T. Boone Pickens) (costs were not reported). Through an agreement with the Aviation Authority, Clean Energy will also operate and maintain a "turnkey" facility at the airport for a term of 20 years and pay the Authority rent as well as royalties on CNG sales. TECO People's Gas will supply the natural gas pipelined to the facility. The facility is open to the public. Current price for CNG at the facility is \$2.34/gallon
- ✓ **City of Milton, in cooperation with Natural Gas of Milton, opened a public access CNG fueling station in January 2103.** Funds for the facility were provided through a federal grant. Current price for CNG at the facility is \$1.98/gallon.

Other units of government in Florida have already made the conversion or are planning CNG conversion programs for vehicle fleets. A number of these agencies reportedly have received grants through the Florida Energy Office of Department of Community Affairs. These include:

- ✓ Miami-Dade Aviation Authority
- ✓ Palm Beach County
- ✓ Broward County, which reportedly has three CNG fueling stations including: Commercial Blvd Station, SW 4<sup>th</sup> Avenue Station and Andrews Avenue Station.
- ✓ Palm Beach Gardens
- ✓ City of North Miami

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- ✓ City of Deerfield Beach
- ✓ City of Sunrise
- ✓ City of Leesburg
- ✓ Sarasota County Sheriff's Department

#### **Private Sector CNG Efforts**

Heavily driven by economics and with a secondary benefit of enhancing their green credentials, waste management companies are one of the leading industries converting fleets of Class 7 and 8 trucks from diesel fuel to CNG.

Waste Management Inc., based in Houston, with operations throughout North America, has a fleet of 17,000 Class 8 truck vehicles. Currently, 1,400 have been converted to CNG. Waste Management plans to convert all 17,000 over the next 5 years. They have also developed 28 CNG fueling stations in North America, with plans to have 50 stations by the end of 2012 or early in 2013.

Existing or planned facilities by Waste Management of Florida Inc., as well as other waste management companies in Florida include:

- ✓ Waste Management Inc., of Florida opened a CNG fueling station in Pompano Beach. The "Clean N' Green" station opened in November 2012. The station will serve its fleet of 75 trucks at the Pompano Beach facility and be open to units of government and commercial fleets. The CNG trucks service Cooper City, Coral Springs, Dania Beach, Davie, Lauderdale Lakes, Lighthouse Point, Margate, Parkland, Plantation, Pompano Beach, Tamarac, Wilton Manor and unincorporated Broward County. ET Environmental built the facility, which was funded by Waste Management. The cost of development is not available however the current price for CNG at the facility is \$2.20/gallon.
- ✓ Waste Management also has a slow fill CNG facility in Sarasota and plans to open two other two other facilities in Palm Beach County and Tampa Bay in 2013.
- ✓ In 2009, Choice Environmental Services (Choice), a provider of solid waste and recycling services to south Florida communities, became one of the first waste management companies in Florida to convert a portion of their fleet of trucks to CNG. In late October of 2009, Choice also opened a CNG refuse truck fueling station, in Pompano Beach, which was designed, built and is being operated by Clean Energy Fuels Corp. Natural gas is supplied by TECO People's Gas.
- ✓ Waste Pro has partnered with Clean Energy Fuels to build and operate a "multi-million dollar" CNG facility in Fort Pierce, Florida. Waste Pro plans to convert 150 of



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its truck fleet to CNG. Waste Pro operates in 115 communities with plans to open additional facilities throughout the south, including Florida.

- ✓ JJ Taylor Companies of Tampa (a beer distributor) is replacing its 95-unit fleet running on diesel fuel to CNG. As of the program they also plan to build a CNG fueling station for their operations in Tampa and Ft. Myers.

There are also several companies with semi/tractor trailer truck fleets which are implementing pilot programs to test the effectiveness of converting to Liquid Natural Gas (LNG) given that these long haul vehicles cannot yet run on CNG. Some examples include:

- ✓ Wal-Mart;
- ✓ UPS;
- ✓ Staples;
- ✓ Tyson Chicken;
- ✓ Con-way Freight; and,
- ✓ Ryder

Companies with large Class 8 truck fleets (tractor trailers) which require LNG fuel have been proceeding more cautiously about implementing a comprehensive conversion program than their local and governmental fleet counterparts. The principal reasons are as follows:

- ✓ The cost of a new truck running on CNG cost \$35,000± more than a truck running on diesel fuel, while the cost of a new truck running on LNG cost \$65,000 more than a truck running on diesel fuel. Alternatively, it costs anywhere from \$5,000 to \$80,000 to convert existing trucks running on diesel fuel to CNG or LNG;
- ✓ Uncertainty over the cost to maintain a truck running on LNG; and,
- ✓ Lack of fueling stations which is especially the case in Florida at this point.

As it relates to the lack of fueling stations, substantial change appears to be on the way. Clean Energy Fuels Corporation was in the process of building 70 LNG stations in 2012 and is planning to open another 80 stations in 2013. They are building these stations along some of the busiest truck routes in the United States, about 250 to 300 miles apart so that trucks running on LNG can be fueled easily. Clean Energy is working with Flying J and Pilot to add LNG pumps at existing truck stops throughout the country. Given the strong location with potential sign visibility from I-95 of the Ansin Boulevard site, designing the facility to accommodate LNG "pumps" to complement the CNG filling station may be wise. If a growing number of Intercity vehicles are converted to LNG, the site may be well positioned to capture I-95 truck traffic.

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Finally, there is a growing market niche for passenger cars running CNG. Honda is the market leader in the small market niche for passenger cars. Other manufacturers that offer a CNG option include:

- ✓ Ford
- ✓ BMW
- ✓ Volvo
- ✓ Mercedes
- ✓ Volkswagen
- ✓ Chevrolet – Cavalier model

This market will continue to grow, and making sure that facilities are open to the public will only further support the move to cleaner natural gas for vehicular fuel and broaden the revenue potential of the facility. However, as natural gas becomes ubiquitous, existing filling stations will seek to add CNG filling capacity and the prime locations along Hallandale Beach Boulevard will become competitors for auto refilling. Trucks will be the principal source of business for the facility over the long term.

#### **Other Considerations**

Currently, there are two types of CNG fuel systems available: dedicated vehicles or conversions that run solely on CNG and normally have a fuel capacity equal to or larger than the original gasoline or diesel tank and bi-fuel vehicles that have the ability to run on either CNG or gasoline/diesel. These bi-fuel vehicles typically retain their original gasoline/diesel tank and are retrofitted with an additional, smaller-capacity CNG tank. While it is beyond the scope of our analysis to determine which better meets the City's need, the amount of fuel utilization and infrastructure investment will depend upon which system is chosen.

Based upon our interviews the cost to build a facility is a minimum of \$1.0± to \$2.0million for a CNG facility (\$250,000± per pump/hose) and \$3.0 to \$4.0 million for LNG facilities given the additional cooling equipment required. One of the reasons why multiple pumps or hoses are needed is the desire to maintain "quick fill", however all quick fill CNG equipment systems need recovery time—i.e., adequate time for the ground storage tanks to be recharged (refilled) with CNG after customer vehicles have been fueled. Such recovery time is not needed in slow-fill CNG systems, where the compressor fills the vehicle directly from the compressor with no ground storage tanks. Slow-fill systems take much longer to fuel a vehicle than quick-fill systems. Slow fill is generally eight to 12 hours versus quick fill which is approximately four minutes. However, due to the needed recovery time, more quick fill stations are required than would be the case with slow fill.

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There are also a series of other operating system cost considerations which need to be accounted for when determining the desirability of converting to CNG which we identified in our assessment and interviews:

- Determining the adequate size and type of compressor systems has been noted as a critical item. Undersized systems can lead to significantly higher operating and maintenance costs; oversized means higher up front costs than is warranted;
- Size and type of storage tanks needs to be carefully considered;
- CNG product conditioning systems (e.g., driers) are a key and costly project element;
- Control systems vary broadly from supplier to supplier; and,
- Acquisition, operation and maintenance costs of the facility and the fleet over the long term need to be taken into account in any assessment.

Finally, the biggest pipeline supplier of natural gas in Florida is TECO People's Gas. Other significant suppliers include:

- Southern Natural Gas in North Florida
- Florida Gas Transmission
- Gulfstream Natural Gas Systems

One key determination at the outset is an understanding the availability of lower cost pipeline gas supply to the site as opposed to truck fill which will almost certainly be at a higher wholesale price.

### **Cost/Benefit Summary**

Attachment A highlights our financial analysis of the estimated payback period associated with the infrastructure investment under various fleet and mileage scenarios. Importantly, the analysis is based upon insight from the research completed as part of this assessment and may be subject to refinement based upon updated information (such as changes in infrastructure cost structure or operating efficiencies) that may result from near term advances of a relatively newly evolving industry.

Generally, for units of government or private sector business contemplating building a CNG facility the following thresholds should be met to insure a **reasonable (5-7 years)** payback is achieved:

- The fleet should consist of at least 50 vehicles targeted for conversion;
- Average mileage per vehicle should be from 40,000 miles per year, at a minimum and preferably 70,000+ miles per year;
- According to sources interviewed, it costs \$35,000 to \$80,000 to convert an existing Class 6, or 7 vehicle to CNG and from \$200,000 to \$350,000 for a new vehicle equipped with CNG system; and,



- There is an additional cost of \$250,000 to \$350,000 to retrofit maintenance facilities for CNG vehicles.

Overall, while the Hallandale Beach fleet meets the minimum size threshold to achieve the **a reasonable (5 to 7-year) payback**, due to the relatively small geographic footprint of the City the City's fleet which would be subject to conversion are only driven a fraction of the mileage threshold. Therefore, if the City was to make the capital investment to install the CNG infrastructure the payback period would be extended substantially beyond five years. As a result, the City's best option is to identify a private fleet operator or private investor who would partner with the City to development the CNG filling station. In this scenario, the private investor would be assured the City would be a long term customer to establish a base of business and have access to a well located ready-to-build site.

### **Recommendations**

Based upon our interviews and industry research we recommend the following:

- Beyond the environmental benefits, it makes strong economic sense for the City to covert its truck fleet to CNG if it does not have to develop its own filling infrastructure but can refill in a privately developed station on the Ansin Boulevard site.
- The City should rapidly issue a request to identify a private partner to develop a CNG with LNG expansion potential on the Ansin Boulevard site. Beyond the contribution of land, the City can assure the operator/investor a significant annual purchase of CNG which while not enough to support the construction of the facility certainly minimizes risk. The reason for speed in issuing the request is due to the fact that as in any rapidly expanding and changing industry, the competition among land owners and municipalities with similarly well located sites for CNG/LNG filling stations will expand rapidly as well and the sooner to market the better given competition among land owners to offer up strong sites up-and-down I-95 in Broward and northern Miami-Dade County will expand as well.
- One aspect of the request for private CNG investors should include an option to the lessee of the site to either indicate a proposed fixed ground lease payment or payment through a long term reduction-to-market CNG cost expressed as a percent of best customer or surrounding competitive market cost. We strongly recommend against the City attempting to realize land value through a revenue participation agreement. The market is too fluid at this point to accurately estimate the long term viability of any given filling station's revenue.

**ATTACHMENT A**  
**FLEET CONVERSION TO CNG COST/BENEFIT ASSESSMENT**

# Compressed Natural Gas (CNG) Conversion - Cost/Benefit Analysis

## Assumptions for Fleet or Municipality

### Inputs:

Number of vehicles  
Miles driven per year per vehicle

Scenarios			
A	B	C	D
50	60	70	100
40,000	40,000	40,000	40,000
50,000	50,000	50,000	50,000
60,000	60,000	60,000	60,000
70,000	70,000	70,000	70,000

Existing Vehicles - Average Miles Per Gallon

5.00	5.00	5.00	5.00
------	------	------	------

### Based on Converting Older Vehicles

Cost of Diesel Fuel Per Gallon

\$4.00	\$4.00	\$4.00	\$4.00
--------	--------	--------	--------

Gallons per year/all vehicles

400,000	480,000	560,000	800,000
500,000	600,000	700,000	1,000,000
600,000	720,000	840,000	1,200,000
700,000	840,000	980,000	1,400,000

Diesel Fuel Cost Per year

\$1,600,000	\$1,920,000	\$2,240,000	\$3,200,000
\$2,000,000	\$2,400,000	\$2,800,000	\$4,000,000
\$2,400,000	\$2,880,000	\$3,360,000	\$4,800,000
\$2,800,000	\$3,360,000	\$3,920,000	\$5,600,000

Cost to Convert Old Vehicles- Per Vehicle

\$65,000

\$3,250,000	\$3,900,000	\$4,550,000	\$6,500,000
-------------	-------------	-------------	-------------

Cost of CNG Facility at 4 Pumps - Variable

\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
-------------	-------------	-------------	-------------

Cost to Upgrade Maintenance Facility-Variable

\$300,000	\$300,000	\$300,000	\$300,000
-----------	-----------	-----------	-----------

Estimated Total Capital & Conversion Costs

\$4,550,000	\$5,200,000	\$5,850,000	\$7,800,000
\$4,550,000	\$5,200,000	\$5,850,000	\$7,800,000
\$4,550,000	\$5,200,000	\$5,850,000	\$7,800,000
\$4,550,000	\$5,200,000	\$5,850,000	\$7,800,000

CNG Cost Gas Gallon Equivalent (GGE)

\$2.00	\$2.00	\$2.00	\$2.00
--------	--------	--------	--------

CNG Cost Savings per year

\$800,000	\$960,000	\$1,120,000	\$1,600,000
\$1,000,000	\$1,200,000	\$1,400,000	\$2,000,000
\$1,200,000	\$1,440,000	\$1,680,000	\$2,400,000
\$1,400,000	\$1,680,000	\$1,960,000	\$2,800,000

Additional Revenue from 3rd Party Contracts

0.00%

\$0	\$0	\$0	\$0
\$0	\$0	\$0	\$0
\$0	\$0	\$0	\$0
\$0	\$0	\$0	\$0

Payback in years - Vehicle Conversion

5.7	5.4	5.2	4.9
4.6	4.3	4.2	3.9
3.8	3.6	3.5	3.3
3.3	3.1	3.0	2.8

### Based on Buying New Vehicles

Cost to Buy New Vehicles- Per Vehicle

\$250,000

\$12,500,000	\$15,000,000	\$17,500,000	\$25,000,000
--------------	--------------	--------------	--------------

Cost of CNG Facility at 4 Pumps

\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
-------------	-------------	-------------	-------------

Cost to Upgrade Maintenance Facility

\$300,000	\$300,000	\$300,000	\$300,000
-----------	-----------	-----------	-----------

Estimated Total Capital Costs

\$13,800,000	\$16,300,000	\$18,800,000	\$26,300,000
--------------	--------------	--------------	--------------

Payback in years - New Vehicles

17.3	17.0	16.8	16.4
13.8	13.6	13.4	13.2
11.5	11.3	11.2	11.0
9.9	9.7	9.6	9.4



## **Exhibit 3**

## APPRAISAL REPORT



**OF  
HALLANDALE BEACH MUNICIPAL PARKING FACILITY  
PROPERTY I.D. #: 5142-28-66-0010**

**310 ANSIN BOULEVARD  
HALLANDALE BEACH, FLORIDA**

**AS OF**

**JUNE 13, 2017**

**PREPARED FOR**

**MS. DIANA SCARPETTA, MSM, FRA-RP  
REAL ESTATE AND PROPERTY MANAGEMENT COORDINATOR  
CITY OF HALLANDALE BEACH CRA  
400 SOUTH FEDERAL HIGHWAY  
HALLANDALE BEACH, FLORIDA 33009**

June 28, 2017

Ms. Diane Scarpetta , MSM, FRA-RP  
Real Estate and Property Management Coordinator  
City of Hallandale Beach CRA  
400 South Federal Highway  
Hallandale Beach, Florida 33009

**RE: Hallandale Beach Municipal Parking Lot  
310 Ansin Boulevard  
Hallandale Beach, Florida  
Owner: City of Hallandale Beach**

Dear Ms. Scarpetta:

Pursuant to our appraisal agreement, we have completed an appraisal of the above-captioned parcel. The purpose of the appraisal is to estimate the market value of the subject parcel as of June 13, 2017. The property contains 119,402 square feet of vacant land and is currently being used for boat/RV and commercial vehicle storage lot operated by the City of Hallandale Beach.

The function of the report is for submittal to the City of Hallandale Beach for their use as an aid in the potential disposition of this property. The intended users of this report are the City of Hallandale Beach and their representatives.

Market value is defined as "the most probable price, as of a specified date, in cash, or in terms equivalent to cash, or in other precisely revealed terms, for which the specified property rights should sell after reasonable exposure in a competitive market under all conditions requisite to a fair sale, with the buyer and seller each acting prudently, knowledgeably, and for self-interest, and assuming that neither is under undue duress."

The attached report contains our analysis of the factual market data, which forms the basis for our conclusions. Your attention is directed to the Certificate of Valuation and the Assumptions and Limiting Conditions, which form an integral part of the attached report.



Ms. Scarpetta  
June 28, 2017  
Page 2

We have personally inspected the property that is the subject of this report. Based upon the conclusions contained in the attached Appraisal Report, in my opinion, the market value of the property as of June 13, 2017, is as follows:

**TWO MILLION ONE HUNDRED FIFTY THOUSAND DOLLARS**  
**(\$2,150,000)**

**ASSUMPTION:**

**The appraiser has estimated the land size and we have assumed that this size is accurate.**

Respectfully submitted,



Harry C, Newstreet, MAI  
State Certified General R.E. Appraiser No. RZ2278

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## **ADDENDUM**

Subject Photographs  
Subject Deed  
Qualifications of Appraiser

## CERTIFICATION

The undersigned does hereby certify that except as otherwise noted in this appraisal report:

1. To the best of our knowledge and belief, the statements of fact contained in this appraisal report, upon which the analysis, opinions, and conclusions expressed herein are based, are true and correct.
2. The reported analysis, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, unbiased professional analysis, opinions, and conclusions.
3. We have no present or prospective interest in the property that is the subject of this report, and I (we) have no personal interest or bias with respect to the parties involved.
4. Our compensation is not contingent on an action or event resulting from the analysis, opinions, or conclusions in, or the use of, this report.
5. Our analysis, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Uniform Standards of Professional Appraisal Practice.
6. Harry C. Newstreet has met or exceeded the minimum prescribed educational requirements for Re-certification as a State Certified General Real Estate Appraiser, MAI for the Appraisal Institute.
7. Harry C. Newstreet did make an inspection of the property that is the subject of this report on June 13, 2017. I have not performed any services regarding the subject property within the prior three-year period immediately preceding the acceptance of this assignment, as an appraiser or in any other capacity.
8. Robert D. Miller, State Certified General Real Estate Appraiser (RZ1270), provided significant professional assistance to the person signing this report. Members of my staff provided research information, but the final analysis and value conclusions were of the undersigned only.



---

Harry C. Newstreet, MAI  
State Certified General R.E. Appraiser No. RZ2278

## **ASSUMPTIONS AND LIMITING CONDITIONS**

The legal description furnished to the appraiser is assumed to be correct.

All existing liens and encumbrances have been considered, however, the property is appraised as though free and clear, under responsible ownership and competent management.

The information identified in this report as being furnished to the appraiser by others is believed to be reliable, however, the appraiser assumes no responsibility for its accuracy.

The plot plans and illustrative material in this report are included only to assist the reader in visualizing the property.

It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures that render it more or less valuable. No responsibility is assumed for such conditions or for arranging for engineering studies that may be required to discover them.

It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless noncompliance is stated, defined, and considered in the appraisal report.

It is assumed that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, or national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.

It is assumed that the utilization of the land and any improvements is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted in the report.

The distribution, if any, of the total valuation in this report between land and any improvements applies only under the stated program of utilization. The separate allocations for land and buildings must not be used in conjunction with any other appraisal and are invalid if so used.

Possession of this report, or copy thereof, does not carry with it the right of publication. It may not be used for any purpose by any person other than the party to whom it is addressed without the written consent of the appraiser, and in any event, only with proper written qualifications and only in its entirety.



## **ASSUMPTIONS AND LIMITING CONDITIONS (Continued)**

Disclosure of the contents of this appraisal is governed by the Bylaws and Regulations of the American Society of Appraisers.

The appraiser herein by reason of the appraisal is not required to give further consultation, testimony, or be in attendance in court with reference to the property in question unless arrangements have been previously made.

Neither all, nor part of the contents of this report, especially any conclusions as to value, the identity of the appraiser, or the firm with which the appraiser is connected, shall be disseminated to the public through advertising, public relations, news, sales, or other media without the prior written consent and approval of the appraiser.

The Americans with Disabilities Act ("ADA") became effective January 26, 1992. I have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property, together with a detailed analysis of the requirements of the ADA, could reveal that the property is not in compliance with one or more of the requirements of the Act. If so, this fact could have a negative effect upon the value of the property. Since I haven't any direct evidence relating to this issue, I did not consider possible non-compliance with the requirements of ADA in estimating the value of the property.

Unless otherwise stated in this report, the existence of hazardous materials, which may or may not be present on the property, was not observed by the appraiser. The appraiser has no knowledge of the existence of such materials on, or in the property. The appraiser is not qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation, or other potentially hazardous materials may affect the value of the property. The value estimate is predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired.

## SUMMARY OF SALIENT FACTS AND CONCLUSIONS

PROPERTY LOCATION:	Subject is located along the east side of Ansin Boulevard, just east of the I-95 entrance ramp for Hallandale Beach Boulevard with a street address of 310 Ansin Boulevard, Hallandale Beach, Florida 33009.
OWNER'S NAME:	City of Hallandale Beach
OWNER'S ADDRESS:	400 S. Federal Highway Hallandale Beach, Florida 33009-6433
DATES OF INSPECTION:	June 13, 2017
LAND SIZE:	119,402 Square Feet
IMPROVEMENTS:	No structures. Site improvements include paved lot, 6 foot high chain link fencing, site lighting, rolling gate with keypad entry. The property is asphalt paved and fenced.
PRESENT USE:	Parking/Boat/RV Storage
HIGHEST AND BEST USE:	Industrial
ZONING:	I-L, Light Industrial and Manufacturing District by the City of Hallandale Beach
COST APPROACH TO VALUE:	N/A
SALES COMPARISON APPROACH TO VALUE:	\$2,150,000
INCOME APPROACH TO VALUE:	N/A
MARKET VALUE OF THE WHOLE PROPERTY (RECONCILIATION):	\$2,150,000
DATE OF VALUATION:	June 13, 2017

**LEGAL DESCRIPTION:**

**Folio #: 51-42-28-66-0010**

The East 500' less the South 100' thereof of the North 1/2 of the Northeast 1/4 of the Northwest 1/4 of the Northwest 1/4 of Section 28, Township 51 South, Range 42 East, said lands lying and being in Broward County, Florida.

a/k/a Parcel "A" of "BOGDE PLAT", as recorded in Plat Book 171, Page 163 of the Public Records of Broward County, Florida.

The legal description is from the most recent transfer of the property in June 2006 when the owner acquired the property.

**PROPERTY INSPECTION:**

1. Date(s) inspected: June 13, 2017
2. Comments: Site is fenced and the property was locked. Inspection from roadway only.

**TYPE OF PROPERTY:**

The subject is a 119,402-square foot parcel of land currently being used as a parking lot for RV and boat storage. The property is zoned I-L, Light Industrial and Manufacturing District and is located east of the I-95 Hallandale Beach Boulevard entrance ramp.

**HISTORY OF PROPERTY:**

Date	Type	Price	Book/Page or CIN
6/29/2006	WD	\$2,900,000	42368 / 940
6/29/2001	TD	\$425,000	31800 / 675

The most recent transfer of the subject property was via Warranty Deed (OR Book 42368, Page 940) when the current owner acquired the property. The purchase in 2006 was at or near the top of the market prior to the real estate collapse from 2007 to 2012. The property also transferred in June 2001 to the previous owner via Trustee's Deed (OR Book 31800, Page 675) however, these transactions had no effect on the current valuation of the subject in this appraisal report.

**PROPERTY INTEREST APPRAISED:**

For the whole property, the property rights appraised are the fee simple title ownership considering any restrictions of use.



**PURPOSE OF THE APPRAISAL:**

The purpose of the appraisal is to form an opinion of the market value of the subject property as of a current date based on the highest and best use.

**FUNCTION OF THE APPRAISAL**

The function of the report is for your use in the potential disposition of the subject property by the City of Hallandale Beach. The date of value is June 13, 2017.

**INTENDED USERS OF THE REPORT**

The intended user of this report is Ms. Diane Scarpetta, Real Estate and Property Manager Coordinator and the City of Hallandale Beach and their legal and financial representatives.

**COMPETENCY PROVISION**

The appraiser has completed numerous appraisals for similar type properties in his 24 years as a real estate appraiser in South Florida and completed numerous appraisals for various municipalities in the State of Florida. As a result of the appraiser's experience, the competency provision of USPAP has been met.

**MARKETING PERIOD**

Based upon discussions with various brokers and review of the marketing period for similar properties we have estimated a marketing period of nine to twelve months. The estimated marketing period is based upon our review of marketing periods for similar properties in the market.

**EFFECTIVE DATE (DATE OF VALUE):**

The date of value is June 13, 2017. The date of this report is June 28, 2017.

## **SCOPE OF WORK**

We have compiled all the necessary data to formulate an opinion of value. We have presented the applicable data in this Summary Appraisal Report format. Any additional supporting data can be found in our working file. In preparing our report, we have reviewed and relied upon the following data.

1. Review and considered the sales history of the subject property and neighborhood
2. Sales and Listings of similar type properties throughout the subject neighborhood and Broward County over the past five years.
3. Review of public records for all pertinent sales data. Data retrieved from IRIS, LoopNet, Co-Star, MLS and the Property Appraiser's office.
4. Review of Broward County and neighborhood trends.
5. Inspection of neighborhood and analysis of land use patterns and trends.

## **DEFINITION OF MARKET VALUE:**

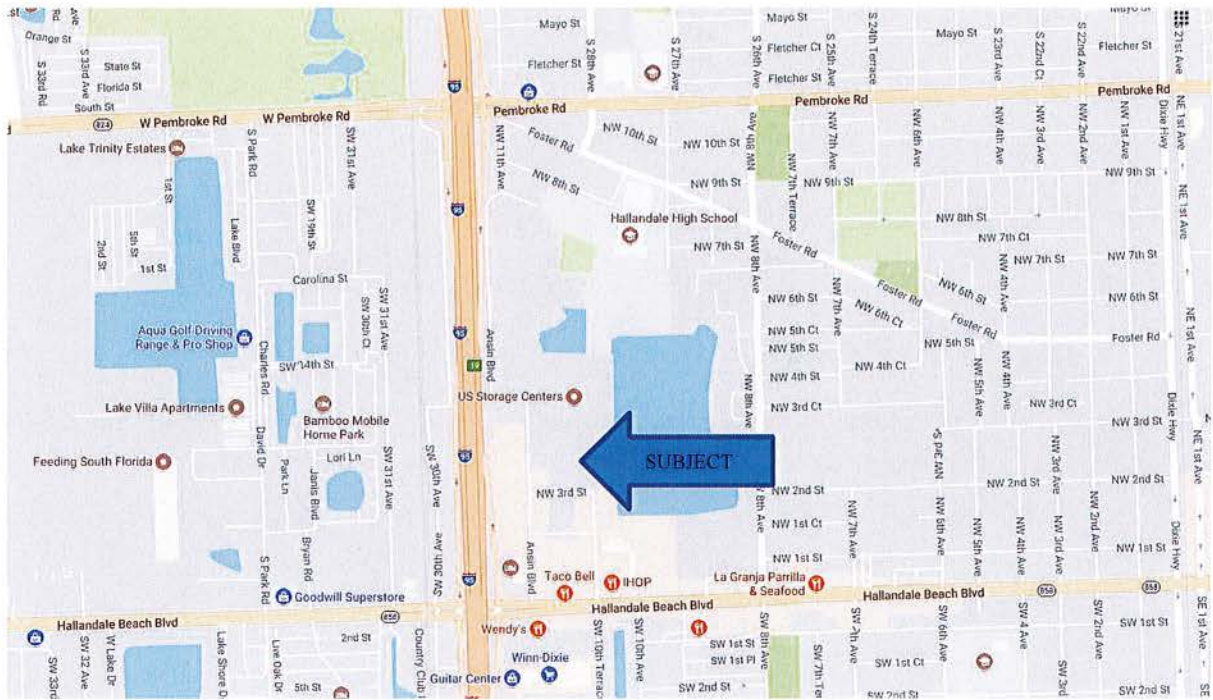
Market value is defined in the Title XI of the Financial Institutions Reform, Recovery, and Enforcement Act (FIRREA) of 1989 as follows. This is the standard definition of market value used in the majority of appraisal assignments.

The most probable price in terms of money which a property will bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. Buyer and seller are typically motivated;
2. Both parties are well informed or well advised, and each acting in what they consider their own best interest;
3. A reasonable time is allowed for exposure in the open market;
4. Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto, and;
5. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.



## NEIGHBORHOOD MAP



## NEIGHBORHOOD DESCRIPTION

*"A neighborhood is a group of complementary land uses. A district is a type of neighborhood characterized by homogeneous land uses.*

Source: The Appraisal of Real Estate, Appraisal Institute, 10<sup>th</sup> Edition, pg. 171

The subject is located on the east side of Ansin Boulevard, just east of the Hallandale Beach Boulevard entrance ramp of I-95. The neighborhood is considered the southeastern portion of Broward County. Generally, the boundaries are considered to be Pembroke Road to the north, the Broward/Miami Dade County boundary line to the south, I-95 to the west and Federal Highway to the east. Access to the neighborhood is achieved from the north and south by Interstate 95, Dixie Highway and Federal Highway. Access from the east and west is via Hallandale Beach Boulevard and Pembroke Road. Interstate 95 is located immediately west of the subject property with an entrance and exit at Hallandale Beach Boulevard and Pembroke Road.

The vast area surrounding the subject property is 100% built up. There are relatively few vacant properties in this area. Gulfstream Racetrack is located in the south central portion of the city and this facility has planned a massive redevelopment project with plans to include a new mixed-use development with redevelopment of the racing and casino and new development with shopping and restaurants known as the Village of Gulfstream Shops. Future plans will also include a luxury multifamily residential component. Redevelopment of the Gulfstream Park property will be the major development in the city for the near future which will provide entertainment and include a concert venue and nightlife destination within the City. The Hollywood Dog Track is located on Pembroke Road and operates as the Mardi Gras Casino with limited slot gambling.

The subject neighborhood is generally considered a mixed neighborhood with goods and services located along the major corridors and residential within the interior portions of the neighborhood. Commercial developments are located along the major corridors within the neighborhood, mostly along Hallandale Beach Boulevard, Pembroke Road, Federal Highway and Dixie Highway. Industrial properties are interspersed throughout the neighborhood and area schools and churches are also located in the subject neighborhood.

Access to the neighborhood is considered good. Major north/south arterial roadways include Federal Highway, Dixie Highway and Interstate 95. I-95 is a major north/south corridor located along the western perimeter of the subject neighborhood and allows access from the southern boundary of the county through the State of Florida and south into Miami-Dade County. East/west corridors include Pembroke Road and Hallandale Beach Boulevard.

The neighborhood is located in close proximity to the Fort Lauderdale/Hollywood International Airport providing air transportation with both passenger and cargo facilities. In addition, Port Everglades provides both passenger and cargo facilities as well. Both of these facilities are considered major distribution points for the millions of tourists and tons of cargo that enter Florida and the southeast United States from the Caribbean and South America, etc. These facilities are located within a fifteen-minute ride from the subject neighborhood.

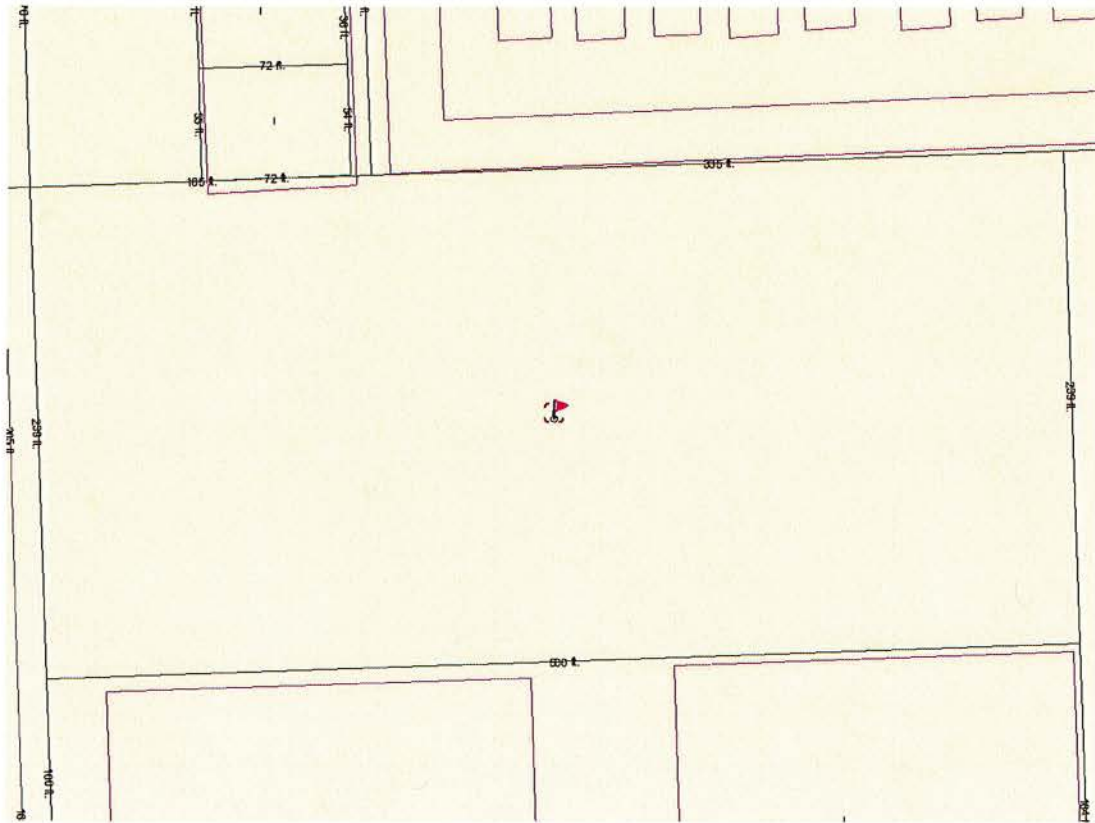
## **NEIGHBORHOOD DESCRIPTION (CONTINUED)**

In general, the subject neighborhood is an older well-established neighborhood with a strong supply of business opportunities and housing to support the commercial uses and mixed use in nature. Occupancy and demand for industrial properties has been high throughout the neighborhood. The real estate market is experiencing a boom market and the prospects for the neighborhood are good with redevelopment and growth expected.



[illegible]

## SUBJECT PROPERTY SKETCH





## **DESCRIPTION OF THE PROPERTY**

### **Location:**

The property is located on the east side of Ansin Boulevard, just east of the Hallandale Beach Boulevard I-95 entrance ramp and north of Hallandale Beach Boulevard. The property has a common address of 310 North Ansin Boulevard in Hallandale Beach.

### **Land Area:**

The subject property contains 119,402 square feet of land area.

### **Shape/Dimensions:**

The site is basically rectangular; please see the aerial photograph, sketch and subject plat sketch. The property has dimensions of 237 feet on the east and west lot lines with 500 feet on the north and south lot lines.

### **Ingress/Egress:**

The property has approximately 237 +/- feet of frontage on the east side of Ansin Boulevard. Ingress and egress is via Ansin Boulevard with a gated driveway.

### **Topography:**

The topography of the site is at grade of the surrounding roadway and properties. Drainage is adequate. Based upon visual inspection of the site and buildings on adjacent properties, the soil conditions are considered adequate for most types of development. There is a lake located to the east of the property that does not negatively affect the subject property.

### **Utilities on Site:**

The following utilities are available where indicated:

<u>X</u> Electric	<u>X</u> Water
<u>X</u> Telephone	<u>X</u> Sewer

**DESCRIPTION OF THE PROPERTY (continued)**

**Easements/Encroachments**

There are no easements or encroachments that would either enhance or inhibit the value of the subject property. The plat shows typical utility easements along the lot lines. The plat restricts the use of the site to 52,250 square feet of warehouse use. Commercial, retail and standard office uses are not permitted without approval from Broward County.

**Description of the Improvements**

The site has not permanent building structures. Site improvements include paved lot, 6-foot high chain link fencing, site lighting, rolling gate with keypad entry. The property is asphalt paved and fenced.

**ZONING/LAND USE:**

The subject property is currently zoned "I-L", Light Industrial and Manufacturing District, by the City of Hallandale Beach. According to the zoning the purpose and intent of the "I-L" zoning is as follows:

"Purpose and intent. The purpose and intent of the I-L industrial light district is to provide suitable sites for the development of certain light industrial and manufacturing uses which provide employment opportunities and contribute to the community's overall economic base in areas consistent with the city's comprehensive land use plan."

A copy of the I-L zoning ordinance and zoning map is contained in the Addenda of this report.

**REAL ESTATE ASSESSMENT DATA**

<b>Taxing Authority:</b>	<b>Broward County</b>
<b>Folio Number(s):</b>	<b>51-42-28-66-0010</b>
	2017
Land	\$835,810
Building	<u>n/a</u>
Total Market Value	\$835,810
<b>Total Real Estate Taxes: (2017)</b>	<b>Government-Exempt</b>

## **HIGHEST AND BEST USE - VACANT**

The estimate of the highest and best use of the land as legally permitted, if vacant, requires extensive market analysis especially in terms of the indicated market conditions of supply and demand. The value of the land is based upon the level of utility that is in demand and that will produce amenities or net income to the user. Therefore, the use which creates the greatest land value and which is considered compatible in terms of the restrictions imposed by the physical, legal, economic, and financial factors is inherent in this analysis. The following analysis is intended to demonstrate and support our estimate of the highest and best use of the subject site.

### **Physically Possible**

The subject property contains 119,402 square feet of land area and is located just east of the Hallandale Beach Boulevard I-95 entrance ramp and just north of Hallandale Beach Boulevard. The property provides good access to other major roadways and access points. The site is rectangular and is of sufficient size to develop with a variety of uses including industrial and commercial. The size and shape of the subject is suitable for several physically possible uses of the site.

### **Legally Permissible**

The parcel is currently zoned "I-L", Light Industrial and Manufacturing District. We have considered the zoning, land use and surrounding uses of the subject. Any use which is legally permitted under the Light Industrial and Manufacturing District is considered reasonable after considering the physical possible uses.

### **Financially Feasible**

The success of most developments is based on the financial feasibility of the potential use. Financial Feasibility considers what uses, if any, are the most probable and profitable use of the land. Based on our review of the site, as vacant, it is our opinion that the highest land value would be based for some type of industrial use as allowed under the current zoning. These uses would be similar to the existing surrounding uses in the neighborhood.

### **Maximally Productive**

The most maximally productive use of the site should produce the highest price or return required by the market for that use. After determining those uses, which are physically, possible, legally permissible and financially feasible, it is our opinion that the most maximally productive use of the land, as vacant, is for development of the site with some type of industrial type uses as allowed under the Light Industrial Manufacturing District.

## **HIGHEST AND BEST USE-(CONTINUED)**

### **As Improved**

The site is a vacant parcel zoned “I-L”, Light Industrial Manufacturing District” and is used as a RV and boat storage lot. The current improvements add some value over and above the land value and thus the current use is the highest and best use as improved.



## APPROACHES TO VALUE OMITTED-AS NOT APPLICABLE

( ) MARKET      (XX) COST      (XX ) INCOME

The Market or Sales Comparison Approach to Value is considered applicable in this assignment in the valuation of the subject based on our estimate of the highest and best use of the property for continued use of the current improvements. The property is currently only partially occupied and the historical income data would not be useful in the analysis. We have considered but not developed the Income and Cost Approaches due to the motivations of typical buyers of this type of property. Development of the Market Approach was considered the most applicable method of valuing the property.

## **SALES COMPARISON APPROACH**

The subject market value will be estimated via the Sales Comparison Approach. This approach is often referred to as the Direct Comparison Approach because the comparison procedure is its basic technique.

The Sales Comparison Approach requires careful selection of sale properties to ensure that they are relatively similar to the subject. No two properties are exactly alike. Therefore, a comparison between the subject and the sales must be considered in arriving at an indication of value for the subject. The market value conclusion is based on the highest and best use of the property. The highest and best use of the subject is for continued use of the improvements. Therefore, we have reviewed the market for similar vacant industrial land sales in Broward County.

The following sales are deemed physically and economically comparable to the subject. An analysis sheet for each sale is included in the report. The normal items of comparison are discussed following the presentation of the sales data.



**COMPARABLE VACANT LAND SALE NUMBER 1 - DATA SHEET RECORDING DATA:**

County: Broward County  
Instrument Number: 114359771  
Folio number: 48-42-27-51-0010

LOCATION OF SALE: North of Hammondville Road, on the northwest side of Andrews Avenue  
Physical Address: 1698 North Andrews Avenue  
Pompano Beach, Florida

GRANTOR: Carolisa Group, Inc.

GRANTEE: Florida Waves Project, LLC

LEGAL DESCRIPTION: Parcel "A" of Andrews Premier Business Park according to the plat thereof as records in Plat Book 183, Page 1, of the Public Records of Broward County.

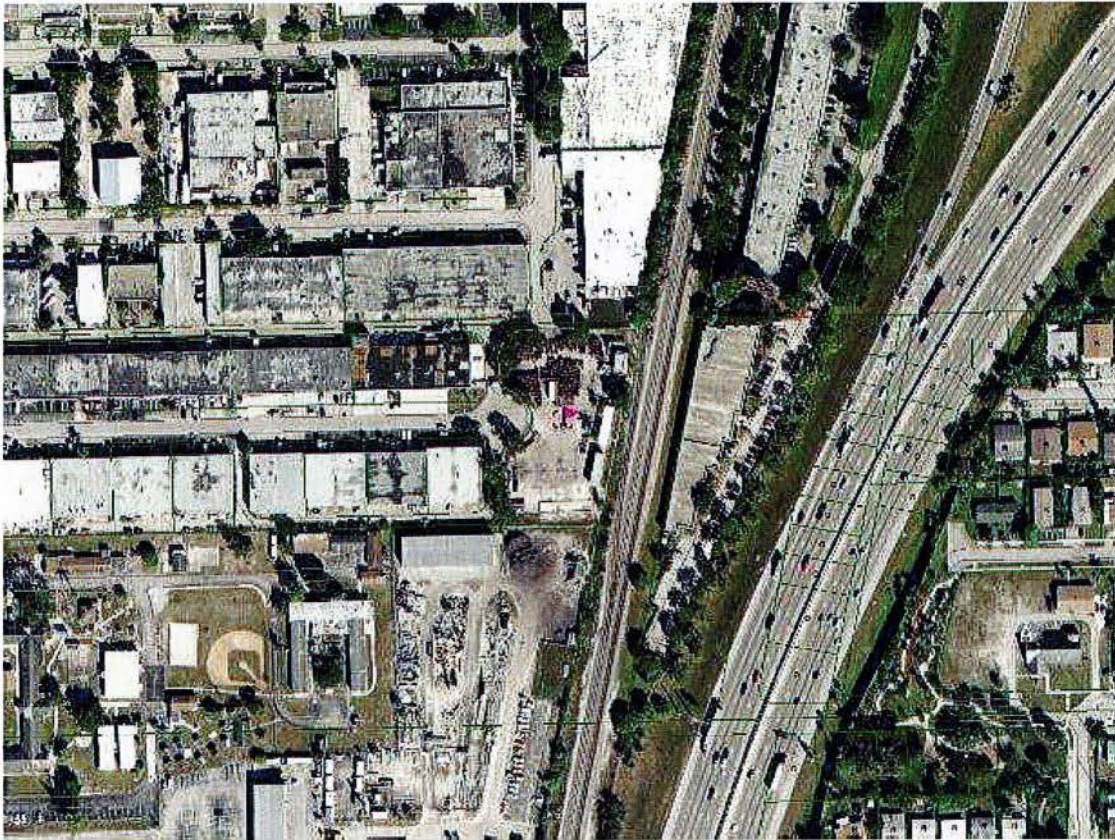
DATE OF SALE: April 19, 2017

SIZE: 267,403 square feet (6.1388 Acres)

**COMPARABLE VACANT LAND SALE NUMBER 1 (CONTINUED)**

CONSIDERATION:	\$3,200,000
FINANCING:	Cash to seller
SALE PRICE PER SQ FT:	\$11.97 per square foot of land area
TYPE OF INSTRUMENT:	Warranty Deed
ZONING:	OIP, Planned Commercial District by the City of Pompano Beach
PRESENT USE:	Vacant land
CONDITIONS OF SALE:	Arm's-length
ENCUMBRANCES:	Restrictions, covenants, limitations and easement of record. No apparent effect on sale price.
VARIOUS ON-SITE UTILITIES:	All utilities available to the site





**COMPARABLE VACANT LAND SALE NUMBER 2 - DATA SHEET RECORDING DATA:**

County: Broward County  
Instrument Number: 113829367  
Folio number: 49-42-10-14-0150

**LOCATION OF SALE:**

Located east of Powerline Road at the eastern terminus of NW 57<sup>th</sup> Street  
Physical Address: 700 NW 57<sup>th</sup> Street  
Fort Lauderdale, Florida

**GRANTOR:**

Darling Ingredients, Inc.

**GRANTEE:**

Nationwide Haul Leasing, LLC

**LEGAL DESCRIPTION:**

Parcel "A" of Powerline road Industrial Center according to the plat thereof as records in Plat Book 65, Page 8, of the Public Records of Broward County.

**DATE OF SALE:**

July 15, 2016

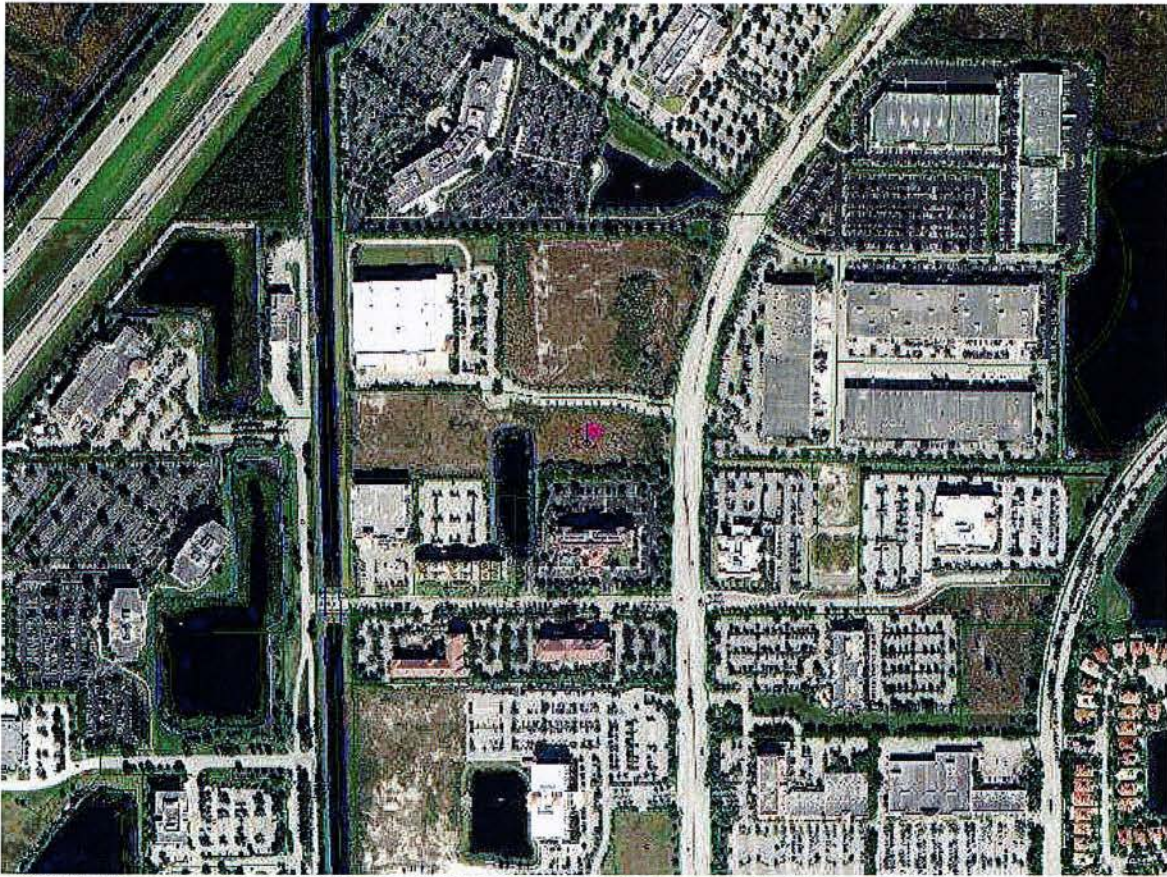
**SIZE:**

60,049 Square feet (1.3785 Acres)

**COMPARABLE VACANT LAND SALE NUMBER 2 (CONTINUED)**

CONSIDERATION:	\$900,000
FINANCING:	Cash to seller
SALE PRICE PER SQ FT:	\$14.99 per square foot of land area
TYPE OF INSTRUMENT:	Warranty Deed
ZONING:	I, Industrial, by the City of Fort Lauderdale
PRESENT USE:	Construction yard
CONDITIONS OF SALE:	Arm's-length
ENCUMBRANCES:	Restrictions, covenants, limitations and easement of record. No apparent effect on sale price.
VARIOUS ON-SITE UTILITIES:	All utilities available to the site





**COMPARABLE VACANT LAND SALE NUMBER 3 - DATA SHEET RECORDING DATA:**

County: Broward County  
Instrument Number: 114267695  
Folio number: 51-40-22-040-0021

LOCATION OF SALE: Located on the west side of SW 145<sup>th</sup> Way in the northeast quadrant of I-75 and the Miramar Parkway.

GRANTOR: West Miramar I, LLC

GRANTEE: ANR Hotel, Inc.

LEGAL DESCRIPTION: Portion of Parcel B, Trammel Crown Industrial Center according to the plat thereof as records in Plat Book 166 Page 18, of the Public Records of Broward County.

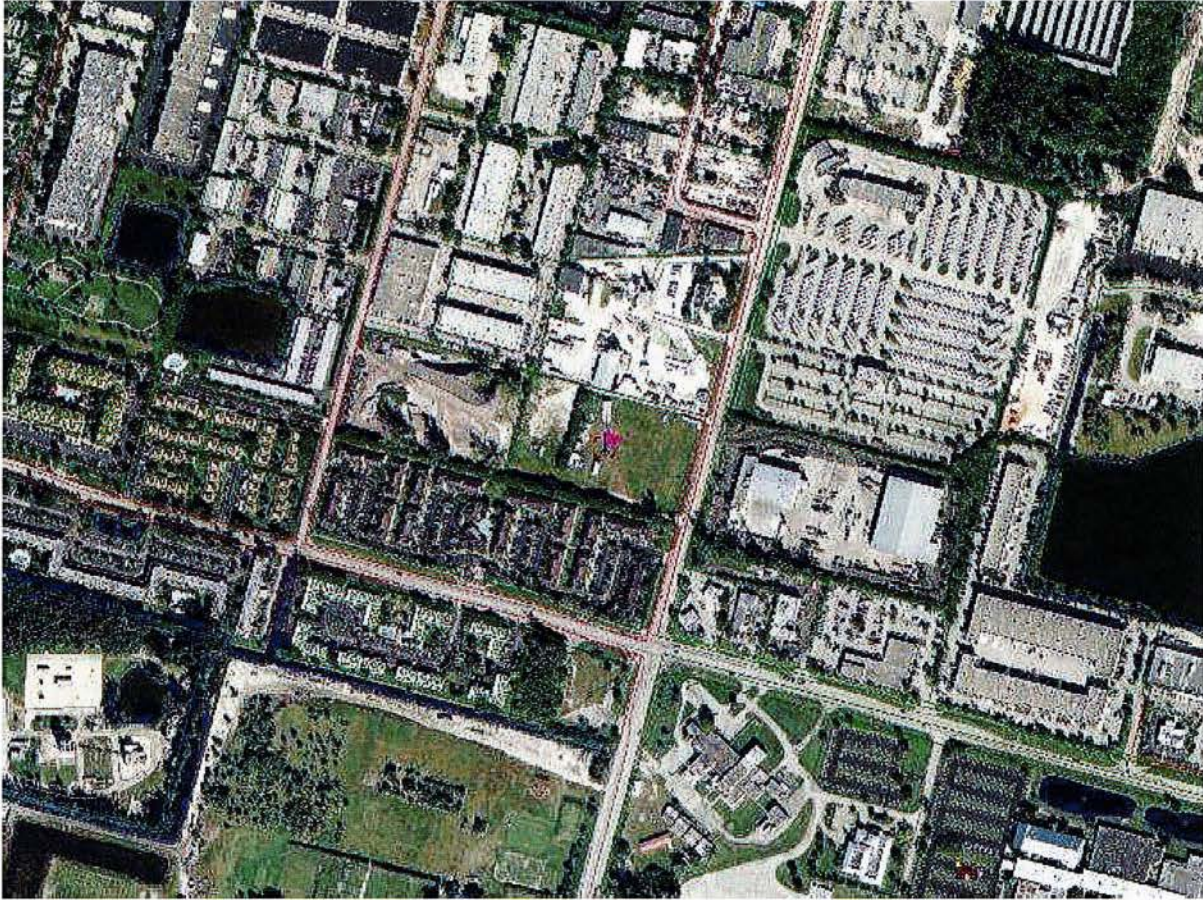
DATE OF SALE: July 15, 2016

SIZE: 150,120 Square feet (3.446 Acres)

### COMPARABLE VACANT LAND SALE NUMBER 3 (CONTINUED)

CONSIDERATION:	\$2,650,000
FINANCING:	50% cash to seller; Conventional mortgage , no effect on sale price
SALE PRICE PER SQ FT:	\$17.65 per square foot of land area
TYPE OF INSTRUMENT:	Warranty Deed
ZONING:	PID, Planned Industrial Development District by the City of Miramar
PRESENT USE:	Vacant land
CONDITIONS OF SALE:	Arm's-length
ENCUMBRANCES:	Restrictions, covenants, limitations and easement of record. No apparent effect on sale price.
VARIOUS ON-SITE UTILITIES:	All utilities available to the site





**COMPARABLE VACANT LAND SALE NUMBER 4 - DATA SHEET RECORDING DATA:**

County: Broward County  
Instrument Number: 113628256  
Folio number: 50-41-22-10-0010

LOCATION OF SALE: 2200 block of College Avenue in Davie, Florida.

GRANTOR: HBF Davie, LLC

GRANTEE: 2041 College Avenue Becknell Investors LLC

LEGAL DESCRIPTION: Parcel A of East Davie Commerce Center according to the plat thereof as records in Plat Book 182 Page 75, of the Public Records of Broward County.

DATE OF SALE: April 12, 2016

SIZE: 417,926 Square feet (9.594 Acres)

**COMPARABLE VACANT LAND SALE NUMBER 4 (CONTINUED)**

CONSIDERATION:	\$5,875,000
FINANCING:	Cash to seller
SALE PRICE PER SQ FT:	\$14.06 per square foot of land area
TYPE OF INSTRUMENT:	Warranty Deed
ZONING:	RAC-RTW, Regional Activity Center by the Town of Davie
PRESENT USE:	Vacant land
CONDITIONS OF SALE:	Arm's-length
ENCUMBRANCES:	Restrictions, covenants, limitations and easement of record. No apparent effect on sale price.
VARIOUS ON-SITE UTILITIES:	All utilities available to the site





**COMPARABLE VACANT LAND SALE NUMBER 5 - DATA SHEET RECORDING DATA:**

County: Broward County  
Instrument Number: 113912262  
Folio number: 49-42-35-00-0180

LOCATION OF SALE: 1200 NE 15<sup>th</sup> Street  
Fort Lauderdale, Florida

GRANTOR: King Broward holdings, LLLP

GRANTEE: E & M Warehouse, LLC

LEGAL DESCRIPTION: Lengthy legal, see Addenda

DATE OF SALE: April 12, 2016

SIZE: 417,926 Square feet (9.594 Acres)

**COMPARABLE VACANT LAND SALE NUMBER 5 (CONTINUED)**

CONSIDERATION:	\$5,875,000
FINANCING:	Cash to seller
SALE PRICE PER SQ FT:	\$14.06 per square foot of land area
TYPE OF INSTRUMENT:	Warranty Deed
ZONING:	B-3, Heavy Commercial/Light Industrial District by the City of Fort Lauderdale
PRESENT USE:	Vacant land
CONDITIONS OF SALE:	Arm's-length
ENCUMBRANCES:	Restrictions, covenants, limitations and easement of record. No apparent effect on sale price.
VARIOUS ON-SITE UTILITIES:	All utilities available to the site





**COMPARABLE VACANT LAND SALE NUMBER 6 - DATA SHEET RECORDING DATA:**

County: Broward County  
Instrument Number: 11397070422  
Folio number: 50-42-08-00-0227

LOCATION OF SALE:	NE corner of S.W. 21 <sup>st</sup> terminus and S.W. 10 <sup>th</sup> Court in Fort Lauderdale, Florida
GRANTOR:	Colaianne Investments of Florida, Inc.
GRANTEE:	RSBR, LLC
LEGAL DESCRIPTION:	Lengthy legal, see deed
DATE OF SALE:	September 28, 2016
SIZE:	26,520 Square feet (.6088 Acres)

**COMPARABLE VACANT LAND SALE NUMBER 6 (CONTINUED)**

CONSIDERATION:	\$450,000
FINANCING:	Cash to seller
SALE PRICE PER SQ FT:	\$16.96 per square foot of land area
TYPE OF INSTRUMENT:	Warranty Deed
ZONING:	I, Industrial by the City of Fort Lauderdale
PRESENT USE:	Contractor's yard
CONDITIONS OF SALE:	Arm's-length
ENCUMBRANCES:	Restrictions, covenants, limitations and easement of record. No apparent effect on sale price.
VARIOUS ON-SITE UTILITIES:	All utilities available to the site





**COMPARABLE VACANT LAND SALE NUMBER 7 - DATA SHEET RECORDING DATA:**

County: Broward County  
 Instrument Number: 113073326  
 Folio number: 50-42-20-03-0020/0030/0040

LOCATION OF SALE: 2921 S.W. 23 Terrace  
 Dania Beach, Florida

GRANTOR: 23<sup>rd</sup> Terrace, LLC

GRANTEE: 3 Lots, LLC

LEGAL DESCRIPTION: Lots 2,3,4, of Green Oaks according to the plat thereof, as recorded in Plat Book 21, Page 42 of the Public Records of Broward County, Florida

DATE OF SALE: July 1, 2015

SIZE: 40,498 Square feet (.9297 Acres)

**COMPARABLE VACANT LAND SALE NUMBER 7 (CONTINUED)**

CONSIDERATION:	\$709,000
FINANCING:	Cash to seller
SALE PRICE PER SQ FT:	\$18.51 per square foot of land area
TYPE OF INSTRUMENT:	Warranty Deed
ZONING:	IROM-AA, Industrial Research Office Marine-Airport Approach by the City of Dania Beach
PRESENT USE:	Parking/Contractor's yard
CONDITIONS OF SALE:	Arm's-length
ENCUMBRANCES:	Restrictions, covenants, limitations and easement of record. No apparent effect on sale price.
VARIOUS ON-SITE UTILITIES:	All utilities available to the site

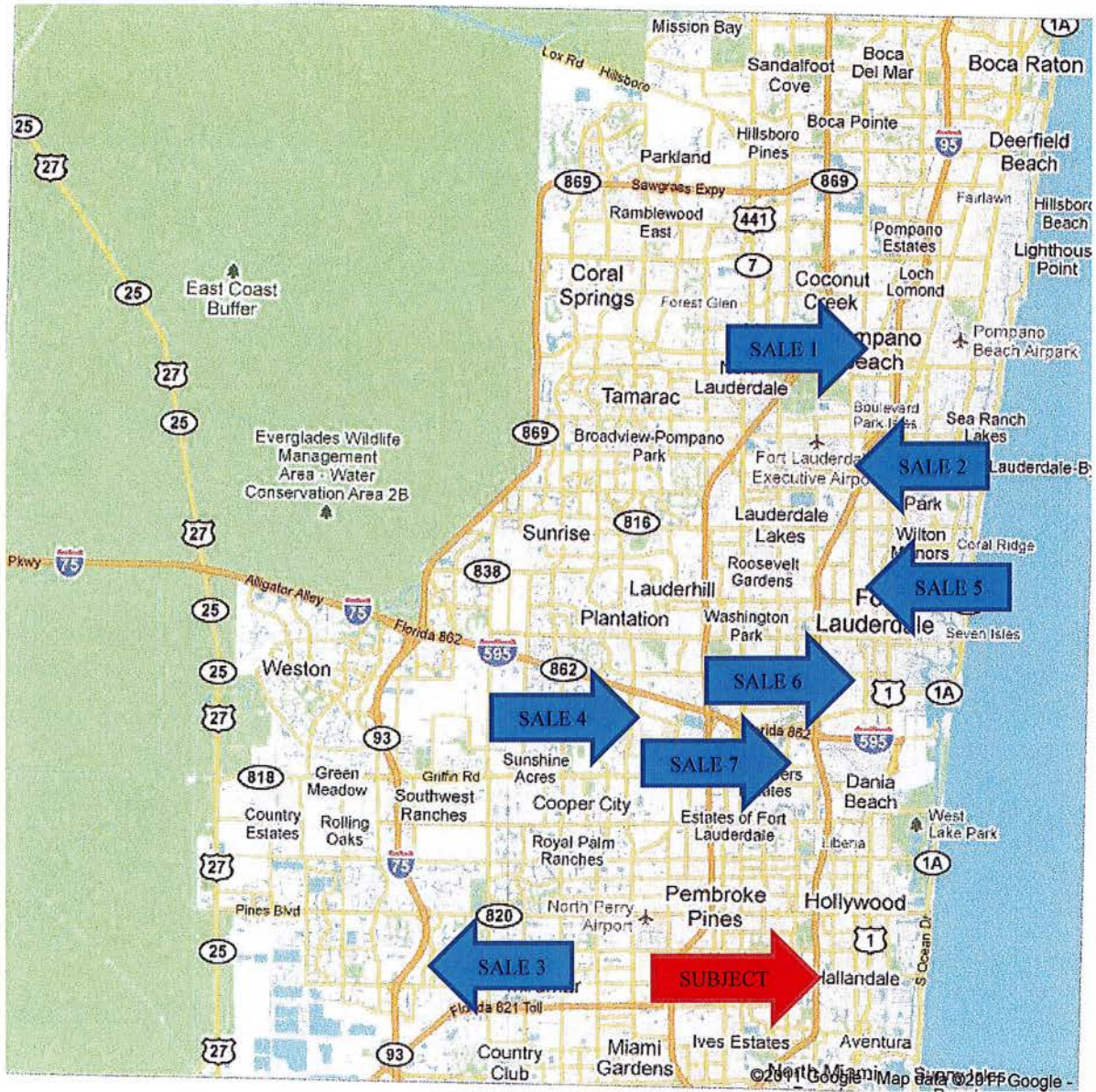


## MARKET APPROACH TO VALUE

The subject property consists of 119,402 square feet of vacant land. Therefore, the Market Approach to Value will be considered as the most applicable method of valuation for the subject property. We considered numerous sales over the past three years and have included the sales and analysis of the more current sales deemed to be most applicable. The review of sales has led us to the market value conclusion indicated in this report. These sales are considered in support of the subject's land value. On the following pages, we will submit the comparable sales considered in our analysis followed by a sales map, analysis and value conclusion.

SALE NUMBER	SALE PRICE	SALE DATE	PROPERTY ADDRESS	SITE SIZE (SF)	UNIT SALE	ZONING
1	\$3,200,000	4/19/2017	1698 N. Andrews Ave. Pompano Beach	267,403	\$11.97	OIP
2	\$900,000	7/15/2016	700 NW 57th Street Fort Lauderdale	60,049	\$14.99	I
3	\$2,650,000	3/10/2017	SW 145th Way Miramar	150,120	\$17.65	PID
4	\$5,875,000	4/12/2016	College Avenue Davie	417,926	\$14.06	RAC-RTW
5	\$2,300,000	9/2/2016	NE 15th Street Fort Lauderdale	158,615	\$14.50	B-3
6	\$450,000	9/28/2016	NEC of SW 10 Ct & SW 21st Terr	26,520	\$16.96	I
7	\$709,000	1/1/2015	2921 SW 23 Terr Dania Beach	40,498	\$18.51	IROM-AA
		SUBJECT	310 Ansin Boulevard Hallandale Beach	119,402		I-L

## COMPARABLE SALES LOCATION MAP





## **SALES COMPARISON APPROACH TO VALUE**

### **MARKET DATA ANALYSIS**

The Sales Comparison Approach to value entails the direct comparison of similar properties that have sold in the recent past. We have selected seven transactions of vacant industrial oriented type land sales located in various areas of Broward County.

We have reviewed the sales and considered adjustments based upon an analysis of the real property rights conveyed, the conditions of sale, differences in general market conditions (time), and physical differences between the sale properties and the subject property.

The sales sold in the time frame of January of 2015 to April of 2017 and the date of value for this assignment is June 13, 2017. Therefore, the sales all occurred within 29 months of the date of value and sold in a similar time frame and market conditions. Thus, no adjustment for time was deemed applicable with some upward consideration for the oldest sale occurring in January 2015. The remaining six sales sold within 14 months of the date of value.

The subject property contains a total of 119,402 square feet of land area. The comparable sales range in land size from 26,520 square feet to 417,926 square feet. The two largest sales sold in the range of \$11.97 to \$14.06 per square foot of land area. The two smallest sites sold in the range of \$16.96 to \$18.51 per square foot of land area. The two sales closest in size to the subject sold for \$14.50 and \$17.65 per square foot of land area. Based on the review of the sales, the larger sales appeared to sell for less with the smaller sales at the upper end of the range.

The properties had varying locations in Broward County with all but two of the sales located east of the Florida Turnpike. These locations are most similar to the subject property, just east of I-95. The properties are located in industrial areas similar to the subject property and thus are similar and no adjustment for location would be applicable.

The subject has an industrial zoning and land use and the sales had various zoning classifications from an office industrial park to similar industrial zoning with a sale in a B-3 Heavy Business/light Industrial zoning and a Regional Activity Center zoning. Each of these properties could be developed with some type of industrial use and thus no adjustment for zoning would be applicable.

## SALES COMPARISON APPROACH TO VALUE (CONTINUED)

### MARKET DATA ANALYSIS (Continued)

Sale 1 is the newest sale occurring in April of 2017 for a similar sized tract of land containing 6.1388 acres of land. The property is located in an inferior location in Pompano Beach with a OIP Office Industrial Park zoning classification. The price paid was \$3,200,000 or \$11.97 per square foot. The property was purchased for construction of a water wave amusement facility and is located in an area of newer industrial development. Overall, this sale was considered to be inferior to the subject property.

Sale 2 is located just south of the Coconut Creek Parkway employment center and sold in July of 2016. This was a smaller site and is located just east of Powerline Road at the end of a cul-de-sac. The property was used as a contractor yard and sold for \$900,000 or \$14.99 per square foot of land area. The sale was considered inferior overall and a value conclusion above this sale price was considered applicable.

Sale 3 occurred three months prior to the date of value in March of 2017. This property has Planned Industrial Development zoning and is located in an employment center land use district. The property is slightly larger in size at 3.446 acres and sold for a unit sale price of \$17.65 per square foot of land area. This property has some sign exposure to I-75 and is located in the northeast quadrant of I-75 and Miramar Parkway. The property was purchased for construction of a hotel. Overall this sale was considered to be superior to the subject property and sets the upper limit of market value for the subject property.

Sale 4 is the April 2016 sale of the largest sale property and this site is located just south of State Road 84 and the I-595 Expressway. The location to the highway system makes the site very similar and overall this sale was considered to be slightly inferior to the subject property.

Sale 5 is an interior industrial property that was previously used as an automobile storage yard for King Motors. The site sold in September of 2016 and the property is located in a mainly residential area with some scattered industrial development along the rail corridor. The property was slightly larger in size to the subject property and sold for \$14.50 per square foot of land area. A value conclusion above this sale was deemed applicable.

Sale 6 is located just north of I-595 in the Marina Mile area of Ft. Lauderdale. The site is the smallest property reviewed and the property has a similar I-Industrial zoning classification. The property sold in September of 2016 and the sales was considered to be similar overall, although smaller in size.

Sale 7 is located in Dania Beach and was the oldest sale and largest unit sale price. The property sold in January of 2015 and was one of the smaller properties with a unit sale price of \$18.51 per square foot of land area. The property has a similar industrial zoning classification.



## **Correlation and Conclusion**

All the sales are located in various locations of Broward County and the availability of industrial land available for development in this county requires us to expand the search area to include the whole county. The adjusted price per square foot for the sales analyzed ranged from \$11.97 to \$18.51. Some of the sales included paved lots available for use as a contractor yard. The ability to use the existing improvements as part of a contractor yard leads us to the conclusion that a market value at the upper end of the range would be most applicable. Considering all the data, a unit sale price of \$18.00 per square foot was our conclusion of the market value. Applying \$18.00 per square foot to the subject's site size of 119,402 SF equals a value of \$2,149,236, rounded to \$2,150,000.

## **RECONCILIATION**

We have considered the Sales Comparison, Cost, and Income Approaches to Value in this assignment. The Cost Approach was not considered applicable due to the availability of income and sales data. We have developed the Sales Comparison to Value in this assignment and this was considered to be the most applicable method of valuation.

The use of the Sales Comparison Approach to Value allowed us the opportunity to review the value of the property considering the unit sale price per square foot of land area. Considering the existing and surrounding uses, the review of the unit sale prices and overall sale prices of the comparables, in our opinion, reflected the market value of the subject property as of the date of value. The sales indicated a market value of \$2,150,000.

The Income Approach to Value was considered in our analysis, however the review of the income potential of the property did not indicate a value conclusion above the land value estimated.

Based upon review of the market data and our analysis, it is our opinion that the market value of the subject property based on our estimation of the highest and best use of the property as indicated in this report, as of the date of June 13, 2017, is:

**TWO MILLION ONE HUNDRED FIFTY THOUSAND DOLLARS**  
**(\$2,150,000)**

## **ADDENDUM**



**PHOTOGRAPHS  
OF  
SUBJECT PROPERTY**



View of gated entrance



View of parking area



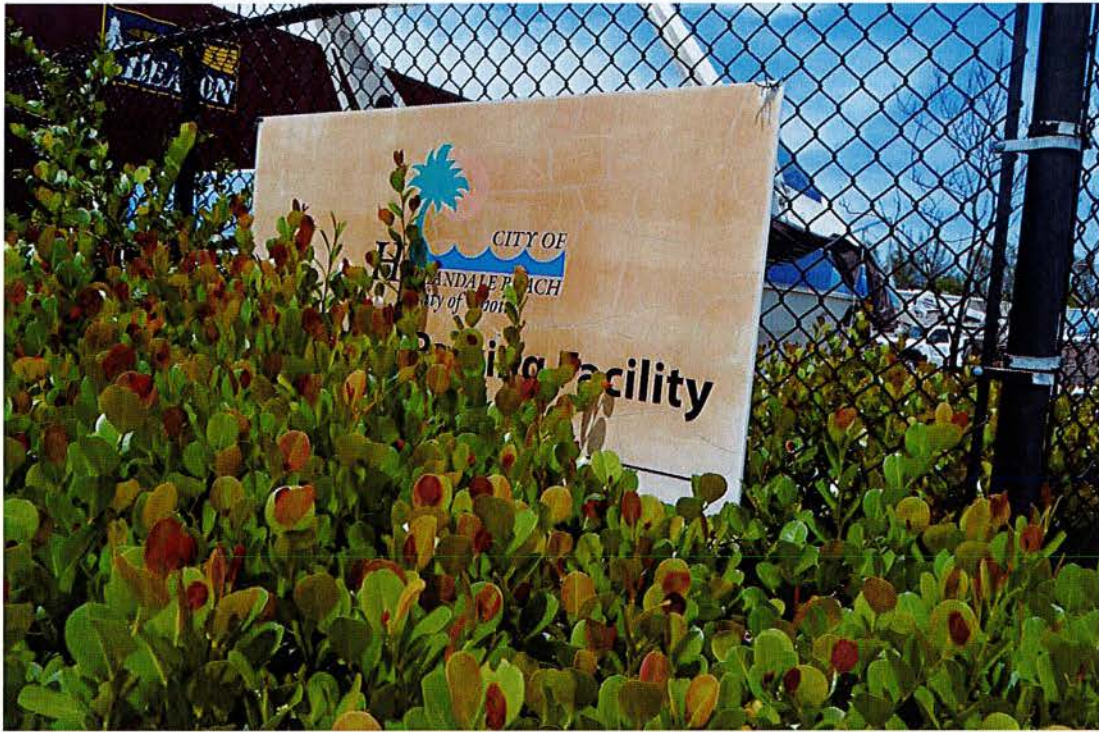


View of parking area



View of parking area





**View of sign behind dealership**



**View looking northerly along Ansin Boulevard**





**View looking southerly along Ansin Boulevard**



**View looking easterly of entrance/exit**

## MOST RECENT DEED

CFN # 106237879, OR BK 42368 Page 940, Page 1 of 2, Recorded 07/11/2006 at 07:50 AM, Broward County Commission, Doc. D \$20300.00 Deputy Clerk 3310

Prepared by:  
E. SCOTT GOLDEN, Esquire  
644 S.E. 4th Avenue  
Fort Lauderdale, Florida 33301

Return to:  
Florida Title, Escrow & Abstract, Inc.  
2875 NE 191 Street, Suite 400A  
Aventura, Florida 33180

Folio No.: 1228-66-0010

### WARRANTY DEED

THIS WARRANTY DEED is made this 21 day of June, 2006, by Cornel Bogde, a single man, of 226 NW 5<sup>th</sup> Avenue, Bay 1, Hallandale, Florida 33009, hereinafter called the grantor, to City of Hallandale Beach, Hallandale Beach, Florida 33009, hereinafter called the grantee;

WITNESSETH: That the grantor, for and in consideration of the sum of Ten and no/100 Dollars (\$10.00) in hand paid by the grantee, the receipt whereof is hereby acknowledged, does hereby grant, bargain, sell, alien, remise, convey, and confirm unto the said grantee, its successors and assigns forever, all the right, title, interest, claim, and demand that the said grantor has in and to all that certain land situate in Broward County, Florida, viz:

The East 500' less the South 100' thereof of the North 1/2 of the Northeast 1/4 of the Northwest 1/4 of the Northwest 1/4 of Section 28, Township 51 South, Range 42 East, said lands lying and being in Broward County, Florida.

a/k/a Parcel "A" of "BOGDE PLAT", as recorded in Plat Book 171, Page 163 of the Public Records of Broward County, Florida.

SUBJECT TO restrictions and easements of record, if any, which are not reimposed hereby, and taxes subsequent to December 31, 2005.

TOGETHER with all the tenements, hereditaments, and appurtenances thereto belonging or in anywise appertaining.

TO HAVE AND TO HOLD the same in fee simple forever.

AND the grantor hereby fully warrants the title to said land and will defend the same against the lawful claims of all persons whomsoever.

CS



IN WITNESS WHEREOF, the said grantor has signed and sealed these presents the day and year first above written.

Signed, sealed, and delivered in our presence as to all signers:

Witness #1:  
Signature: [Signature]  
Printed Name: E. Scott Golden

Witness #2:  
Signature: [Signature]  
Printed Name: Alexis J. Noddy

[Signature] (SEAL.)  
Cornel Bogde  
226 NW 5<sup>th</sup> Avenue, Bay 1  
Hallandale, Florida 33009

STATE OF FLORIDA )  
COUNTY OF BROWARD ) SS:

The foregoing instrument was acknowledged before me by Cornel Bogde, who is personally known to me or who has produced FC DCH as identification, this 29 day of June, 2006.

(SEAL.)

My Commission expires:

[Signature]  
Notary Public

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## “IL” LIGHT INDUSTRIAL AND MANUFACTURING ZONING

6/26/2017

Hallandale Beach, FL Code of Ordinances

Sec. 32-152. - I-L industrial light district.

- (a) *Purpose and intent.* The purpose and intent of the I-L industrial light district is to provide suitable sites for the development of certain light industrial and manufacturing uses which provide employment opportunities and contribute to the community's overall economic base in areas consistent with the city's comprehensive land use plan.
- (b) *Uses permitted.* Uses permitted are as follows:
- (1) Warehouses (dry and cold storage).
  - (2) Light industrial and manufacturing uses, limited to:
    - a. Apparel products.
    - b. Automotive parts products.
    - c. Boat and marine products.
    - d. Cigar and cigarette products.
    - e. Food processing plants.
    - f. Furniture and bedding products.
    - g. Jewelry and silverware products.
    - h. Leather goods products.
    - i. Medical and surgical equipment products.
    - j. Novelty products.
    - k. Precision instrument products.
    - l. Taxidermists.
  - (3) Auto repair and service activities, including major repair work, body work and painting, provided that all activities are conducted within an enclosed building and that vehicles to be repaired shall be stored only in designated storage areas meeting the requirements of this Code. Such storage area shall not include required parking or public rights-of-way. If this Code permits an outside storage area, such storage area shall be screened from view by a fence at least six feet in height and conforming to the minimum and maximum requirements of sections 32-331(b), 32-332, 32-334 and 32-335.
  - (4) Accessory retail sales up to a maximum of ten percent of the principal use floor area, not to exceed 2,000 square feet in floor area.
  - (5) Other light industrial and manufacturing uses which are similar in nature to the above permitted uses.
  - (6) Parking lots.
  - (7) Adult entertainment businesses.
- (c) *Uses permitted conditionally.* Uses permitted conditionally are as follows:
- (1)



Towing service storage facility, provided that such use shall be located not less than 100 feet from any residentially zoned property and provided that a wall or fence as may be required by the city commission shall be provided.

- (2) Outdoor storage in connection with permitted principal use, provided storage is effectively screened from public view (heavy equipment, such as bulldozers, backhoes and the like, not permitted). Any item stored shall not exceed 20 feet in height.
- (3) Accessory retail sales over ten percent of the principal use floor area up to a maximum of 25 percent, provided parking for the industrial and retail uses as referenced in section 32-455(c) is provided.
- (d) *Site development standards.*
  - (1) Minimum lot area shall be 7,500 square feet.
  - (2) Minimum lot width shall be 75 feet.
  - (3) Minimum yard setbacks are as follows:

Yard		Setback (Feet)
a.	Front .....	20
b.	Rear .....	20
c.	Side:	
	1. Interior .....	10
	2. Corner .....	20
d.	Adjacent residential .....	100

- (4) Maximum height shall be 45 feet.
- (5) Minimum landscape area shall be 15 percent.
- (e) *General regulations.* Applicable general regulations are as follows:
  - (1) Supplemental regulations, section 32-331 et seq.
  - (2) Development review procedures, section 32-781 et seq.
  - (3) Off-street parking and loading regulations, section 32-451 et seq.

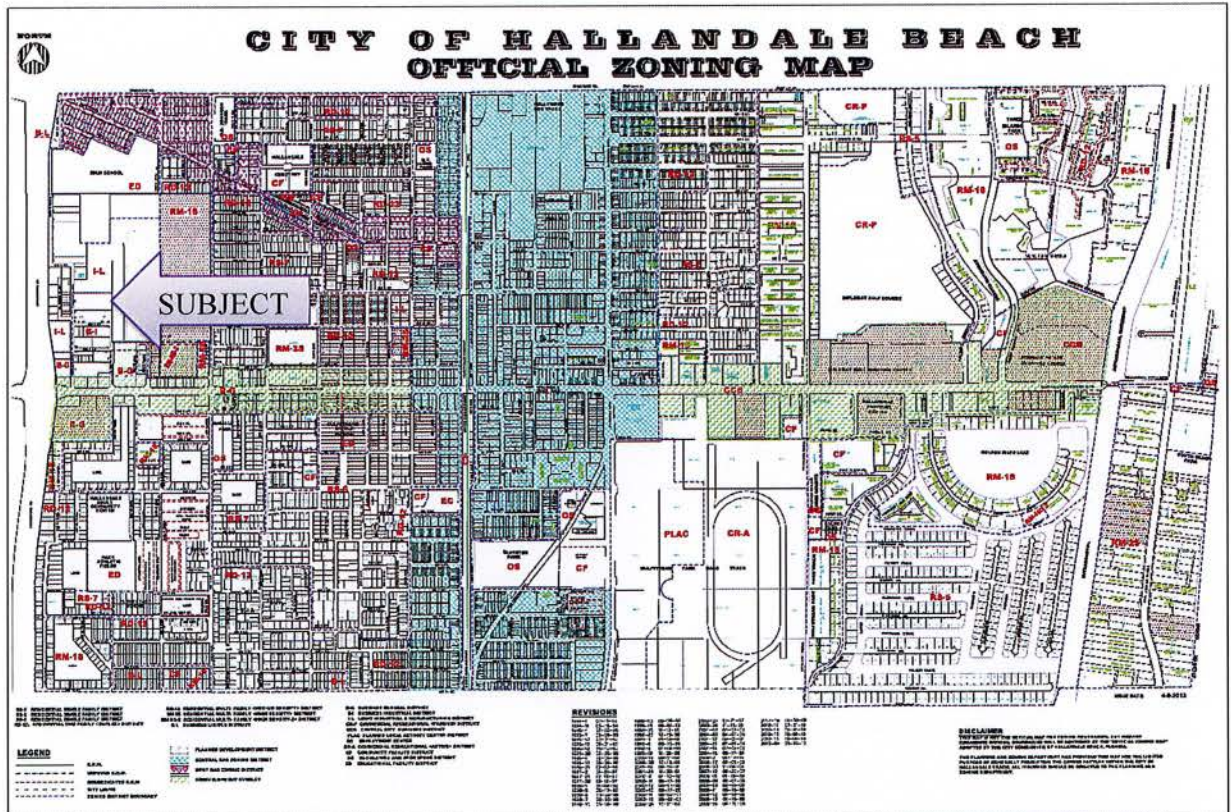
(4) Landscaping provisions, section 32-381 et seq.

(5) Sign regulations, section 32-601 et seq.

(Code 1980, app. A, art. IV, § 11; Ord. No. 2000-18, § 1, 9-5-2000; Ord. No. 2000-26, § 2, 11-8-2000; Ord. No. 2002-05, § 4, 4-2-2002; Ord. No. 2014-31, § 6, 11-5-2014)

**Note**— Formerly § 32-162.

**Cross reference**— Businesses, ch. 7.





## QUALIFICATIONS OF APPRAISER

### Harry C. Newstreet, MAI

#### Education

- Florida State University – Bachelor of Science, December 1989
- Numerous appraisal related seminars and classes
- Certified by the Appraisal Institute for Continuing Education

#### Instructor

- Former Adjunct Professor: Florida Atlantic University, College of Business, Real Estate Section

#### Licenses

- State Certified General Real Estate Appraiser No. 2278 (Florida)

#### Professional Associations

- Member of the Appraisal Institute (MAI) No. 12441
- Association of Eminent Domain Professionals

#### Publications

- Smoothing Wrinkles in the Spread: Special Assessment Issues – Appraisal Journal April 2000

#### Lectures

- The Development Timeline – SFWMD Seminar, May 2004
- Appraisal Issues in CRA's – FAR Convention, September 2004

#### Expert Witness

- Qualified as an Expert Witness in Federal and State Courts

#### Experience

- 1993/1994 – Pederson & Trask
- 1995 Rex Consulting
- 1996-1998 – Real Property Analysts, Inc.
- 1998-2004 – Newstreet-Miller & Associates
- 2005 – 2010 – Owner Appraisal Company
- 2011-2015- Integra Real Estate Advisors
- 2015-2017 – Owner Appraisal Company-Sub-Consultant
- 

#### Locations

- Florida, Georgia, New York, New Hampshire, North Carolina, South Carolina, Alabama, Pennsylvania

## QUALIFICATIONS

### ROBERT D. MILLER, ASA

#### EDUCATION:

##### Appraisal Institute Courses

SSP Standards of Professional Practice  
I-A Fundamentals of Real Estate Appraisal  
I-B Capitalization Theory and Techniques  
8 Appraising a Single-Family Residence  
2-1 Case Studies in Real Estate Valuation  
2-2 Report Writing  
Business Valuation Seminar  
Litigation Valuation

#### Other Appraisal Courses

Mass Appraisal of Residential Properties  
Florida State Law and USPAP  
Factory Built Housing  
Automated Valuation Model

#### PROFESSIONAL

Senior Member of American Society of Appraisers-

#### AFFILIATION:

South Florida Chapter No. 82 – Accredited Senior Appraiser (ASA) Real Property Urban

#### LICENSED:

Certified General Real Estate Appraiser #0001270- State of Florida

#### EXPERIENCE:

1995-Present	Real Estate Appraiser- Independent
1993-1995	Vice President-The Urban Group, Inc.
1978-1993	Real Property Analysts, Inc., Fort Lauderdale, Florida, Executive Vice President
1987	Involved in United States Senate Study Right-of-Way Acquisition Procedures

#### QUALIFIED AS EXPERT WITNESS FOR:

Condemnation proceeding in Lake, Kankakee, Cook and DuPage Counties, Illinois and Broward, Dade, Monroe, Palm Beach and Duval Counties, Florida. Testified in Bankruptcy Court in Florida and Texas and Federal Court in Miami, Florida

#### HAS COMPLETED:

##### Appraisal Assignments

Commercial, vacant and improved  
Condemnation projects  
Industrial, vacant and improved  
Multi-family residential,  
Mobile Home Parks  
Office, vacant and improved  
Special purpose properties  
Review Services

##### Counseling

Acquisition projects  
Income tax analysis  
Investment analysis  
Tax assessments  
ROW Cost Analysis  
Special assessments

## **VARIOUS CLIENTS OVER THE PAST TEN YEARS**

### **GOVERNMENT**

BROWARD COUNTY  
BROWARD COUNTY SCHOOL BOARD  
CITY OF BOYNTON BEACH  
CITY OF CORAL SPRINGS  
CITY OF DELRAY BEACH  
CITY OF FORT LAUDERDALE  
CITY OF FORT MYERS  
CITY OF HALLANDALE BEACH  
CITY OF HOLLYWOOD  
CITY OF LAUDERDALE BY THE SEA  
CITY OF LAUDERDALE LAKES  
CITY OF KEY WEST  
CITY OF MARGATE  
CITY OF MIAMI SPRINGS  
CITY OF MIRAMAR  
CITY OF POMPANO BEACH  
CITY OF RIVIERA BEACH  
CITY OF SOUTH MIAMI  
CITY OF SUNRISE  
FLORIDA DEPARTMENT OF TRANSPORTATION  
PALM BEACH COUNTY  
PALM BEACH COUNTY SCHOOL BOARD  
SOUTH FLORIDA WATER MANAGEMENT  
TOWN OF DAVIE  
TOWN OF PALM BEACH  
VILLAGE OF PALMETTO BAY

### **PRIVATE**

ALTMAN DEVELOPMENT CORPORATION  
CLEAR CHANNEL OUTDOOR  
CLEVELAND CLINIC  
LENNAR HOMES  
THE TAUBMAN COMPANY  
SBA TOWERS INC.  
UNITED HOMES  
WAL-MART CORPORATION

### **ATTORNEY**

BECKER & POLIAKOPF  
BILLINGS COCHRAN  
BRIGHAM-MOORE  
COKER AND FEINER  
BRIAN PATCHEN PA  
HOLLAND & KNIGHT  
RUDEN MCCLOSKEY  
TEW CARDENAS  
WEISS-SEROTA-HELFMAN



## **Exhibit 4**



# ANSIN BOULEVARD CONNECTION TO PEMBROKE ROAD AND TRUCK MANEUVERABILITY STUDY

Prepared for:



**Hallandale Beach**  
PROGRESS. INNOVATION. OPPORTUNITY

Prepared by:



**Project Manager: Carlos Alcantara, P.E.**

On behalf of:

**HAZEN AND SAWYER**  
Environmental Engineers & Scientists

**Project Manager: Janeen Wietgreffe, P.E.**

**January 2014**







## Ansın Boulevard Connection To Pembroke Road And Truck Maneuverability Study



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## **Ansin Boulevard Connection To Pembroke Road And Truck Maneuverability Study**



### **INTRODUCTION**

The City of Hallandale Beach is currently performing an assessment/feasibility study for a future Compressed Natural Gas (CNG) facility to be located on the east side of Ansin Boulevard between Hallandale Beach Blvd (SR-858) and Pembroke Rd (SR-824). This facility will serve as a CNG fueling station. As a result, large semitrailers trucks (WB-50) will be traversing the corridor to access this site. The City is consequently performing a maneuverability/feasibility study to determine if the existing geometry of Ansin Boulevard is able to handle this type of vehicle. The study will analyze several alternatives and routes for the future WB-50 vehicles to access the future CNG facility. The swept path analysis for the WB-50 vehicle traversing the existing roadway network and some proposed connections to Pembroke Road will be performed using the latest version of the AutoTurn software. The City's consultant, Hazen and Sawyer, has contracted The Corradino Group on behalf of the City to perform such study.

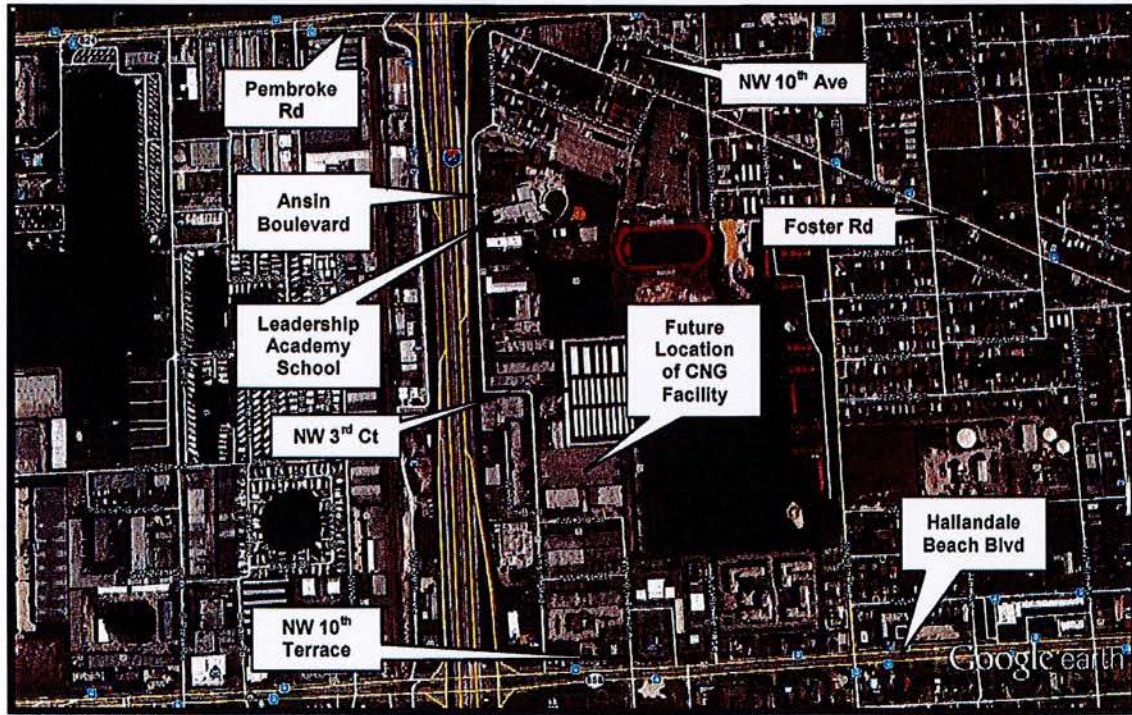
### **EXISTING CONDITIONS**

Ansin Boulevard is comprised of a two-lane undivided roadway typical section with 11-foot travel lanes. It is a north-south corridor parallel to I-95 with curb and gutter from Hallandale Beach Boulevard to NW 3<sup>rd</sup> Court, roadside swales from NW 3<sup>rd</sup> Court to Foster Road. Ansin Boulevard connects to Hallandale Beach Boulevard (SR-858) to the south, but lacks a direct connection to Pembroke Road (SR-824) to the north. At the north end of the corridor, there is a sharp turn into Foster Road which connects with Pembroke Road via NW 10<sup>th</sup> Court (please refer to Figure 1: Project Location Map shown below). From the Hallandale Beach Boulevard intersection to just south of the existing Leadership Academy School an existing drainage system in place. The rest of the corridor north to Foster Road handles the runoff via swales.





## Ansín Boulevard Connection To Pembroke Road And Truck Maneuverability Study



**FIGURE 1  
PROJECT LOCATION MAP**

The land use throughout the corridor is mixed. South of the Leadership Academy School, the land use is commercial / industrial. North of the Leadership Academy School, the land use is residential. The proposed CNG facility will be located within the commercial / industrial area.

### **ALTERNATIVE ANALYSIS**

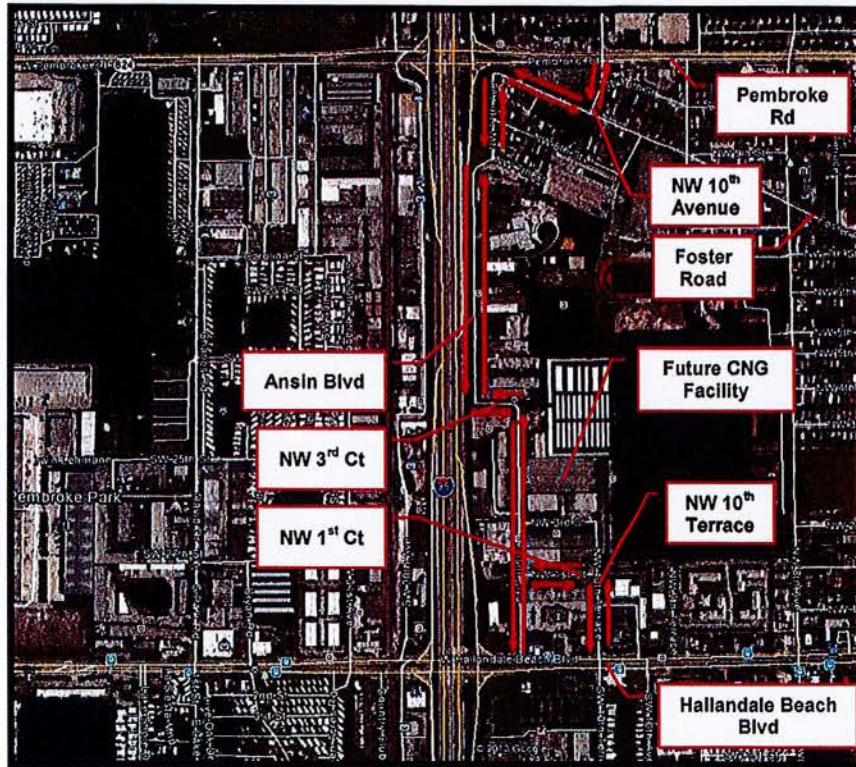
Two possible routes for accessing and exiting the future CNG facility were used to analyze alternatives 1 through 4. For alternative 1 through 3, route one was used and for alternative 4, route 2 was used. These possible routes are as follows:

- The first route is to access the future CNG facility from the south by heading north on NW 10<sup>th</sup> Terrace at the intersection with Hallandale Beach Boulevard and using the existing street network to connect to Ansín Boulevard for access to the future CNG facility. Once the WB-50 vehicle leaves the future CNG facility it will then traverse northbound along Ansín Boulevard and use either a new connection directly to Pembroke Road or the existing street network to access Pembroke Road at the existing signalized intersection with NW 10<sup>th</sup> Avenue.





## Ansin Boulevard Connection To Pembroke Road And Truck Maneuverability Study



**FIGURE 2  
POSSIBLE ACCESS ROUTE 1**

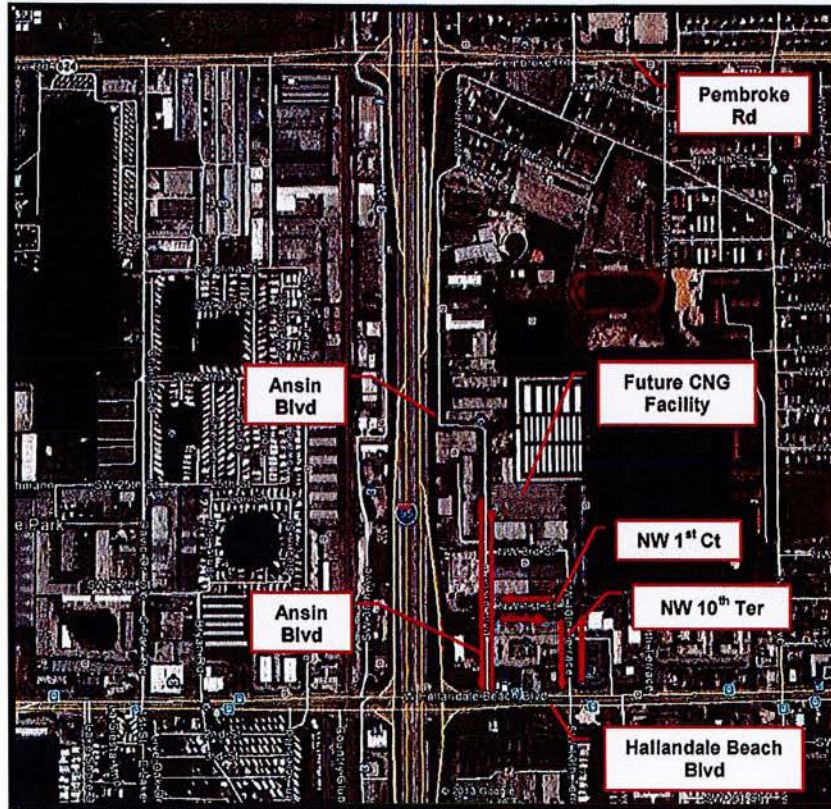
- The second possible route for the WB-50 vehicle is to use the same access route previously presented. However, once the vehicles exit the facility, instead of going northbound, they will travel southbound along Ansin Boulevard. Once on Ansin Boulevard, vehicles will have two choices: for westbound vehicles, they can continue south along Ansin Boulevard towards the intersection with Hallandale Beach Boulevard and once there, they could access I-95 if they want to head North or South. For vehicles that wish to head eastbound, they will head south on Ansin Boulevard and use the existing street network to access the signalized intersection at Hallandale Beach Boulevard and NW 10<sup>th</sup> Terrace.

A detailed analysis for each alternative is presented as follows.





## Ansin Boulevard Connection To Pembroke Road And Truck Maneuverability Study



**FIGURE 3  
POSSIBLE ACCESS ROUTE 2**

### Alternative 1: No Build. Leave Existing Corridor As Is

The existing roads connecting to Ansin Boulevard as well as the future CNG facility itself were analyzed using AutoTurn software to determine the maneuverability of a WB-50 vehicle within the existing roadway network. Refer to *Figure 2* for route analyzed

Figures 4 thru 8 clearly demonstrate that a WB-50 vehicle is barely able to make the required turning maneuvers and in many locations the vehicle is forced to mount the existing curbs and sidewalks to complete the turning maneuver. Regardless of the location, the WB-50 vehicle needs to cross into the opposite lane to be able to make the turns. This creates operational problems and possible safety concerns since there is the possibility of head-on collisions with oncoming vehicles.





## Ansın Boulevard Connection To Pembroke Road And Truck Maneuverability Study

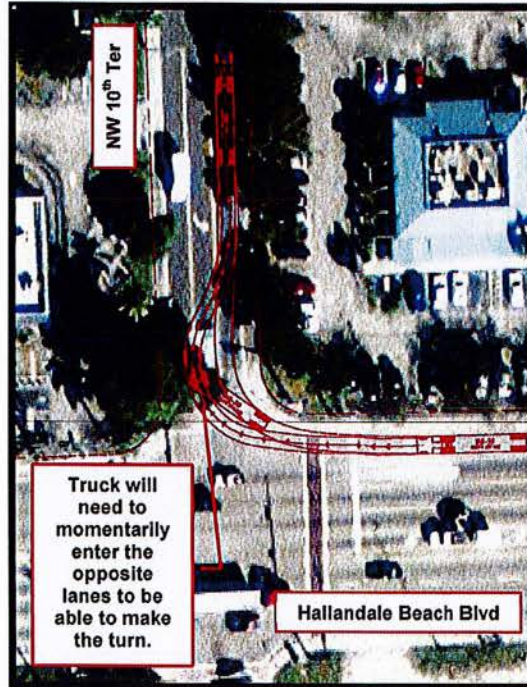


FIGURE 4

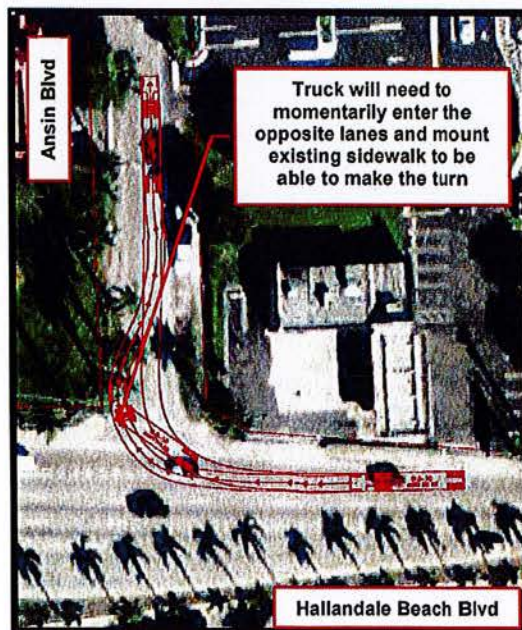


FIGURE 5





## Ansín Boulevard Connection To Pembroke Road And Truck Maneuverability Study



FIGURE 6



FIGURE 7





## Ansín Boulevard Connection To Pembroke Road And Truck Maneuverability Study



FIGURE 8

### Alternative 2: Improve Existing Turning Radii on Existing Roadway Network to Accommodate WB-50 vehicles.

From the Autoturn animations shown on Figures 4 to 8, it is evident that the existing intersections along the corridor are not designed for this type of vehicle. Therefore, this alternative analysis identifies the magnitude of curb return radii improvements and right-of-way impacts necessary to properly accommodate these types of vehicles while traversing the route analyzed in *Alternative 1* and shown on Figure 2.

The existing R/W information was obtained from FDOT and was drawn over an aerial picture to assess the existing conditions and to determine the future impacts. It is worth noting that these lines are only an approximation and by no means are intended to substitute for an official survey. The R/W lines shown for the local roads and many portions of Ansín Blvd were assumed and estimated to be 50' in width.

The 2011 Manual of Uniform Minimum Standards for Design, Construction and Maintenance for Streets and Highways (commonly known as the Florida Greenbook) as well as the Geometric Design of Highway and Streets, 5<sup>th</sup> Edition, (commonly known as the 2004 AASHTO standards (2011 AASHTO (latest edition) does not provide criteria for a WB-50 truck)), were utilized to determine the design criteria for a road that would be handling these vehicles. The design criteria shown on pages 583 to 601 of the AASHTO standards were used to make the proposed geometric changes to the existing roads. These design criteria were also used for alternatives 3 and 4. The proposed design criteria were also corroborated with the Autoturn software animations.





## **Ansin Boulevard Connection To Pembroke Road And Truck Maneuverability Study**



Figures 9 to 14 show all the different intersections that need to be improved to make this corridor adequate for a WB-50 vehicle. Impacts to the existing properties are shown in each figure. The Autoturn software animation is also being displayed in these figures.

In general all intersections will require R/W acquisition to allow for the necessary improvements. Each intersection also requires harmonization inside each affected property. The implementation of the necessary geometric improvements will also require utility relocations, drainage improvements and in the case of the intersection at NW 10<sup>th</sup> Terrace and Hallandale Beach Boulevard, major signalization improvements to the north leg of the intersection.

While the proposed improvements greatly improve the right turn movements at each intersection, there is still some minor encroachment into the opposite lanes at all intersections except for the intersections of NW 10<sup>th</sup> Terrace and Hallandale Beach Boulevard and Ansin Boulevard and NW 1<sup>st</sup> Court. However, the left turning movements at all the intersections still encroach into the opposite lane of traffic.

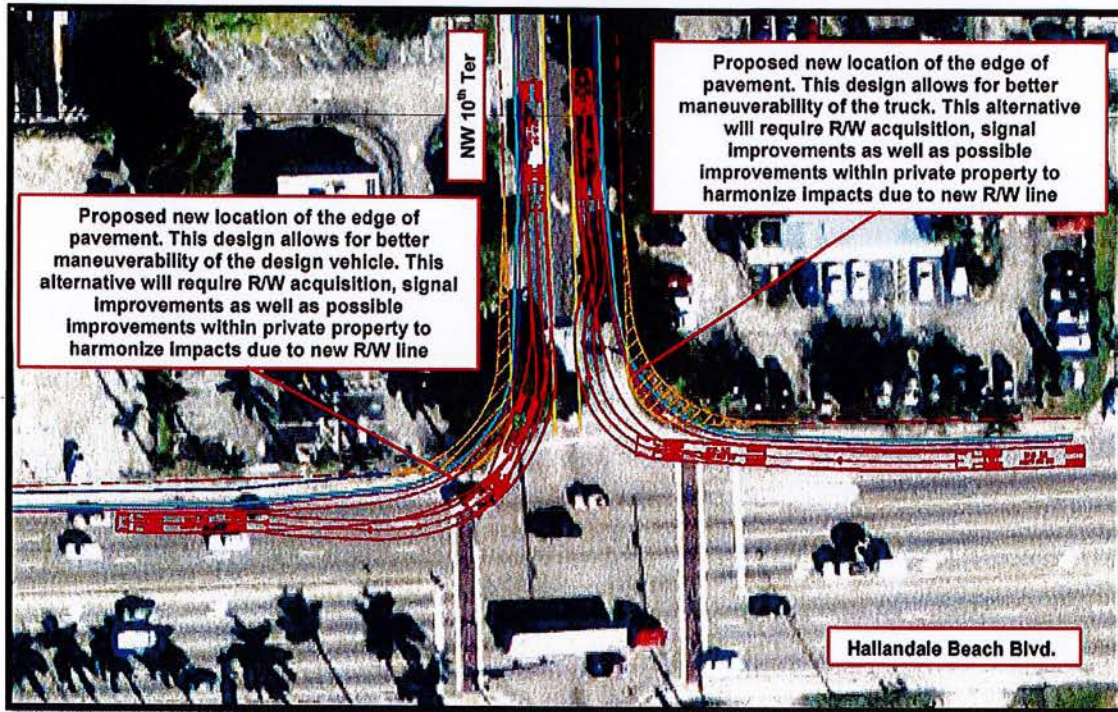
Some intersections present certain constraints that should be worth mentioning. The first is the intersection of NW 10<sup>th</sup> Terrace and NW 1<sup>st</sup> Court (see *Figure 10*). There is an existing building at the southwest corner of the intersection that is only a few feet away from the west edge of pavement of NW 10<sup>th</sup> Terrace. With the proposed improvements at this corner of the intersection, this offset to the building becomes smaller and the building seems to be right on the back of the proposed curb and gutter. This represents a problem since this is a permanent structure which does not meet the minimum horizontal clearance or setback from the edge of the road. This issue, could be improved if the existing road is realigned towards the east but due to lack of R/W information this realignment was not able to be investigated further.

A similar situation occurs at Ansin Boulevard and NW 3<sup>rd</sup> Court. At this location, there are two existing buildings located on the north and south side of the road which create a geometric constraint. The worst case scenario occurs at the easternmost curve located within this portion of Ansin Boulevard (see *Figure 12*). Due to the proximity of the building to the Ansin Boulevard corridor at this location, there is no way to improve the geometry without removing the existing building. Furthermore, it is worth noting that the two existing 90 degree turns within this portion of the study segment, are located only 135 feet apart. This makes turning maneuvers extremely cumbersome for a WB-50.

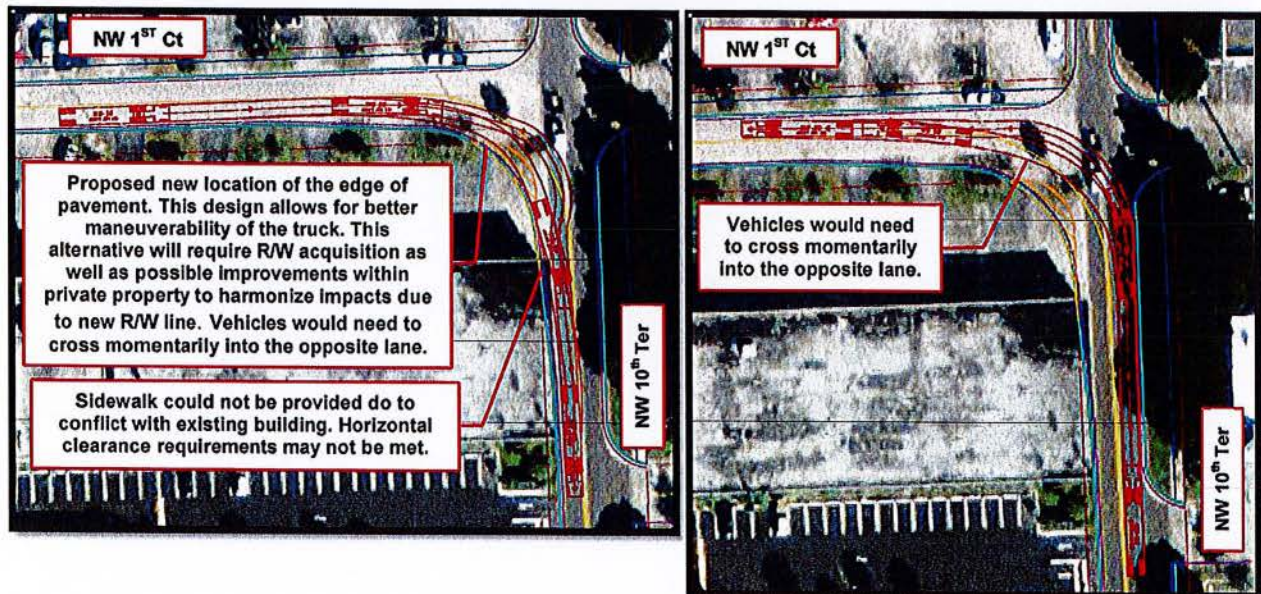




# **Ansin Boulevard Connection To Pembroke Road And Truck Maneuverability Study**



**FIGURE 9**



**FIGURE 10**





## Ansin Boulevard Connection To Pembroke Road And Truck Maneuverability Study



Hallandale Beach  
PROGRESS INNOVATION OPPORTUNITY

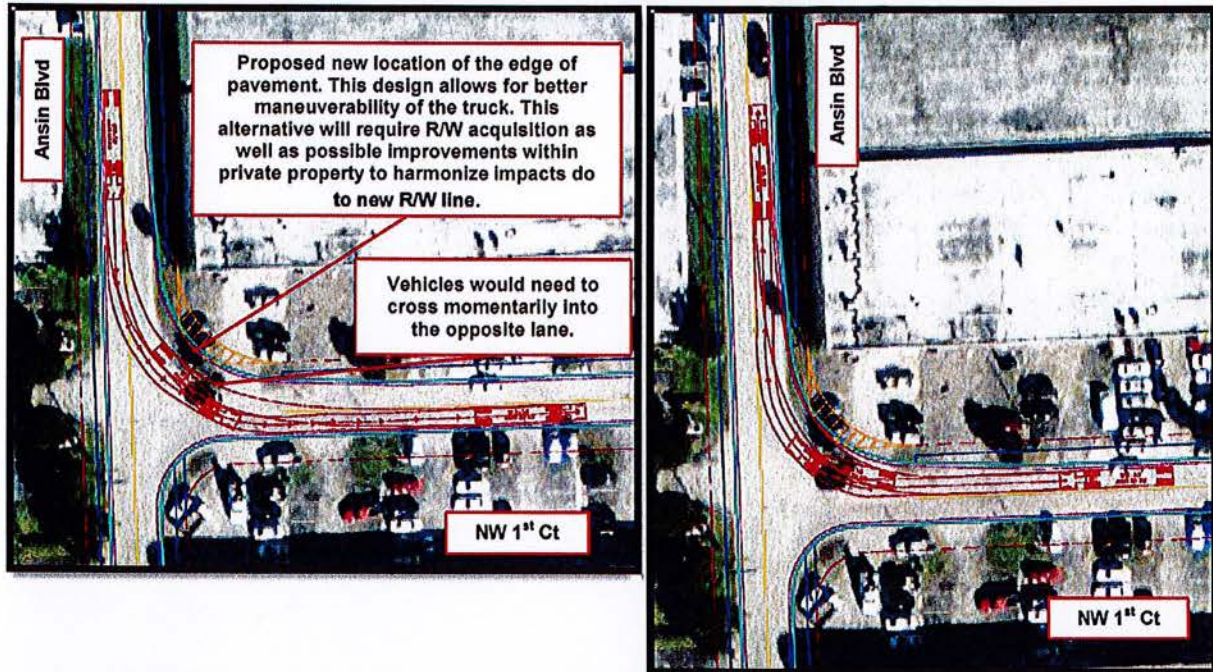


FIGURE 11

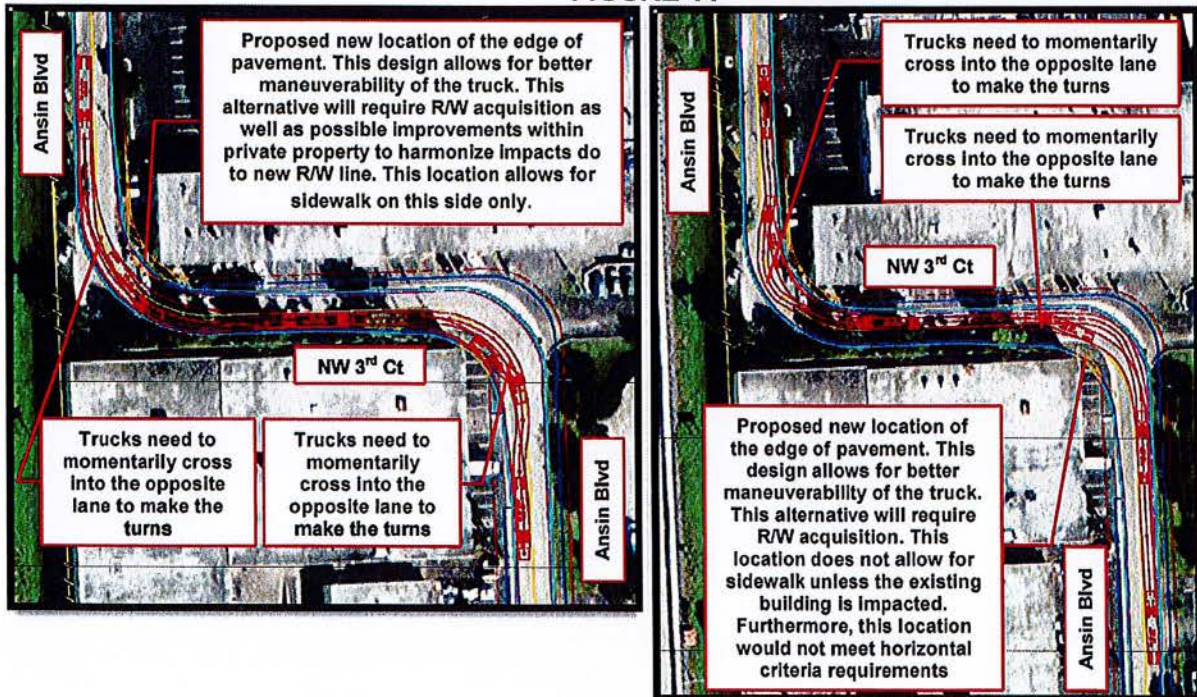


FIGURE 12





## Ansin Boulevard Connection To Pembroke Road And Truck Maneuverability Study



Hallandale Beach  
PROGRESS INNOVATION OPPORTUNITY

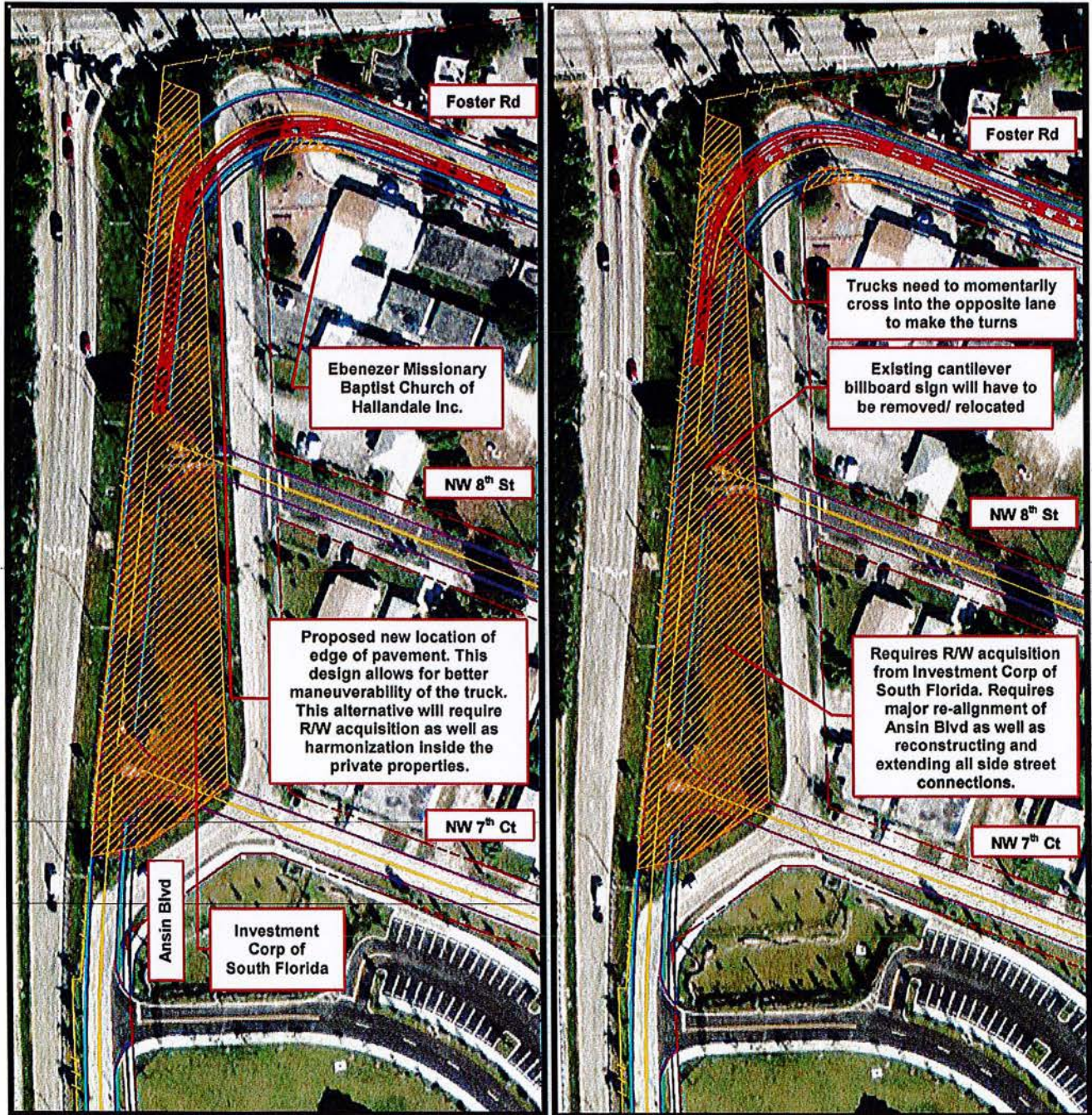


FIGURE 13





## Ansin Boulevard Connection To Pembroke Road And Truck Maneuverability Study

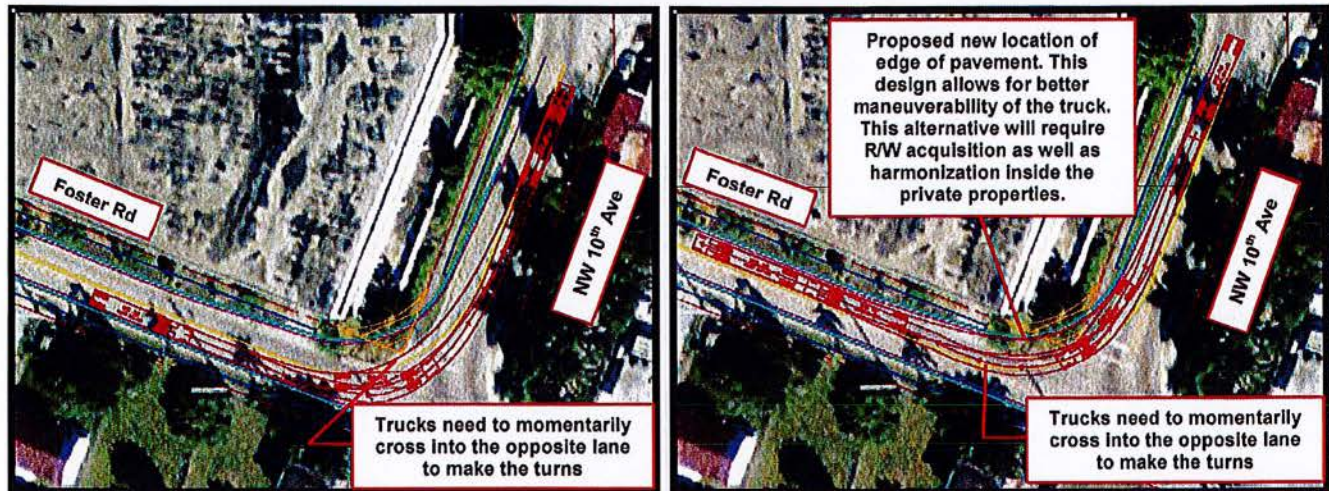


FIGURE 14

As shown in *Figure 13*, instead of using the existing alignment for Ansin Boulevard, a new alignment was proposed to improve the turning maneuver of the WB-50 into Foster Road. Although this alternative shows large areas of R/W acquisition, the area that is mostly impacted belongs to a firm called: "Investment Corp of South Florida". This private firm is solely using this parcel for outdoor advertisement. If this realignment does not take place, the existing turning radius would have to be increased for vehicles to be able to make a turn into Foster Road. This in turn would create more impact for the private property located at the south-east corner of this intersection which is currently being used as a school by the "Ebenezer Missionary Baptist Church of Hallandale Inc.". The location of this property is also shown on *Figure 13*.

### Alternative 3: Assess feasibility of a direct connection between Ansin Boulevard and Pembroke Road.

For this alternative, access route one as shown in *Figure 2* was used for the analysis. The analysis concentrates on the north portion of this route since the primary focus of this alternative is to determine the impacts of a direct connection between Ansin Boulevard and Pembroke Road. The impacts for all roads and intersections south of the Leadership Academy School are summarized in the analysis of *Alternative 2*.

Prior to establishing a connection point, the FDOT access management requirements were examined to determine the allowable connection spacing to an FDOT facility. For that, the 2013 FDOT Plans Preparation Manual was consulted and under Chapter 1, section 1.8 and table 1.8.2 the criteria was obtained and it is presented under *Appendix A*. To determine the correct classification for this facility the FDOT GIS Maps and Data was checked and it was determined that Pembroke Road is classified as an access class 6. Pembroke Road along this segment has a design speed of 45 mph which signifies that a connection spacing can only occur every 245 feet.





## Ansin Boulevard Connection To Pembroke Road And Truck Maneuverability Study

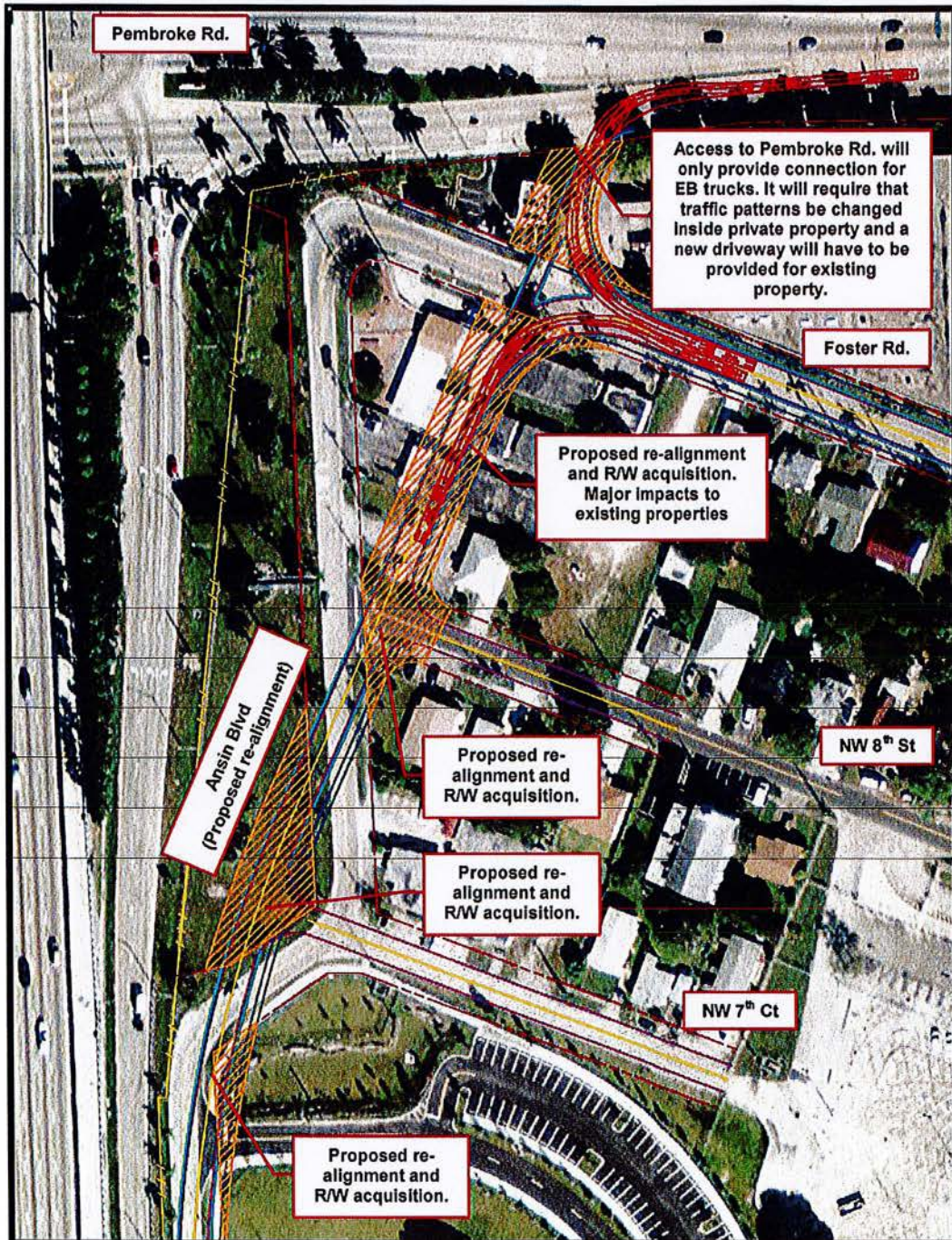


FIGURE 15





## Ansin Boulevard Connection To Pembroke Road And Truck Maneuverability Study

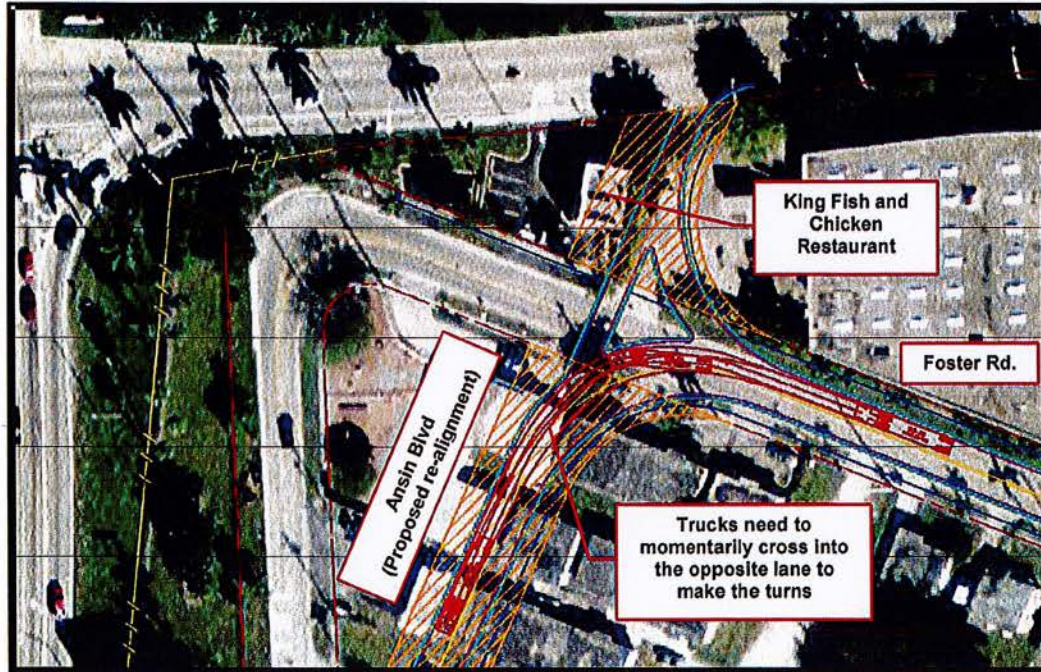


FIGURE 16

The 245 feet measured from the end of the PC (Point of Curvature) of the Northbound I-95 off-ramp provides a location that is just east of the existing King Fish and Chicken restaurant and mostly within the driveway of the unidentified building to the east of the restaurant (see Figure 16).

This new point of connection creates major impacts to the property owners around this area. For many, these impacts constitute full acquisition of their respective properties. The existing roadway network will also be impacted as it requires the reconstruction of Ansin Boulevard within this segment as well as every point of connection due to the proposed new alignment. These impacts are presented in detail in Figures 15 and 16.

### Alternative 4: Maintain Truck Traffic South of the CNG Facility

After the preliminary investigation of the existing roadway network and once the initial swept path analysis using the AutoTurn software were completed, the difficulties in maneuvering a WB-50 vehicle within the Ansin Boulevard corridor became very apparent. Many of these difficulties and impacts are observed in the previously presented alternatives. Hence, a meeting with City of Hallandale Beach representatives was requested to present and further evaluate these matters and to determine if a possible fourth alternative was possible. This meeting took place on January 3<sup>rd</sup>, 2014 (meeting minutes are included in Appendix B).





## Ansin Boulevard Connection To Pembroke Road And Truck Maneuverability Study



As a result of this meeting, it was agreed that this study would also analyze a route that keeps all WB-50 traffic accessing and exiting the proposed CNG site south of the proposed CNG facility. This route keeps the WB-50 vehicles out of much of the tight geometry that would be encountered north of the proposed CNG facility and eliminates the cost and the impacts of realigning Ansin Boulevard south of the connection with Foster Road.

The results of analyzing this newly proposed route are presented below and are also depicted in the figures being cited:

- Vehicles accessing the proposed CNG facility will use the NW 10<sup>th</sup> Terrace and Hallandale Beach intersection (see *Figure 9*). This intersection will also serve as the point where vehicles exiting the proposed CNG facility will gain access to Hallandale Beach Boulevard in order to travel east or west and can also access I-95 to head north or south.
- Vehicles wishing to access the proposed CNG facility will then head north on NW 10<sup>th</sup> Terrace and navigate the intersections of NW 10<sup>th</sup> Terrace and NW 1<sup>st</sup> Court (*Figure 10*) and NW 1<sup>st</sup> Court and Ansin Boulevard (*Figure 11*).
- Once on Ansin Boulevard they will head north to access the proposed CNG facility and will head back south on Ansin Blvd to travel to their desired destination (see *Figure 17*).



FIGURE 17





## Ansin Boulevard Connection To Pembroke Road And Truck Maneuverability Study



- After they have exited the facility, vehicles have two choices: they can head back towards NW 10<sup>th</sup> Terrace or proceed south towards the intersection of Ansin Boulevard and Hallandale Beach Boulevard. Vehicles wishing to proceed to all directions including east, can use the signalized intersection at NW 10<sup>th</sup> Terrace and Hallandale Beach Boulevard. However, vehicles approaching the intersection of Hallandale Beach Boulevard and Ansin Boulevard can head in all directions except east (see *Figures 9 and 18*). This is due to the fact that the intersection of Ansin Boulevard and Hallandale Beach Boulevard is a restricted intersection where the only movements allowed are a right turn onto Ansin Boulevard and right turn out onto Hallandale Beach Boulevard.

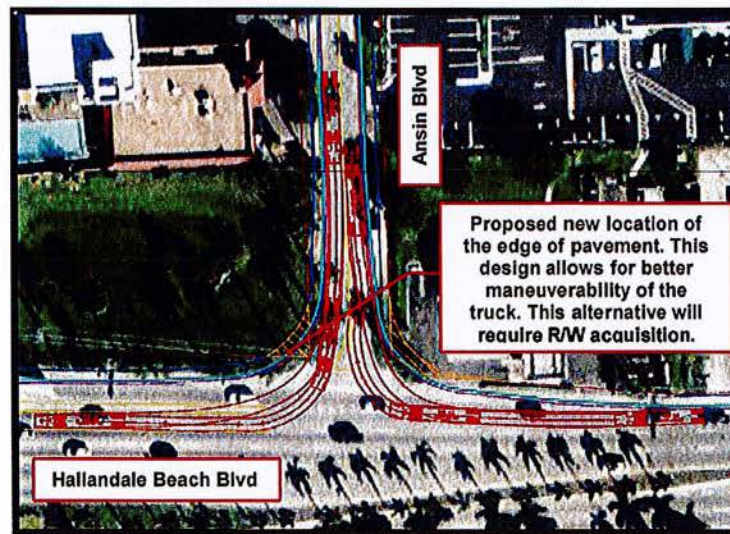


FIGURE 18

### CONCLUSIONS

Based on the analysis, it is recommended to proceed with Alternative 4 as it is the alternative with the least amount of impacts to the existing condition. In addition to having the least amount of geometric and right-of-way impacts, this alternative restricts the large WB-50 vehicles from traversing through the largely residential area that exists north of the proposed CNG facility site. Even though this alternative creates the least amount of impacts there are still significant measures that need to be taken to make this a viable route for the WB-50 vehicles that will access the future CNG facility. These measures include right-of-way acquisition, traffic signal improvements, and realigning NW 10<sup>th</sup> Terrace to be able to provide an adequate corridor for the proposed semi-trailer trucks (WB-50). Close coordination with FDOT should take place due to the traffic impacts to Hallandale Beach Blvd. In addition, coordination with property owners through public meetings, as well as coordination with existing utility owners should take place to determine the complete impacts and the public opinion of these improvements.

# **Appendix A**



**FLORIDA DOT ACCESS MANAGEMENT GUIDELINES RULE 14-97**

**Table 1.8.1 Freeway Interchange Spacing**

Access Class	Area Type	Segment Location	Interchange Spacing (miles)
1	Area Type 1	CBD & CBD Fringe For Cities In Urbanized Areas	1.0
	Area Type 2	Existing Urbanized Areas Other Than Area Type 1	2.0
	Area Type 3	Transitioning Urbanized Areas And Urban Areas Other Than Area Type 1 or 2	3.0
	Area Type 4	Rural Areas	6.0

**Table 1.8.2 Arterial Access Management Classifications & Standards**

Access Class	Medians "Restrictive" physically prevent vehicle crossing. "Non-Restrictive" allow turns across at any point.	Connection Spacing (feet)		Median Opening Spacing (feet)		Signal Spacing (feet)
		>45 mph	≤45 mph	Directional	Full	
2	Restrictive with Service Roads	1320	660	1320	2640	2640
3	Restrictive	660	440	1320	2640	2640
4	Non-Restrictive	660	440			2640
5	Restrictive	440	245	660	*2640/ 1320	*2640/1320
6	Non-Restrictive	440	245			1320
7	Both Median Types	125		330	660	1320

\* 2640 feet for >45 mph; 1320 feet for ≤45 mph



## **Appendix B**

## Meeting Minutes

**Reference:** Meeting for Ansin Blvd Connection to Pembroke Road and Truck Maneuverability Study

**Meeting Date:** January 3, 2014 @ 9:30 AM

**Location:** City of Hallandale Beach, Public Works Bldg.

**Attendees:**

Mr. Steven F. Parkinson	City of Hallandale Beach	(954) 457-1611
Mr. John Chidsey	City of Hallandale Beach	(954) 457-3045
Ms. Janeen M. Wietgreffe	Hanzen & Sawyer	(954) 987-0066
Mr. Juan Carlos Alcantara	The Corradino Group, Inc.	(305) 594-0735
Mr. Carlos Verson	The Corradino Group, Inc.	(305) 594-0735

- The meeting started with everybody introducing themselves and exchanging business cards.
- Mr. Carlos Verson proceeded to show the preliminary research performed in regards to the existing R/W information along Ansin Blvd and the FDOT access classification for Pembroke Rd. Furthermore, he showed the preliminary sketches of 2 alternatives for the connection to Pembroke Rd. one showing a connection at 245' to the east of the I-95 off ramp and another one to improve the turn from Ansin Blvd into Foster Rd and then gaining access to NW 10<sup>th</sup> Terrace which connects to Pembroke Rd. Based on the sketches and the amount of R/W impacts that were determined to occur if a direct connection to Pembroke Rd would take place, it was decided by Mr. Parkinson that a better alternative was to re-align/ improve Ansin Blvd and the sharp turn into Foster Rd. This way the design vehicles would be able to maneuver better and gain access to NW 10<sup>th</sup> Ave which is a signalized intersection. Utilization of the existing signalized intersection of Pembroke Road and NW 10<sup>th</sup> Avenue allows the future traffic eastbound and westbound access on Pembroke Road.
- Mr. Parkinson also suggested the idea of using the R/W currently owned by the county between the FDOT R/W and the city's R/W at the NB Exit Ramp from I-95 into Pembroke Rd. This property is currently being used by an advertising company with an overhead billboard and the rest is covered with sod. If this property could be acquired by the City, there would be less impacts to existing properties and will allow for a more appropriate design for semi-trailer trucks. Mr. Verson and Mr. Alcantara agreed to look further into this alternative.

- Mr. Alcantara then continued to discuss the issue of the closely spaced 90 degree curves that occur along Ansin Blvd just north of the proposed CNG facility. Mr. Alcantara and Mr. Verson explained that the existing road would not be able to accommodate the turning maneuver of a semi-trailer truck (WB-50) and that improving the road will adversely impact the parking and possibly the buildings for the adjacent properties.
- Mr. Parkinson and Mr. Chidsey agreed and also raised the concern that there is a future project by the city to try to provide sidewalk along this corridor. They also stated that if the improvements to the road are performed and the sidewalks are added, the impacts to these properties will be significantly increased.
- At that point Mr. Chidsey suggested a different alternative. This alternative was to use Hallandale Beach Blvd and NW 10<sup>th</sup> Terrace intersection for the design vehicles to travel north up to the future CNG facility. The vehicles could turn inside the facility and travel south along Ansin Blvd to gain access to Hallandale Beach Blvd if the vehicles want to travel West. If vehicles want to travel East after fueling, they could head south from the future facility to the signalized intersection at NW 10<sup>th</sup> Terrace. This option eliminates any geometric improvements along north of the proposed CNG Facility and also keeps the WB-50's out of the primarily residential area that exists north of the proposed CNG Facility. Mr. Alcantara and Mr. Verson agreed to look into the possibility of using this route and will research/ investigate the feasibility and the possible impacts of this route.
- Mr. Chidsey then invited Ms. Wietgreffe, Mr. Alcantara, and Mr. Verson to the field and to travel the above mentioned roads to better understand the field conditions.
- All present were in agreement and the meeting was adjourned.

By: Carlos Verson, P.E.  
Project Engineer

Copies: Attendees, File



## **Exhibit 5**

## Exhibit 5

### CONCLUSIONS

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The Market research and analysis, as described in this report, indicate that the composition, strength, and projected demand for lodging accommodations in Hallandale Beach, Florida are sufficient to support the Hotel Indigo. The following comments highlight the findings that support this market conclusion.

#### **Market Area Analysis** (Section C)

The greater area of Hallandale Beach features Fort Lauderdale that was once known as a spring break getaway, but no more. Now, the Fort Lauderdale Area is a year-round mecca for world-class shopping, dining and entertainment, from the Galleria Mall and Westfield Broward to cultural attractions like the NSU Art Museum Fort Lauderdale, Museum of Discovery and Science, and the Bonnet House Museum and Gardens. The City features a laid-back beach, high end dining, energetic nightlife and is also known as the “Venice of America.”

Hallandale Beach on the southern end of Greater Fort Lauderdale, is best known for the condo canyons along the beach and for two of South Florida’s premier “racinos.” Gulfstream Park is a venerable venue to watch the thoroughbreds run especially during the Florida Derby, held every spring. Mardi Gras Casino is a player’s paradise with 1,100 Vegas-style slot machines.

The tropical outdoors is the main feature of Hallandale Beach with a wide array of sports from golf and ocean swimming to boating and salt-water fishing.

The Hallandale Beach Community Redevelopment Agency (HBCRA) as of Mid 2017, has identified 27 new developments valued at \$1,878,000,000. Approvals have been granted to 16 projects worth \$1,277,850,000; with 11 projects estimated at \$600,150,000 in Planning and Zoning Reviews.

Hallandale Beach, though only four square miles, is positioning its great attributes to expand in the 21<sup>st</sup> century.

## **Site and Area Evaluation**

(Section D)

The site of the proposed Market Driven Hotel is located in Hallandale Beach, Florida.

A specific site was not identified by the City of Hallandale Beach Community Redevelopment Agency (HBCRA). Interim Hospitality Consultants has identified the following locations that are suitable for development of an upscale mixed use -- Retail / Class A Office / Hotel -- Development.

A prospective hotel developer, in conjunction with the HBCRA, would acquire the site with the possibility of providing street access to the existing retail establishments in the completed development.

### **Site 1**

Northeast quadrant of the intersection of Hallandale Beach Boulevard (south) and Federal Highway US 1 (west), NE 8<sup>th</sup> Avenue (east) and NE 1<sup>st</sup> Street (north).

### **Site 2**

Bounded by --  
North -- NW 1<sup>st</sup> Street  
South -- Hallandale Beach boulevard  
East -- 4<sup>th</sup> Avenue  
West -- 5<sup>th</sup> Avenue

Both of these sites are on Hallandale Beach Boulevard and are within reasonable distance to the Gulfstream Race Park and Casino along with future development in the Gold Coast Public Rail Transportation Initiatives in the next few years.



## Supply and Demand Analysis

(Section E)

Four upper midscale hotels plus an upscale and an upper upscale hotel within the Greater Hallandale Beach area, reporting their hotel data to Smith Travel Research, were selected by Interim Hospitality Consultants as an indication of Potential Market Demand for the Hotel Indigo.

Hotel Name	City	Class	Franchise Date Opened	Number of Rooms
Hampton Inn	Hallandale Beach	Upper Midscale Class	Dec 2002	151
Best Western Plus	Hallandale Beach	Upper Midscale Class	Jun 1970	104
Marriott	Hollywood	Upper Upscale Class	Jun 2005	229
Crowne Plaza	Hollywood	Upscale Class	Sep 2007	311
Holiday Inn	Hollywood	Upper Midscale Class	Dec 1995	150
Hampton Inn	Hollywood	Upper Midscale Class	Mar 1996	104
<b>Total Properties: 6</b>				<b>1,049</b>

Source: Smith Travel Research, Hendersonville, Tennessee

Note: Room counts in the Smith Travel Research Occupancy Data may vary from the room count reported by Individual hotels due to usage of the rooms by the hotel management.

It has long been reported in the Hotel Industry that the key gage of Hotel Profitability is Hotel Occupancy percentage regardless of the size of the property.

- 40% Hotel loses money
- 50% Hotel breaks even
- 60% Hotel makes money
- 70% Hotel makes more money and is ready for new competition
- 80% Hotel has exceeded expectations
- 90% The hotel market is under supplied

The six competitive hotels have produced the following Annual Data.

Year	Occupancy	Average Daily Rate	Revenue per Available Room
2011	79.1%	129.96	102.81
2012	79.3%	137.05	108.66
2013	79.5%	148.58	117.94
2014	83.8%	154.56	129.44
2015	83.2%	167.42	139.23
2016	83.1%	164.17	136.41

Source: Smith Travel Research, Hendersonville, Tennessee Trend Report, Tab 4, Presented in Section E Supply and Demand

### **Day of the Week Analysis**

When hotels achieve an occupancy of 85% and above, an approaching Sold Out Condition is achieved. The Data reflects 38 days of the week, at 4.3 weeks per month, for a total of 163 days of over 85% occupancy or nearly 45% of the past twelve months in a Sold Out Condition.

Tab 7 also reveals 74 days x 4.3 weeks per month for 318 days or nearly 87% of the past year of occupancy above 70%.

With the Hotel Indigo the success of this hotel development seems to be very positive as the findings of the Hotel Market Feasibility Study come to fruition.

Tab 7 of the Smith Travel Research Trend Report is represented on the following page.

Group 1 is comprised of the hotels listed on the previous page.

Group 2 is a list of 140 hotels representing 10,484 hotel rooms within a six mile radius of Hallandale Beach, Florida.

# Tab 7 - Analysis by Day of Week

Group 1: Hollywood, FL Area Selected Properties    Group 2: Hollywood, FL Area Selected Properties  
Job Number: 893154\_CADIMADM    Staff: CW    Created: July 03, 2017

Occupancy (Group1)							
	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Jun - 16	62.8	72.3	80.3	77.6	74.9	88.6	91.7
Jul - 16	82.2	86.2	87.1	90.8	91.2	92.7	97.4
Aug - 16	71.6	78.9	82.1	77.0	80.8	90.4	94.4
Sep - 16	61.2	57.6	68.5	76.4	69.0	77.0	89.4
Oct - 16	63.9	62.9	67.2	69.8	75.1	82.8	88.9
Nov - 16	70.7	72.1	78.0	83.5	89.0	94.7	95.3
Dec - 16	75.6	76.2	80.5	79.9	81.9	83.9	88.7
Jan - 17	76.0	77.7	82.8	85.9	79.3	85.5	84.7
Feb - 17	79.3	83.8	92.1	91.0	86.7	89.8	92.5
Mar - 17	88.1	86.9	91.3	92.8	92.8	96.6	98.1
Apr - 17	78.7	81.4	87.1	86.2	89.2	95.0	95.6
May - 17	72.5	73.3	75.3	72.4	74.3	91.2	92.4
Total Year	73.7	75.6	80.9	82.3	81.8	88.9	92.4

Three Year Occupancy							
	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Jun 14 - May 15	75.8	78.0	81.0	84.4	83.7	90.7	93.0
Jun 15 - May 16	76.1	77.0	81.7	83.5	82.8	88.5	92.6
Jun 16 - May 17	73.7	75.6	80.9	82.3	81.8	88.9	92.4
Total 3 Yr	75.2	76.8	81.2	83.4	82.8	89.4	92.7

ADR (Group1)							
	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Jun - 16	125.63	136.12	136.57	135.05	129.96	138.33	138.93
Jul - 16	141.34	135.73	127.10	124.88	125.40	148.07	155.93
Aug - 16	122.55	127.19	123.60	122.86	124.74	138.14	138.54
Sep - 16	122.88	116.63	120.20	130.03	125.89	133.67	138.05
Oct - 16	131.53	133.47	138.69	145.45	146.52	147.26	147.34
Nov - 16	137.51	135.24	141.03	144.02	151.18	160.71	160.23
Dec - 16	151.36	153.81	162.65	165.40	166.00	182.88	181.06
Jan - 17	209.17	206.14	211.89	193.77	191.10	199.57	210.09
Feb - 17	211.95	213.30	211.89	208.22	207.66	227.11	231.25
Mar - 17	203.30	203.46	201.78	201.75	200.59	208.23	219.40
Apr - 17	164.58	167.87	168.16	174.66	169.65	190.76	191.27
May - 17	141.78	141.95	140.40	137.33	137.49	155.03	156.75
Total Year	158.10	157.78	157.63	157.68	157.70	169.62	172.18

Three Year ADR							
	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Jun 14 - May 15	157.13	158.67	162.96	162.30	163.94	169.70	188.03
Jun 15 - May 16	156.35	160.20	160.36	161.73	162.45	169.31	172.57
Jun 16 - May 17	158.10	157.78	157.63	157.68	157.70	169.62	172.18
Total 3 Yr	157.85	158.90	160.32	160.57	161.38	169.54	170.92

RevPAR (Group1)							
	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Jun - 16	78.95	98.46	109.68	104.77	97.33	122.53	127.34
Jul - 16	116.25	116.94	110.74	113.45	114.32	137.21	151.91
Aug - 16	87.79	100.42	101.45	94.66	100.75	123.01	130.72
Sep - 16	75.14	67.18	82.39	99.38	86.86	102.91	123.42
Oct - 16	84.08	83.98	93.18	101.53	110.06	121.99	130.95
Nov - 16	97.23	97.55	109.98	132.32	134.53	152.18	152.75
Dec - 16	114.47	117.17	130.88	132.19	136.00	153.37	160.67
Jan - 17	158.90	160.27	167.07	166.37	151.56	170.54	177.97
Feb - 17	168.00	178.78	195.07	189.51	179.99	203.95	213.94
Mar - 17	179.06	176.87	184.30	187.18	186.11	201.05	215.34
Apr - 17	129.45	136.64	146.53	146.53	151.26	181.17	182.80
May - 17	102.83	104.00	105.78	106.30	102.11	141.43	144.91
Total Year	116.49	119.26	127.55	129.77	129.04	150.77	159.18

Three Year RevPAR							
	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Jun 14 - May 15	119.03	123.70	131.95	137.04	137.27	153.90	166.31
Jun 15 - May 16	120.48	123.34	131.01	134.98	134.46	149.90	159.87
Jun 16 - May 17	116.49	119.26	127.55	129.77	129.04	150.77	159.18
Total 3 Yr	118.66	122.11	130.17	133.90	133.58	151.52	158.45

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Occupancy (Group2)							
	Jun - 16	Sun	Mon	Tue	Wed	Thu	Sat
Jun - 16	69.7	60.5	65.3	70.5	68.7	69.3	77.1
Jul - 16	79.7	75.6	73.9	75.2	77.0	79.7	86.4
Aug - 16	72.7	66.6	71.3	72.2	70.2	72.5	79.3
Sep - 16	66.6	62.9	65.4	62.4	66.0	65.4	71.4
Oct - 16	65.5	59.6	60.7	64.3	64.1	66.4	70.3
Nov - 16	72.9	66.1	63.5	68.0	70.7	75.8	84.5
Dec - 16	75.6	70.2	72.0	73.4	73.1	75.6	81.5
Jan - 17	78.6	77.1	75.8	78.1	80.6	85.1	80.7
Feb - 17	84.9	78.9	81.4	85.3	84.9	86.6	90.5
Mar - 17	85.7	83.9	82.9	84.3	83.7	84.5	92.1
Apr - 17	80.9	75.9	75.8	79.2	79.7	81.8	87.3
May - 17	75.6	72.6	70.6	72.0	73.5	74.3	86.5
Total Year	75.6	70.9	70.9	73.6	74.2	75.4	83.3

Three Year Occupancy							
	Jun 14 - May 15	Jun 15 - May 16	Jun 16 - May 17	Total 3 Yr			
Jun 14 - May 15	72.3	72.7	75.2	72.7	78.1	83.2	84.4
Jun 15 - May 16	72.2	72.0	74.4	72.9	76.9	82.1	84.4
Jun 16 - May 17	70.9	70.9	73.6	71.8	75.4	80.7	83.3
Total 3 Yr	71.8	71.8	74.4	71.8	76.8	82.0	84.0

ADR (Group2)							
	Jun - 16	Sun	Mon	Tue	Wed	Thu	Sat
Jun - 16	132.72	124.71	129.35	133.37	130.83	129.60	138.63
Jul - 16	141.33	141.78	138.99	133.59	130.91	134.29	149.34
Aug - 16	128.20	124.60	125.91	123.81	121.70	125.83	137.18
Sep - 16	123.82	126.65	118.99	118.38	118.84	118.87	127.35
Oct - 16	142.90	138.59	135.74	141.91	142.22	142.32	150.07
Nov - 16	149.46	136.18	134.09	141.78	146.45	152.40	164.78
Dec - 16	176.25	158.85	161.17	166.61	172.45	174.27	191.61
Jan - 17	201.88	209.15	203.69	198.24	195.19	187.44	206.47
Feb - 17	214.19	209.09	203.99	208.99	202.59	207.71	225.94
Mar - 17	208.48	206.11	204.89	202.08	197.45	201.82	229.58
Apr - 17	185.55	177.24	179.13	182.60	177.83	180.17	197.67
May - 17	149.65	150.92	144.84	141.88	143.89	144.58	157.79
Total Year	164.58	161.90	159.45	159.50	157.88	160.01	173.42

Three Year ADR							
	Jun 14 - May 15	Jun 15 - May 16	Jun 16 - May 17	Total 3 Yr			
Jun 14 - May 15	154.47	154.13	156.30	154.30	158.39	167.12	167.55
Jun 15 - May 16	160.42	159.92	159.01	159.78	162.48	171.80	173.60
Jun 16 - May 17	161.90	159.45	159.50	160.28	160.01	173.42	177.38
Total 3 Yr	158.97	157.55	158.30	158.97	160.33	170.81	172.91

RevPAR (Group2)							
	Jun - 16	Sun	Mon	Tue	Wed	Thu	Sat
Jun - 16	92.51	75.49	84.42	93.99	89.85	89.84	106.61
Jul - 16	111.91	107.21	102.72	100.47	100.75	107.01	125.85
Aug - 16	93.24	83.03	89.78	89.39	85.40	91.27	107.13
Sep - 16	82.51	79.72	69.74	73.81	78.41	77.76	90.96
Oct - 16	93.63	82.57	82.39	91.29	91.15	94.46	105.53
Nov - 16	108.89	90.07	85.15	96.43	103.54	115.46	139.26
Dec - 16	132.54	111.59	116.03	122.28	126.14	131.69	149.75
Jan - 17	158.58	161.34	154.30	154.79	157.32	142.61	166.62
Feb - 17	181.93	164.97	170.81	178.32	171.99	177.87	198.79
Mar - 17	178.73	172.90	169.91	170.27	165.20	170.47	192.92
Apr - 17	150.09	134.56	135.78	144.61	141.76	147.36	170.33
May - 17	113.19	109.51	102.19	102.16	105.81	107.42	130.62
Total Year	124.38	114.81	112.97	117.44	117.19	120.67	147.72

Three Year RevPAR							
	Jun 14 - May 15	Jun 15 - May 16	Jun 16 - May 17	Total 3 Yr			
Jun 14 - May 15	111.71	112.01	117.47	112.07	123.74	139.07	141.44
Jun 15 - May 16	115.87	118.42	122.14	118.81	125.02	141.07	146.48
Jun 16 - May 17	114.81	112.97	117.44	112.07	120.67	140.00	147.72
Total 3 Yr	114.17	113.17	117.76	114.17	123.14	140.07	145.28



## **Facilities and Services - Hotel Indigo**

(Section F)

The Market Research for this Feasibility Study has revealed that there is sufficient demand for a 150-room upscale, select-service, lifestyle hotel. There are several franchises that would be appropriate to the site such as AC by Marriott Hotels, Curio by Hilton, and Radisson Blue by Carlson Hotels.

For the purposes of this study, Interim Hospitality Consultants has chosen Hotel Indigo by IHG International Hotels Group due to the repositioning of the existing Crowne Plaza of Hollywood, Florida to a Doubletree Hotel by Hilton in 2018.

The Market Research reveals that the hotel should incorporate an outdoor swimming pool, Fitness Center and a 100-person Meeting Room, along with complimentary transportation every 30 minutes to the Hallandale Public Beach at the Atlantic Ocean.

<b>Hotel Indigo Hallandale Beach, Florida Proposed Room Mix</b>	
<i>Room Type</i>	<i>Number</i>
King Studio	25
King Sofa Studio Suite	35
Queen/Queen Studio Room	25
Queen/Queen Executive Suite	30
King One Bedroom Executive Suite	25
King Celebration Studio Room	10
Total Rooms	150

Source: Interim Hospitality Consultants

## Projected Utilization of the Hotel

(Section G)

Based upon the occupancy of the Hotel Indigo, the proposed hotel's Total Market Penetration and underlying assumptions are summarized as follows:

1. *Leisure:* Due to the hotel's being marketed as the number one quality product in the upscale transient hotel classification, its' projected penetration of fair market share will range from 109.6% to 109.1% over the five-year projection period. If for any reason, the leisure business declines through seasonality or energy shortages, state and local commercial solicitation must be made to offset the decline.
2. *Commercial:* The fair market share of commercial business is projected to run from 109.6% to 109.1%. This can be achieved with a professional sales marketing effort enhanced by the uniqueness of this new type of hotel.
3. *Occupancy:* The projected occupancy should be attainable if the property is professionally operated in all facets, and business of the area continues to be positive. In years 3 to 5, additional competition may materialize to substantially reduce the projections.

These projections are based on estimates and assumptions are developed in connection with the Feasibility Study. However, certain assumptions may not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the projection period may vary from the forecasts, and the variations may be material.

<b>Hotel Indigo Hallandale Beach, Florida Projected Average Room Revenue (Current Year Dollars)</b>			
Year	Occupancy	Average Daily Rate	Room Revenue
2020	80%	175.00	7,686,000
2021	81%	182.00	8,071,250
2022	82%	189.00	8,485,160
2023	83%	197.00	8,952,170
2024	84%	205.00	9,453,780

Source: Interim Hospitality Consultants

## Financial Analysis

(Section H)

Projections of annual operating returns for the proposed hotel were prepared for five years, 2020 through 2024. The projections are based on the results of operations of comparable facilities and our conclusions regarding the environment in which the proposed hotel would operate.

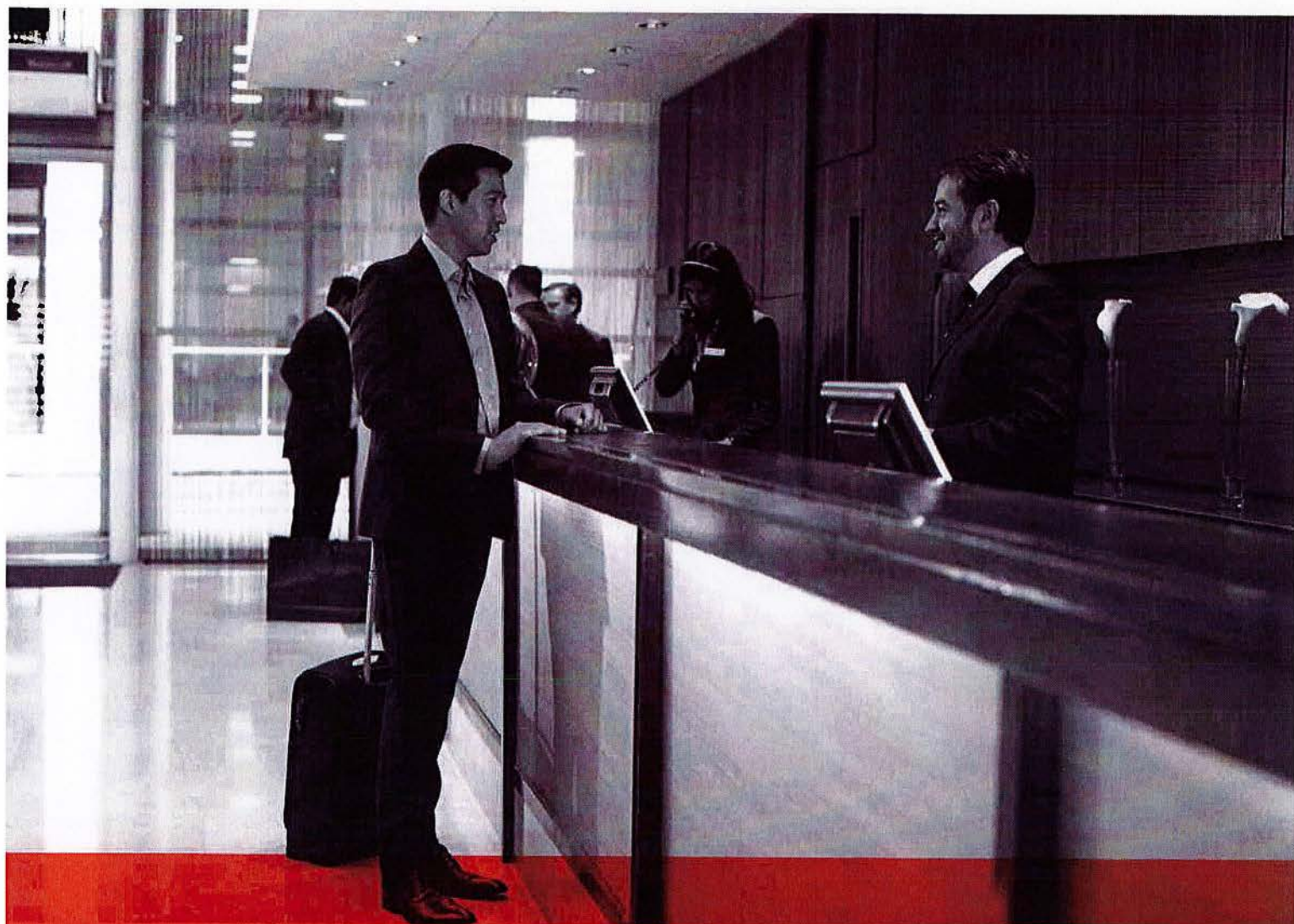
<b>Hotel Indigo Hallandale Beach, Florida</b>			
<b>Year</b>	<b>Total Revenue</b>	<b>Net Operating Income Before Debt Service</b>	
2020	\$8,770,670	\$4,172,880	47.6%
2021	\$9,203,810	\$4,510,700	49.0%
2022	\$9,668,110	\$4,894,280	50.6%
2023	\$10,187,100	\$5,237,510	51.4%
2024	\$10,564,980	\$5,610,230	53.1%

Source: Interim Hospitality Consultants

## Information on InterContinental Hotels Group (IHG)

Information on InterContinental Hotels Group (IHG) is presented at the end of Section B of this Feasibility Study.





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Hampton

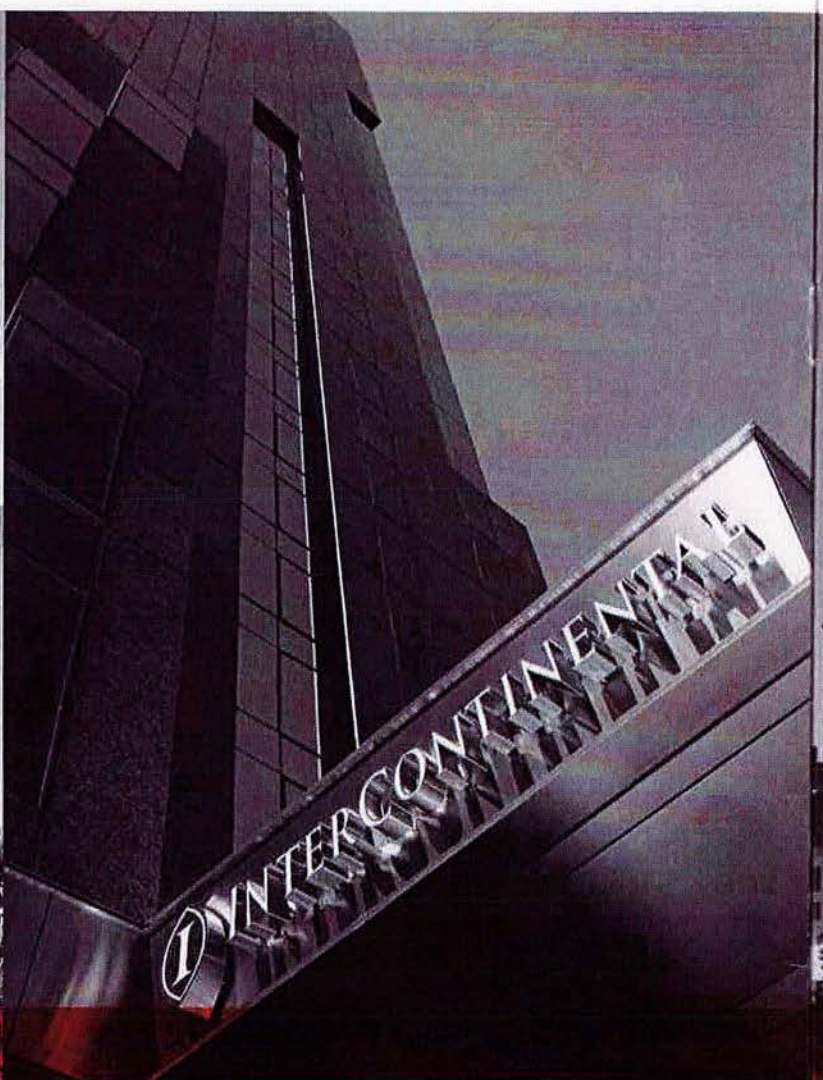
Hampton

STAYBRIDGE  
SUITES

CANDLEWOOD  
SUITES

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Club



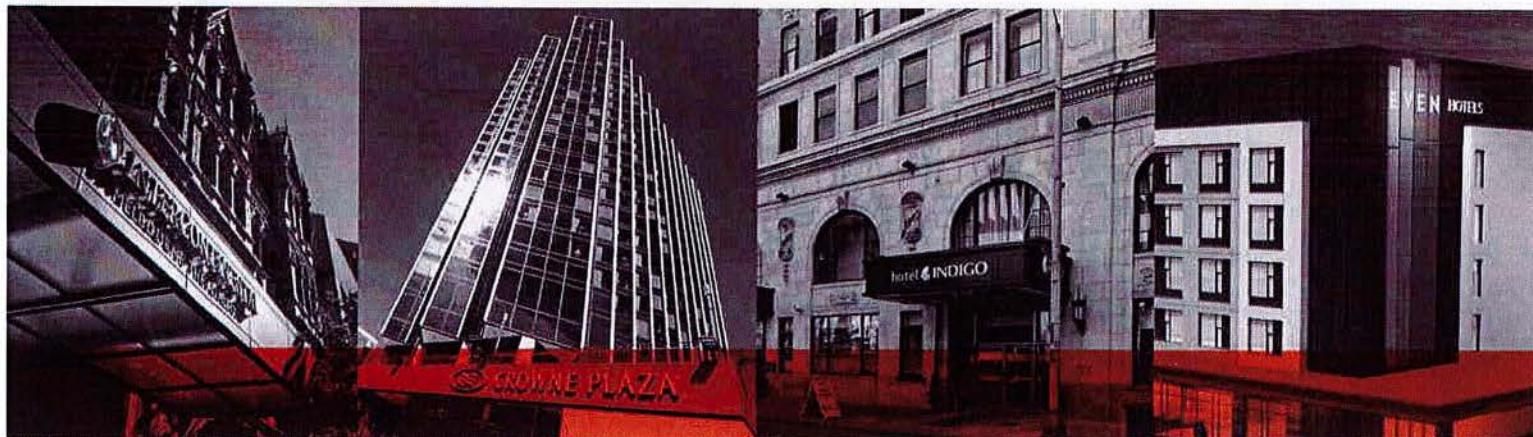


*Welcome*









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\* IHG is the world's largest hotel group by numbers of rooms.