

Proposal for Marina Redevelopment & Operation

St. Petersburg, FL



Proposed St. Petersburg Municipal Marina (Central Basin)

Agenda

03 *Redevelopment & Management Team*

56 *Timing of Redevelopment & Phasing*

17 *Reference Projects, Experience & Qualifications*

58 *Restaurant Redevelopment & Operation*

35 *Financial Information*

64 *Appendix A*

43 *Narrative Response*

73 *Appendix B*

49 *Depiction of the Redevelopment*

Redevelopment &
Management Team



Who Are We?

Safe Harbor Marinas is the largest and most diversified network of marinas anywhere in the world

Puerto Rico

Safe Harbor Timeline

Brewer Yacht Yards

Merges with Safe Harbor portfolio nearly doubling our size to 63 locations

Our Leadership

Safe Harbor appoints Baxter Underwood as Chief Executive Officer

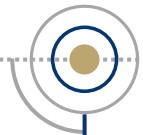
Sun Communities

Safe Harbor merges with Sun Communities, Inc. providing an unparalleled opportunity to expand and invest in our boating network

Savannah Yacht Center

Safe Harbor acquires a premier deep-water superyacht refit, repair and maintenance facility, becoming the largest service provider for vessels over 200' in the Western Hemisphere

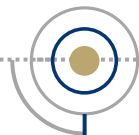
Our Launch



Safe Harbor Marinas forms with 31 locations across 12 states

2017

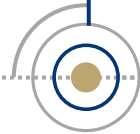
2019



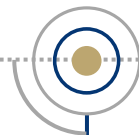
Newport Shipyard & New England Boatworks

Newport Shipyard and New England Boatworks join the Safe Harbor family, adding an iconic yachting destination to the network of 86 locations

2020



2021



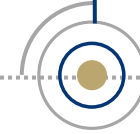
Rybovich

Rybovich, the premier US destination and service provider for the superyacht industry, joins the Safe Harbor family

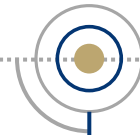
Puerto Del Rey

Joins the Safe Harbor family as our first marina in the Caribbean

2023



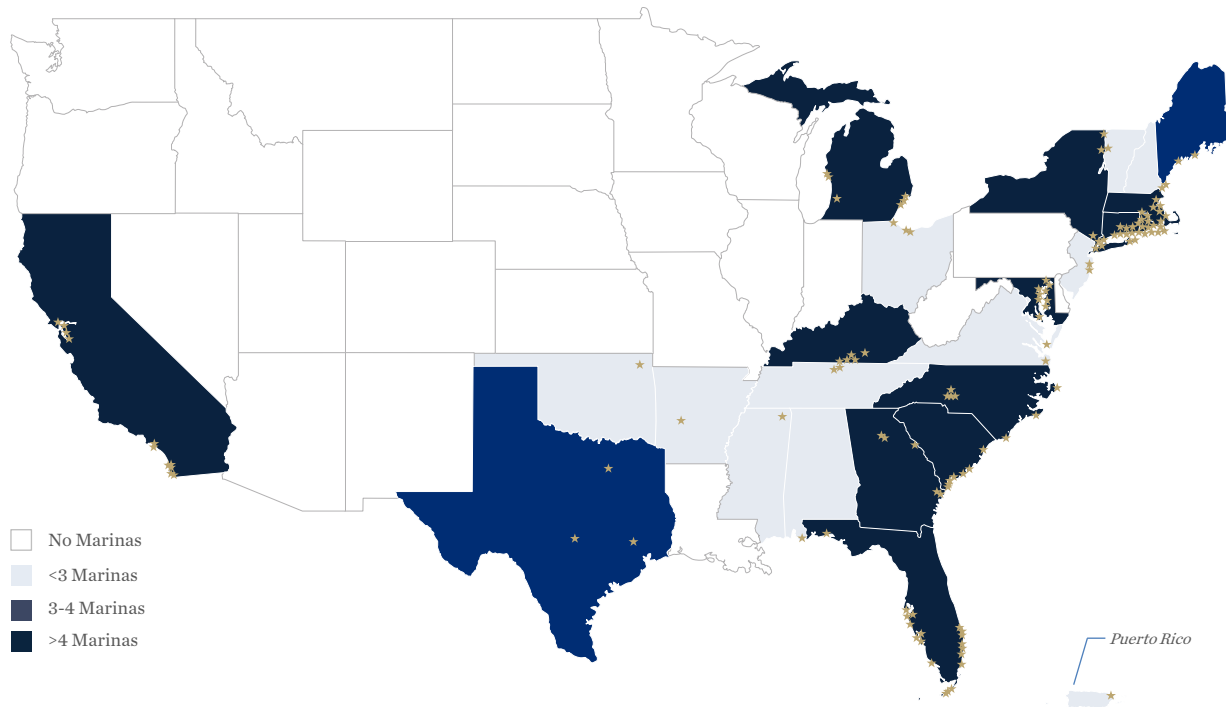
Our Future



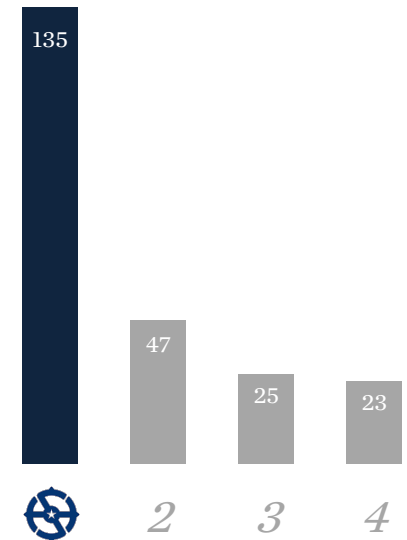
Safe Harbor operates 135 marinas in 24 states & Puerto Rico. We strive to enhance your time on the water through expansion, innovation, and constant improvement. You'll be excited to see what we do next

Safe Harbor Overview

135 Owned marinas ⁽¹⁾	~39,000 Wet slips	~9,000 Dry racks ⁽²⁾	~14,000 Spaces for outside land storage	24 States and Puerto Rico	25 Municipal Owned Marinas	~48,000 Members	20 Florida Marinas	~3,000 Florida Wet Slips
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Unrivaled Among Competitors
Unmatched in scale, portfolio quality and depth of network offering



Note: Stars on map may indicate locations of more than one marina

- As of June 2023, Safe Harbor owns 135 marinas
- Dry Racks include Indoor Storage

Florida Network



Nicknamed the “Sunshine State”, Florida is credited with the most tourism in the south. Touching 8,435 miles of coastline, the impressive east coast state is perfect for Safe Harbor and the 20 properties located in the southern region. The state has the largest number of US registered vessels at 8% and is strategic to Safe Harbor’s transient network.



Highlights⁽¹⁾

295 Acres	3,000 Wet Slips	20 Marinas
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1. As of June 30th, 2023

Experienced Management Team

Safe Harbor is managed by an experienced team of industry executives and will continue to drive day-to-day operations and identify future marina investment opportunities

Baxter Underwood
Chief Executive Officer

Prior experience acquiring & managing lifestyle assets, including marinas

Former CIO of CNL Lifestyle Properties



*Executive Leadership
on Safe Harbor
platform since the start*



Marshall Funk
Chief Strategy Officer

Co-founder of Safe Harbor Marinas

Owner & operator of Harborage Marina at Bayboro

A Proven Track Record



Operationally-focused executives with significant marina industry experience



Built regional management & business development infrastructure with consistent operational strategy & approach



Successfully acquired and integrated 135 marinas



In-house construction and development team



Management equity stakes & incentives ensure full alignment

Experienced
Department
Leads



Rives Potts
President



James Phylfe
Chief Resource Officer



Brad Alesi
Chief Marketing Officer



Humza Ahmed
Executive Vice President of Finance



Meagan Thompson
Chief Accounting Officer



Jason Hogg
Executive Vice President of Investments



Peter Clark
Chief Development Officer



Jake Tenney
Executive Vice President of Strategy

Critical Team Members



JASON HOGG

Executive Vice President of Investments

With a background in finance and accounting, Mr. Hogg has worked in marinas and related real estate since 2010 and was integral to the launch of Safe Harbor Marinas. In 2015, he led the underwriting and negotiation of what culminated in the simultaneous merger and acquisition of 27 marinas and a 30-year-old marina management company, which marked the beginning of the Safe Harbor voyage.

Mr. Hogg has seen a range of marine related and waterfront real estate. He has evaluated and underwritten more than 400 marina related opportunities. Backed by the incredible team at Safe Harbor he successfully negotiated and led the closing of more than 130 marina assets with a transaction volume in excess of \$2 billion, making Safe Harbor the largest owner operator of marinas in the world.

In the decade prior to joining Safe Harbor, Mr. Hogg spent time in restaurant operations and various management and accounting roles with a leading casual dining restaurant company before moving on to a small tax firm in Dallas, where he worked closely with individuals and small businesses on numerous finance and tax related services. The practical and relational experience gained in these previous stops continue to serve Mr. Hogg today.

In addition to his duties with Safe Harbor, Mr. Hogg is a Principal at Waterview Marinas, a family-owned marina operating company with a portfolio of 8 marinas in 3 states that includes the Harborage Marina and Dry Stack in St. Petersburg, FL.

Critical Team Members



PETER CLARK
Chief Development Officer

Mr. Clark has worked in the field of coastal engineering and waterfront development since 2005. He has inspected, designed and overseen the construction of a wide range of coastal, waterfront and harbor structures including commercial and residential bulkheads, seawalls, breakwaters, groins, piers, revetments, and marina facilities.

In addition to construction-related services, Mr. Clark has been integral in the early stages of waterfront development projects. He has been extensively involved in the planning, permitting, and design phases of marina specific projects. Mr. Clark places a premium on a seamless transition between the recreational waterfront and upland complements. This level of experience was gained from his previous involvement with Applied Technology and Management, where he had the opportunity to work on projects throughout the US East Coast, Caribbean, and the United Arab Emirates.

Prior to joining Safe Harbor, Mr. Clark played an integral role in the development of the San Francisco waterfront in preparation of the 2013 Americas Cup. As part of the Clausen Engineers Team, Peter worked directly with Americas Cup Race Management and individual Cup teams to lead the design and entitlements process for Piers 30/32, 27/29, and the Marina Green - Americas Cup Village. This project was unique in that it was to be planned and constructed in a very brief 12-month time frame for which it would then be utilized for an event lasting only 3 months.

Further, it was to provide a hub for 3 key user groups: America Cup teams with capabilities to lift, launch, and service state of the art 72' catamarans; superyachts as large as 300', which were to be berthed directly adjacent to the primary race village; and lastly the thousands of spectators who were to be folded directly into the overall experience. The project was a great success and subsequently the superyacht mooring facility at Pier 27 won the 2014 Wortley Award for innovation in marina design, presented by Marina Dockage magazine and the University of Wisconsin – Madison.

In addition to his professional career, Peter's personal life revolves around the water. Growing up sailing in Narraganset Bay in Rhode Island, Peter moved on to captain the Sailing Team at the University of Rhode Island. This led to many opportunities to compete in World and US Championship events, the Newport to Bermuda Race, and countless other local and regional competitions. He is an active member of the New York Yacht Club, prior Board Member at Sail Newport, and prior member of the City of Newport Waterfront Commission.

Critical Team Members



STEVEN DRISCOLL
VP of Construction & Development

Steve Driscoll joined the Safe Harbor team in 2016 after a seven-year career as a Construction Superintendent for JE Dunn Construction. Steve's focus was on healthcare renovations, and he successfully completed over ten projects for Children's Medical Center in Dallas, Texas. He was also an instrumental member of the JE Dunn team on the Our Lady of the Lake Heart and Vascular Tower Addition, a \$121 Million expansion to an existing hospital in Baton Rouge, Louisiana. His experience also included office building renovations and a three-story research building with a hardened data center at the Norman campus of the University of Oklahoma.

Upon joining Safe Harbor as Construction Manager, Steve as managed a wide range of projects including leading the reconstruction efforts of damaged assets at five different properties following Hurricane Irma. Steve's duties included interfacing with Safe Harbor's insurance consultants, issuing bid packages and awarding contracts following the hurricane, and then managing the projects onsite as well as remotely. Steve was successful in empowering marina managers to assist in this process. The bulk of Steve's work is preconstruction and construction management of capital expenditure projects. He frequently interfaces with Architects, Engineers, Dock Fabrication Companies, as well as Safe Harbor staff and stakeholders, whose buy-in is critical to the approval and success of these projects.



LES KEY
VP of Construction & Development

With more than 10 years experience in the design and construction industry, Les has been praised as a key asset in the integration of the end user into the design process. An Architecture graduate of Texas Tech University with a minor in Interior Design; his time in Lubbock was one that opened his eyes to a solid understanding of technical details and an appreciation for the craft in design. Through his relationships with local artisans, Les found a talent and appreciation for mill work and furniture design, which follows him to this day.

Attending the Graduate Architecture program at the University of Michigan, Les was introduced to the realm of Digital Fabrication, Theory, and Real Estate Development while working toward a final Master's Thesis focusing on the shift in current real estate trends from known typologies of urban sprawl to pedestrian dominant urbanism.

Following a 2009 guest lecture by Tim Brown, he became intrigued by the concept of Design Thinking. This brought to the forefront the concepts intertwined in his values that Architecture goes beyond the mere construction of a facade; but is a lifestyle of thinking that can be about more than a physical object. It presents a style of approach that more often moves beyond the physical into a complex system of organizational inner workings and relationships.

Critical Team Members



MATTHEW ALBERT
VP of Construction & Development

Matt Albert began working with Safe Harbor in early 2021 supporting properties in North Carolina and Georgia as a construction Project Manager. During the year, his duties expanded as a Regional Construction Director including additional oversight and support for our West Florida properties. Mr. Albert graduated from the University of Phoenix where he studied Business Management. His professional background includes eleven years in the Technology Sector including Enterprise Service Delivery Leadership and Account Management roles with Digital Equipment Corporation and Compaq Canada.

Prior to joining Safe Harbor Mr. Albert worked as an Independent Marine Construction Consultant, offering guidance and project leadership on several Marina construction projects. He also spent four years as a Certified Wilderness Search and Rescue Team Leader and enjoys all things outdoors. Today Mr. Albert's scope of work includes RFP and vendor management, forecast planning, business case development, insurance claim negotiation, acquisition evaluation and all facets of upland and over water construction project management.

Critical Team Members



KATHERYN BURCHETT

Executive Vice President of Western Operations

With over 20 years of experience in operations, brand building and marketing, Katheryn Burchett joined Safe Harbor Marinas in 2018. Ms. Burchett oversees all aspects of operations management in the Safe Harbor West Group with 72 locations and ~27,000 Members.

She leads marina teams with a focus on serving Safe Harbor Members and being a steward of the properties and the environment. Working alongside partners such as the Army Corp of Engineers, numerous municipalities, and local businesses, the Safe Harbor operations team provides amenities and personalized service so that Safe Harbor Members and transient boaters enjoy memorable experiences on and off the water. Ms. Burchett works closely with the regional and local marina leadership to operate the marinas with expertise and efficiency, with an emphasis on safety, teamwork and hospitality.

In addition to her role at Safe Harbor, Ms. Burchett is a Board Director of the Association of Marina Industries. She is involved in the AMI annual conference and served as the moderator for the general session panel “Future of Boat Design Panel” earlier this year. Ms. Burchett was a keynote speaker the US Super Yacht Association’s Inspire Initiative, which supports women in the boating industry.

Prior to joining Safe Harbor, Ms. Burchett was a member of the leadership team at JCPenney. She held executive positions in real estate, operations, marketing and merchandising during her time at JCPenney. Ms. Burchett is a graduate of Mount Holyoke College and received her MBA from the University of Connecticut.

Critical Team Members



JANE KIRKMAN

Regional Vice President, AL-FL West

Jane E. Kirkman joined Safe Harbor Marinas in January of 2017 upon Safe Harbor's acquisition of Cape Harbour Marina in Cape Coral and Burnt Store Marina in Punta Gorda. Ms. Kirkman joined the company as Controller and in May 2018 was promoted to Regional Business Manager, serving five marinas on the west coast of Florida. In November, 2019 she became the Regional Vice President of Florida West/Alabama and currently oversees nine marinas in Florida and Alabama: Safe Harbor Calusa Island (Goodland, FL), Safe Harbour Cape Harbour (Cape Coral, FL), Safe Harbor Burnt Store (Cape Coral, FL), Safe Harbor Pineland (Bokeelia, FL), Safe Harbor Siesta Key (Siesta Key, FL), Safe Harbor Pier 77 (Bradenton, FL), Safe Harbour Regatta Pointe (Palmetto, FL), Safe Harbor Emerald Coast (Niceville, FL), Safe Harbor Sportsman (Orange Beach, AL)

In the role as RVP, with an annual budget of \$34 million, Ms. Kirkman is responsible for the financial analysis of operational results, evaluates the efficiency of business procedures according to organization objectives, assists with operational strategic initiatives and negotiates leasing terms for approximately 140 commercial office and commercial slip lease agreements. The region serves approximately 1025 wet slip Members and 2620 Dry Stack Members. Along with the nine General Managers and approximately 175 employees, the Safe Harbor Florida West staff achieves outstanding financial results and delivers excellent customer service.

Prior to Safe Harbor, from 2004 to 2015, Ms. Kirkman was the Controller for Realmark Development, LLC and worked for William J. Stout, Jr. Realmark developed upscale communities in the southeastern United States, specializing in unique waterfront and marina developments. Cape Harbour was the flagship development of Realmark Development, and this yachting community offers luxury waterfront and off water homes on 35 acres in Cape Coral. It was Cape Coral's first mixed-use community, offering townhomes, villas, mid-rise and high-rise condominiums and restaurants and retail shopping. The marinas were sold and managed under Westrec Marinas from 2015-2017.

From March 1989 to August 2002, Ms. Kirkman held two positions, Controller and Director of Operations, for SunStream Hotels and Resorts, a real estate developer on Fort Myers Beach and Naples, Florida. Several of the signature hotel/resort/condominium properties included Diamondhead Beach Resort, Gullwing Beach Resort, Pointe Estero Resort and Santa Marina Resort.

Ms. Kirkman has thirty-three years of experience in the hospitality industry with a career focus in financial, construction, operations and management of hotels, condominium and marinas. She has resided in Lee County for forty-two years, raising two children.

Critical Team Members



TIMOTHY SARGENT

Executive Vice President of International Operations

Timothy W. Sargent, Jr. joined Safe Harbor Marinas in January of 2021 upon Safe Harbor's acquisition of Rybovich Superyacht facilities. Prior to joining Safe Harbor, Mr. Sargent was a key leader of the financial team at Huizenga Holdings, Inc., a diversified company that manages the Huizenga Family-owned businesses and real estate assets, starting in March of 2004. One of Mr. Sargent's responsibilities as part of the financial team at Huizenga Holdings, Inc. was to serve as the Chief Financial Officer of Rybovich Boat Company, LLC, a super yacht marina and refit facility based in West Palm Beach, Florida. Mr. Sargent was responsible for the company's financial strategy, treasury management, risk management, legal matters, and business management.

From December of 1998 to March of 2004 Mr. Sargent was the Director of Tax and Controller for SDA Enterprises, Inc., an investment holding company for the Abraham family. Some of SDA Enterprises, Inc.'s holdings included Slim-Fast Foods Company, Inc. and Thompson Medical Company, Inc. While with the Abraham family Mr. Sargent worked with the management teams at Slim-Fast and Thompson to divest of various brands and eventually sell Slim-Fast to a public conglomerate in a cash transaction valued at \$2.3 billion. Mr. Sargent was responsible for the accounting, tax planning, tax compliance, risk management, and legal matters for the various family assets.

Mr. Sargent started his career with Arthur Andersen LLP in September of 1994 and was promoted to Tax Manager where his responsibilities included tax planning and compliance for corporations (domestic and international), partnerships, trusts and high net worth individuals.

In May of 2011, Mr. Sargent was appointed by Governor Rick Scott to serve on the Governing Board of the South Florida Water Management District. With an annual budget of over \$800 million, the District is responsible for managing the water resources, environmental resources and providing flood control for 8.1 million residents in South Florida.

Mr. Sargent holds a Bachelor of Accounting degree and Master of Accounting degree, with a tax concentration from The Florida State University. He is a Certified Public Accountant licensed in the state of Florida and is a member of the American Institute of Certified Public Accountants and the Florida Institute of Certified Public Accounts.

Critical Team Members



CAROLINA CORRAL

Regional Vice President, International South

Carolina Corral joined Safe Harbor in September of 2021 upon Safe Harbor's acquisition of Marina Puerto Del Rey. Ms. Corral serves as the Regional Vice President of International South and currently oversees three state-of-the-art superyacht facilities: Safe Harbor Lauderdale Marine Center, Safe Harbor Charleston City, and Safe Harbor Puerto Del Rey.

Prior to joining Safe Harbor, Ms. Corral was a key leader of the executive team at Putnam Bridge, LLC, an investment firm that specializes in the acquisition and development of distressed real estate assets and was also the former owner of Marina Puerto Del Rey. Ms. Corral held several senior positions at Putnam Bridge. She served as Chief Executive Officer of Marina Puerto Del Rey as well as the Chief Operating Officer of Putnam Bridge, overseeing the day-to-day management of all assets located in Puerto Rico. She joined the organization in 2013 as Special Assistant to the CEO where she eventually became the Chief of Staff and later Executive Director of Marina Puerto Del Rey.

Before joining Putnam Bridge, Ms. Corral was an Associate at Lozada Law & Associates where she excelled in the bankruptcy field. As a law student in Villanova School of Law, Ms. Corral immersed herself in different endeavors; she held a clerkship at the U.S. Court of Appeals for the First Circuit and an internship for Copyrait International Lawyers in Spain. Her campus experience was filled with a myriad of extracurricular activities including being a member of the Dean's Student Advisory Committee, President of the Hispanic Law Association, volunteering for different entities and serving as translator and interpreter for the school's Immigration Clinic. Ms. Corral is fluent in English and Spanish and is proficient in Italian.

With a demonstrated history of working in the hospitality and asset management industry, she is skilled in Corporate Law, Customer Service, Human Resources, Critical Thinking, and Contract Negotiation. She is a strong business development professional with a Juris Doctor focused on Corporate Law from Villanova University School of Law. She also holds a B.A. in Sociology with minors in Business, Psychology and Italian from Villanova University.

In January of 2022, Ms. Corral was welcomed as a new board member of the Water Revolution Foundation, a non-profit organization focused on the sustainability in Superyachts.

Reference Projects, Experience, & Qualifications



SAFE HARBOR

— SOUTH FORK —

Ft. Lauderdale, FL

PROJECT NAME

Marina Development

PROJECT DESCRIPTION

Safe Harbor South Fork is a 24-slip development marina located on a five-acre site adjacent to the premier US superyacht destination and service provider, Safe Lauderdale Marine Center. Through combined operations, the marina serves multiple purposes. With over 100-full time employees, the facilities are home to hundreds of marine-centric tenants and contractors, to captains seeking storm refuge or for on-site meetings, and to brokers to use for showings of their foreign-built since it's a Foreign Trade Zone.

TIMELINE

2019-2022

CAPITAL SPEND

\$25,000,000

ROLE

Owner & Operator

PROJECT IMPROVEMENTS

- Additional 24 wet slips
- Up to 150' vessels
- 2.495' floating dock system
- On-site storage units
- Functional clubhouse
- Marina management office

KEY PERSONNEL & REFERENCES

Peter Clark

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Jason Hogg

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SAFE HARBOR

— CHARLESTON CITY —

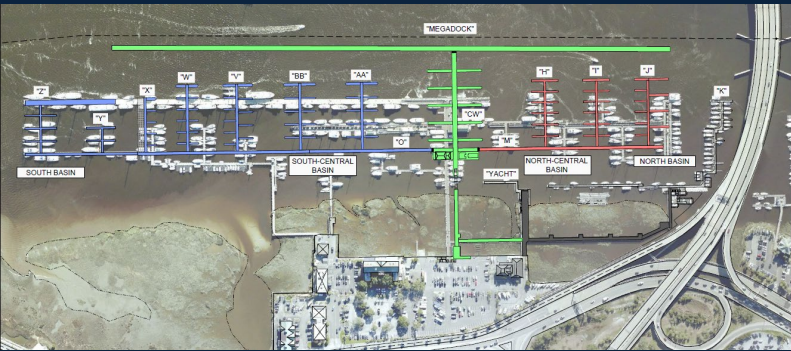
Charleston, SC

PROJECT NAME

Marina Expansion and Redevelopment

PROJECT DESCRIPTION

Previously named ‘Marina of the Year’ by Marina Dockage magazine, Safe Harbor Charleston City is a beautiful intracoastal marina and a premier boating destination to some of the most prestigious yachts in the world. Partnered with the City, Safe Harbor is currently in process to expand and redevelop the marina and slip layout. This new layout will include an additional 6,000 feet of dockage and feature a 2,234’ MEGADOCK, soon to be one of the largest fuel dock in the world.



TIMELINE

2022-2025

CAPITAL SPEND

\$40,000,000

ROLE

Owner & Operator

PROPERTY IMPROVEMENTS

- Redesign and replacement of 10+ docks, adding 6,000 feet of dockage and expanded MEGADOCK to 2,234 feet
- Ability to host the largest vessels in the world of over 455’
- Addition of five new high-speed diesel fuel dispensers
- Beer Cave retail expansion
- Development of member welcome center

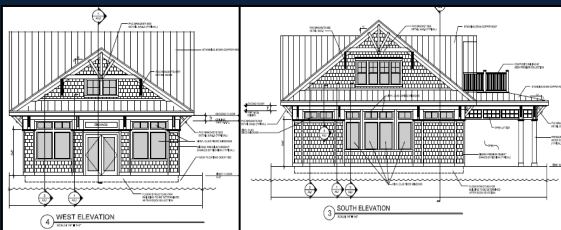
KEY PERSONNEL & REFERENCES

Peter Clark

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SAFE HARBOR

— PORT PHOENIX —

North Fort Myers, FL

PROJECT NAME

Hurricane Ian Response & Acquisition Investment

PROJECT DESCRIPTION

Safe Harbor Port Phoenix is located on the Caloosahatchee River directly across from Fort Myers. Safe Harbor entered into a long-term lease agreement with Lee County to redevelop the site into a wet and dry slip marina with a premier waterfront restaurant. During the initial design development phase of the lease, Lee County experienced devastating impacts to Hurricane Ian, whereas the site pivoted for use as a vessel triage facility. This use will continue through 2024, at the conclusion construction will commence on the planned development.

TIMELINE

2022-2023

CAPITAL SPEND

\$12,000,000

ROLE

Owner & Operator

PROPERTY IMPROVEMENTS

- Vessel triage center
- Travel lift improvements, purchase of a 35-ton travel lift
- Site improvements (paving, landscaping, sidewalks)

KEY PERSONNEL & REFERENCES

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Jane Kirkman

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SAFE HARBOR

– SOUTH HARBOUR VILLAGE –

Southport, NC

PROJECT NAME

Hurricane Isais Rebuild

PROJECT DESCRIPTION

Safe Harbor South Harbour Village was impacted by Hurricane Isais in early August 2020. In only ten months time, teamwork rebuilt the marina back stronger with new full-length fingers, in-slip refueling, and docks built with steel pilings instead of wood.

TIMELINE

2020-2021

CAPITAL SPEND

\$3,500,000

ROLE

Owner & Operator

PROPERTY IMPROVEMENTS

- New full-length fingers
- Addition of in-slip refueling
- New docks constructed with steel pilings
- Installation of wave attenuation dock
- Dredging

KEY PERSONNEL & REFERENCES

Peter Clark

Chief Development Officer

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Michael Bianchi

General Manager

Safe Harbor South Harbour Village

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SAFE HARBOR

— REGATTA POINTE —

Palmetto, FL

PROJECT NAME

Marina Redevelopment and Dock Conversion – Fixed to Floating

PROJECT DESCRIPTION

Safe Harbor Regatta Pointe is a 301-slip marina with breathtaking views of the picturesque Manatee River. Partnered with the City of Palmetto, Safe Harbor is actively investing in upland and overwater marina improvements including several amenity and dock revitalization projects.

TIMELINE

2019-2024

CAPITAL SPEND

\$7,500,000

ROLE

Owner & Operator

PROPERTY IMPROVEMENTS

- Conversion of five docks from fixed to floating
- Addition of two poolside restrooms
- Rehabilitation of two fixed docks
- Structural repairs to the Harbor Master Building
- Replacement of floating bathhouse
- Full renovation of onsite outdoor restaurant and bar

KEY PERSONNEL & REFERENCES

Matthew Albert

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SAFE HARBOR

SPORTSMAN

Orange Beach, AL

PROJECT NAME

Hurricane Sally Rebuild & Acquisition Investment

PROJECT DESCRIPTION

Safe Harbor's acquisition of Safe Harbor Sportsman was soon followed by Hurricane Sally. Many of the anticipated investment projects took on a new dynamic when faced with building back both upland and over water. Marina redevelopment became a priority with new floating docks including a Bellingham breakwater dock deployed to protect the investment in new docks.

TIMELINE

2020-2024

CAPITAL SPEND

\$18,500,000

ROLE

Owner & Operator

PROPERTY IMPROVEMENTS

- Redesign and deployment of floating docks, including 124 wet slips and 287' lay wall for larger vessels
- Rehabilitation of 100 courtesy slips
- Renovations to two waterside restaurants
- Replacement of 1000+ feet of bulkhead
- Replacement of two forklifts supporting dry storage facilities

KEY PERSONNEL & REFERENCES

Matthew Albert

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Jane Kirkman

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SAFE HARBOR

BURNT STORE

Punta Gorda, FL

PROJECT NAME

Marina Refresh and Hurricane Ian Recovery

PROJECT DESCRIPTION

Since acquiring Safe Harbor Burnt Store, we have made significant investments in the property. Situated over two large basins, the marina includes 526 wet slips and 418 dry. Upland improvements to the dry storage facilitates expanded both the quantity and size of vessels the marina could accept. These improvements include several thousand feet of seawall replacement. On the water, Safe Harbor continues to refresh docks, some migrating from fixed to floating and others being enhanced with boat lifts. Hurricane Ian impacted upland operations and caused damage to several fixed and floating docks. All but three docks have been restored or replaced and post storm upland remediation and repairs are nearly 100% complete.

TIMELINE

2019-2024

CAPITAL SPEND

\$24,000,000

ROLE

Owner & Operator

PROPERTY IMPROVEMENTS

Pre-Hurricane Ian:

Dry storage upgrade, three docks replaced, site improvements (paving, landscaping, sidewalks), shoreline work, and bulkhead replacement

Post-Hurricane Ian:

Full upland operations back in use, remediation of commercial & retail space, three replacement docks installed and in-service, three docks pending installation, 1,500 feet of bulkhead replacement is in progress with an additional 5,000 feet forecasted

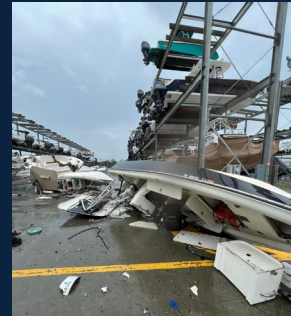
KEY PERSONNEL & REFERENCES

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SAFE HARBOR

— CAPE HARBOUR —

Cape Coral, FL

PROJECT NAME

Hurricane Ian Recovery

PROJECT DESCRIPTION

Safe Harbor Cape Harbour is a Cape Coral multi-use site that includes commercial/retail space alongside wet and dry slips. The facilities saw several feet of storm surge and approximately 25,000 square feet of finished space that took water damage. Recovery efforts include full remediation and put back of multiple commercial tenant spaces. This fully permitted project saw the first restaurant reopen without restrictions just 32 days after Hurricane Ian made landfall. Ongoing investments in replacement roofs and decks continue.

TIMELINE

2022-2024

CAPITAL SPEND

\$5,000,000

ROLE

Owner & Operator

PROPERTY IMPROVEMENTS

- Full restoration of 25,000 square feet affected by storm surge
- Roof replacement for three large commercial buildings
- 2,300 square foot deck replacement completed, with 4,300 square feet to follow in 2024
- One replacement marine forklift set for delivery in 2024

KEY PERSONNEL & REFERENCES

Matthew Albert

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Jane Kirkman

*Regional Vice President, Florida West
Safe Harbor Marinas
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SAFE HARBOR

PIER 121

Lewisville, TX

PROJECT NAME

Storm Redevelopment

PROJECT DESCRIPTION

Safe Harbor Pier 121 is located on recreational boating haven, Lake Lewisville. Situated on 355+ acres, the marina offers 1,000+ wet slips along with outside storage. The facilities were impacted by a severe windstorm in early March of 2023 which caused significant damage to several docks, affecting 600+ slips. Recovery efforts include full remediation, hazard mitigation/demolition, and replacements and restorations of several docks. Safe Harbor has created strategic improvements to the marina design build for future storm resilience.

TIMELINE

2023-2025

CAPITAL SPEND

\$36,500,000

ROLE

Owner & Operator

PROPERTY IMPROVEMENTS

- Reconstructed docks built to higher wind load standards per latest IBC
- Engineered pile design; piles will be driven to resistance, not dropped
- Right-sizing roof heights to LOA, not slip length
- Improve breakwaters and eliminate tire breakwaters

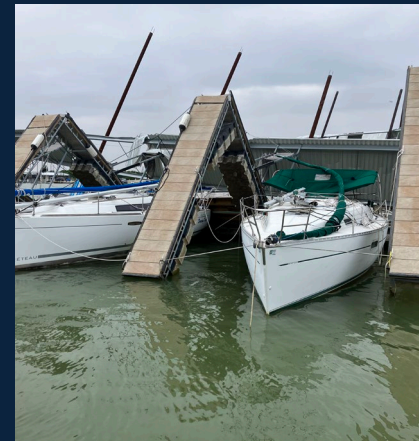
KEY PERSONNEL & REFERENCES

Steve Driscoll

VP of Construction & Development
Safe Harbor Marinas
E | sdriscoll@shmarinas.com

Jeff Durning

General Manager, CMM
Safe Harbor Pier 121
E | jdurning@shmarinas.com



Safe Harbor Municipality Experience



Safe Harbor has an unmatched track record of collaborating with municipalities, states, counties, cities, the US Army Corps of Engineers, and Port Districts



Safe Harbor has crafted many solutions for municipalities, including: direct purchase, long-term lease, revenue-sharing relations, and complex redevelopment commitments



We have reference letters from a sampling of three of Safe Harbor's existing municipality partners: City of Palmetto, Port of San Diego, Port of Ventura, and County of Ventura



Safe Harbor entered into a long-term lease with the city of Beaufort, SC to redesign and rebuild the Beaufort Downtown Marina



City of
PALMETTO
Florida

City of Palmetto: Safe Harbor Regatta Pointe

“SHM’s partnership with the City of Palmetto has enhanced the assets and increased usage and commerce. SHM has proven to be a professional and responsive stakeholder in the district, growing occupancy of the wet slips and providing excellent customer service SHM has improved the premises with capital expenditures far more than committed to by them.”

September 12, 2022

To Whom It May Concern:

I am writing a letter as Mayor of the City of Palmetto in support of Safe Harbor Marinas (SHM). SHM has been a subtenant in good standing with the City of Palmetto since it acquired its leasehold interest at Regatta Point in February 2019. Regatta Pointe is a 360 wet slip marina located in Palmetto, Florida on the Manatee River south of the Tampa Bay. Regatta Pointe also includes an arcade with waterfront restaurants, shops, and other businesses. Our city is very proud of the Marina and the new level that SHM has helped it achieve. It is well regarded by the local community and visitors alike.

SHM’s partnership with the City of Palmetto has enhanced the assets and increased usage and commerce. SHM has proven to be a professional and responsive stakeholder in the district, growing occupancy of the wet slips and providing excellent customer service. SHM has improved the premises with capital expenditures far more than that committed to by them. Safe Harbor has not only made needed repairs and slip improvements but has upgraded the shops and restaurants. Furthermore, SHM has ensured ADA accessibility as well as compliance with all state and federal regulations.

Our experience to this point has demonstrated that SHM is a steward of the environment and holds its obligations to its employees, boaters, and the community of the City of Palmetto in the highest regard.

Based on our experience, I can recommend Safe Harbor Marinas for any waterfront and marina development.

With Kind Regards,

Shirley Groover Bryant
Mayor



Port of San Diego: Safe Harbor Cabrillo Isle

“They have maintained the facility in a high standard, implemented environmentally sound best management practices, and continues to meet its obligations under the terms of the lease.”

October 17, 2019

Dear Ms. Pearson:

We understand that you are submitting for a similar lease in New York for the management of a marina. As part of your submittal, you have asked us to comment on Safe Harbor Cabrillo Isle’s (CIM) performance with the San Diego Unified Port District.

CIM has operated the marina in a very professional fashion since it assumed operations on December 5, 2015. The District enjoys a good landlord/lessee relationship with CIM. **They have maintained the facility in a high standard, implemented environmentally sound best management practices, and continues to meet its obligations under the terms of the lease.**

CIM has been a successful operator of the marina as they have continued to increase business since they assumed the leasehold. CIM has made efforts to improve the property and continue to find ways to make the property more attractive and better utilized. CIM is considered a tenant in good standing and has been a model operator of the leasehold.

Sincerely,



Penny Maus
Department Manager
Real Estate



VENTURA PORT
DISTRICT

Port of San Diego: Safe Harbor Ventura Isle

“Since acquiring the leasehold, SHM have shown to be excellent tenants who have made improvements to the marina and have increased the occupancy level.”

October 11, 2019

To Whom It May Concern

Safe Harbor Marinas (SHM) acquired the Ventura Port District owned leasehold of Safe Harbor Ventura Isle, a 760 wet slip marina, in April 2016.

Since acquiring the leasehold, **SHM have shown to be excellent tenants who have made improvements to the marina and have increased the occupancy level.**

Additionally, SHM brought the first ‘Seabin’ to the area, a new technology that vacuums trash out of the water proving their **visionary environmental stewardship**. SHM also added a boat club which has created a **new revenue stream** and public access to the marina as well as adding public picnic and game areas to the waterfront.

We would **recommend** Safe Harbor Marinas for any marina in the state. If you have any questions, I would be happy to share the success we’ve had with Safe Harbor Marinas.

Sincerely,

Brian D. Pendleton
General Manager



Port of San Diego: Safe Harbor Anacapa

“Safe Harbor Marinas has proven to be a professional and responsive stakeholder in the community, growing occupancy of the wet slips and enhancing the premises with capital expenditure upgrades.”

October 15, 2019

To Whom It May Concern:

Safe Harbor Marinas has been a tenant of the County of Ventura since it acquired its leasehold interest in Safe Harbor Anacapa Isle in April 2016. Anacapa Isle is a 425 wet slip marina located in the Channel Islands Harbor on the Pacific Coast of California in Oxnard.

Since the acquisition of that leasehold, Safe Harbor Marinas has proven to be a **professional and responsive stakeholder in the community, growing occupancy of the wet slips and enhancing the premises with capital expenditure upgrades**. Safe Harbor Marinas consistently makes rent payments in a timely manner and provides all financial reporting per the requirements of the master lease.

Safe Harbor Marinas promotes a safe, environmentally conscious boating experience and encourages access to the waterfront for all.

Sincerely,

A handwritten signature in blue ink that reads "Mark Sandoval".

Mark Sandoval
Harbor Director, Channel Islands Harbor County of Ventura

References

Annette Dahl

Department Manager | Port of San Diego

3165 Pacific Highway
San Diego, CA 92101

P | 619-686-6306

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Brian Pendleton

General Manager | Ventura Port District

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P | 805-642-8538

E | bpendleton@venturaharbor.com

Mark Sandoval

Harbor Director | County of Ventura

3900 Pelican Way
Oxnard, CA 93035

P | 805-382-3010

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References

Bill Prokop

City Manager | Beaufort, SC

1911 Boundary Street
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P | 843-525-7078

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Tom O'Brian

Director of Public Service | Charleston, SC

80 Broad Street
Charleston, SC 29401
P | 843-724-3777

E | obrient@Charleston-sc.gov

Mayor Shirley Bryant

Mayor | Palmetto, FL

516 8th Avenue West
Palmetto, FL 34221
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E | sbryant@palmettofl.org



Operational References



VENTURA COUNTY
HARBOR
DEPARTMENT



VENTURA PORT
DISTRICT

Safe Harbor recognizes that there are more details that will need to be discussed through the negotiation process, but as demonstrated with our many and varied current public partnerships, we have the experience to find the solutions to benefit everyone involved.

We desire to be the City of St. Petersburg premier partner of choice for marina management and look forward to continuing to discuss this opportunity with you.

Financial Information

Financial Strength and Capabilities



Safe Harbor makes up one third of Sun Communities, a publicly traded REIT listed on the New York Stock Exchange (NYSE:SUI) with more than \$25 billion of assets under management

Safe Harbor is the most well-capitalized organization in the marine industry with vast financial resources and an unmatched track record of investing in operating marinas with attractive growth profiles

Key Terms and Conditions

Capital Investment \$48,000,000

Source of Funds Safe Harbor will fund the entirety of the development and construction of the proposed project, without any financing contingencies or funding requirements from the City.

Lease Structure of Initial Term⁽¹⁾ During the Initial Term and construction period, Safe Harbor will pay the City of St. Petersburg an Annual Fixed Lease Payment of \$250,000. Safe Harbor will pre-pay the entirety of the Fixed Lease Payment of \$1,250,000 at the lease commencement date.

Lease Structure of Post Redevelopment Term Upon completion of construction and conclusion of the Initial Term, Safe Harbor will pay the City of St. Petersburg a Percentage Rent of 15% of Total Gross Revenues excluding Total Fuel and Retail Revenues, 5% of Total Retail Revenues, and a Participation Rent of \$0.05 on each gallon of fuel sold.

Termination Fee 15% annual yield required

1. As contemplated and outlined in the RFP

Revenue Earned by the City

(\$ in Thousands)	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Marina Revenues	\$5,510	\$5,620	\$5,565	\$5,675	\$5,785	\$6,433	\$7,672	\$8,568	\$9,441	\$10,498
Marina Expenses	\$4,040	\$4,110	\$4,070	\$4,150	\$4,230	\$5,060	\$5,501	\$5,969	\$6,388	\$6,843
Marina Operating Income	\$1,470	\$1,510	\$1,495	\$1,525	\$1,555	\$1,373	\$2,171	\$2,598	\$3,053	\$3,655
Annual Lease Payment to the City of St. Petersburg ⁽¹⁾	\$250	\$250	\$250	\$250	\$250	\$678	\$849	\$969	\$1,084	\$1,226

Projected Lease Payments to the City

Initial Term (5-Year)	\$1,250,000
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Post Redevelopment Term (20-Year Pro Forma)	\$34,475,000
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Aggregate Total Lease Payments	\$35,725,000
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1. Estimates based on proposed lease structure

Pro Forma P&L (Initial Term)

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue					
Slip Rental ⁽¹⁾	\$3,500	\$3,570	\$3,535	\$3,605	\$3,675
Commercial Lease	0	0	0	0	0
Retail	70	70	70	70	70
Fuel	1,900	1,940	1,920	1,960	2,000
Use Fees	35	35	35	35	35
Other Income	5	5	5	5	5
Total Revenue	\$5,510	\$5,620	\$5,565	\$5,675	\$5,785
<i>Growth</i>		2.0%	-1.0%	2.0%	1.9%
Cost of Sales					
Retail Sales COS	\$60	\$60	\$60	\$60	\$60
Fuel COS	1,625	1,650	1,630	1,665	1,700
Total Cost of Sales	\$1,685	\$1,710	\$1,690	\$1,725	\$1,760
Gross Profit	\$3,825	\$3,910	\$3,875	\$3,950	\$4,025
<i>Gross Margin</i>	69.4%	69.6%	69.6%	69.6%	69.6%
Operating Expenses					
Payroll	\$1,180	\$1,205	\$1,195	\$1,220	\$1,245
Repairs & Maintenance	165	170	170	175	180
Advertising	10	10	10	10	10
Lease Payment to City	250	250	250	250	250
General & Administrative	165	170	165	170	175
Other Operating Expenses	585	595	590	600	610
Total Operating Expenses	\$2,355	\$2,400	\$2,380	\$2,425	\$2,470
Net Operating Income	\$1,470	\$1,510	\$1,495	\$1,525	\$1,555
<i>NOI Margin</i>	26.7%	26.9%	26.9%	26.9%	26.9%

1. Slip rental growth assumptions for Year 1 is 0%, Year 2 is 2%, Year 3 is -1%, Year 4 is 2%, and Year 5 is 2%

Pro Forma P&L (Post Redevelopment)

	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
Revenue										
Slip Rental ^(1,2)	\$4,069	\$5,192	\$5,966	\$6,712	\$7,636	\$8,637	\$9,069	\$9,522	\$9,998	\$10,498
Commercial Lease	250	260	270	281	292	304	316	329	342	356
Retail	71	75	79	83	86	89	93	97	101	105
Fuel	2,000	2,100	2,205	2,315	2,431	2,553	2,680	2,814	2,955	3,103
Use Fees	35	37	39	41	43	44	46	48	50	52
Other Income	8	8	8	9	9	10	10	10	11	11
Total Revenue	\$6,433	\$7,672	\$8,568	\$9,441	\$10,498	\$11,637	\$12,214	\$12,820	\$13,456	\$14,124
<i>Growth</i>	11.2%	19.3%	11.7%	10.2%	11.2%	10.8%	5.0%	5.0%	5.0%	5.0%
Cost of Sales										
Retail Sales COS	\$61	\$64	\$67	\$70	\$73	\$76	\$79	\$82	\$86	\$89
Fuel COS	1,700	1,785	1,874	1,968	2,066	2,170	2,278	2,392	2,512	2,637
Total Cost of Sales	\$1,761	\$1,849	\$1,941	\$2,038	\$2,139	\$2,246	\$2,357	\$2,474	\$2,597	\$2,726
Gross Profit	\$4,673	\$5,824	\$6,626	\$7,403	\$8,358	\$9,391	\$9,857	\$10,346	\$10,859	\$11,398
<i>Gross Margin</i>	72.6%	75.9%	77.3%	78.4%	79.6%	80.7%	80.7%	80.7%	80.7%	80.7%
Operating Expenses										
Payroll	\$1,212	\$1,273	\$1,336	\$1,403	\$1,459	\$1,518	\$1,578	\$1,641	\$1,707	\$1,775
Repairs & Maintenance	161	192	214	236	262	291	305	321	336	353
Advertising	64	68	71	74	77	81	84	87	91	94
Lease Payment to City	678	849	969	1,084	1,226	1,379	1,448	1,519	1,595	1,674
General & Administrative	193	230	257	283	315	349	366	385	404	424
Other Operating Expenses	992	1,041	1,181	1,269	1,364	1,465	1,531	1,600	1,672	1,747
Total Operating Expenses	\$3,300	\$3,653	\$4,028	\$4,350	\$4,704	\$5,083	\$5,312	\$5,553	\$5,804	\$6,067
Net Operating Income	\$1,373	\$2,171	\$2,598	\$3,053	\$3,655	\$4,309	\$4,544	\$4,793	\$5,055	\$5,331
<i>NOI Margin</i>	21.3%	28.3%	30.3%	32.3%	34.8%	37.0%	37.2%	37.4%	37.6%	37.7%

1. Projected Year 6 average annual/monthly slip rate is \$20.95 per foot per month and average transient slip rate is \$2.50 per foot per night.

2. Slip rental growth assumptions for Year 6 is 0%, Year 7 is 7%, Year 8 is 6%, and Year 9 and thereafter is 5%

Pro Forma P&L (Post Redevelopment) (Cont'd)

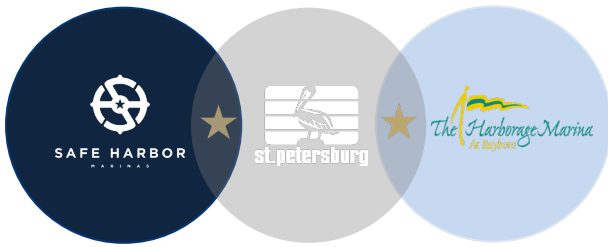
	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	Year 25
Revenue										
Slip Rental	\$11,023	\$11,574	\$12,153	\$12,760	\$13,398	\$14,068	\$14,772	\$15,510	\$16,286	\$17,100
Commercial Lease	370	385	400	416	433	450	468	487	506	527
Retail	109	113	118	122	127	132	138	143	149	155
Fuel	3,258	3,421	3,592	3,771	3,960	4,158	4,366	4,584	4,813	5,054
Use Fees	54	56	58	61	63	66	68	71	74	77
Other Income	12	12	13	13	14	14	15	15	16	16
Total Revenue	\$14,825	\$15,561	\$16,333	\$17,144	\$17,995	\$18,889	\$19,826	\$20,811	\$21,844	\$22,929
<i>Growth</i>	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Cost of Sales										
Retail Sales COS	\$92	\$96	\$100	\$104	\$108	\$113	\$117	\$122	\$127	\$132
Fuel COS	2,769	2,908	3,053	3,206	3,366	3,534	3,711	3,896	4,091	4,296
Total Cost of Sales	\$2,862	\$3,004	\$3,153	\$3,310	\$3,474	\$3,647	\$3,828	\$4,018	\$4,218	\$4,427
Gross Profit	\$11,964	\$12,557	\$13,180	\$13,834	\$14,521	\$15,242	\$15,998	\$16,793	\$17,626	\$18,501
<i>Gross Margin</i>	80.7%	80.7%	80.7%	80.7%	80.7%	80.7%	80.7%	80.7%	80.7%	80.7%
Operating Expenses										
Payroll	\$1,846	\$1,920	\$1,997	\$2,077	\$2,160	\$2,246	\$2,336	\$2,430	\$2,527	\$2,628
Repairs & Maintenance	371	389	408	429	450	472	496	520	546	573
Advertising	98	102	106	110	115	119	124	129	134	139
Lease Payment to City	1,757	1,844	1,935	2,031	2,132	2,238	2,349	2,466	2,588	2,716
General & Administrative	445	467	490	514	540	567	595	624	655	688
Other Operating Expenses	1,826	1,908	1,994	2,084	2,179	2,277	2,380	2,488	2,600	2,718
Total Operating Expenses	\$6,343	\$6,630	\$6,931	\$7,246	\$7,575	\$7,919	\$8,280	\$8,656	\$9,050	\$9,463
Net Operating Income	\$5,621	\$5,927	\$6,249	\$6,589	\$6,946	\$7,322	\$7,719	\$8,136	\$8,576	\$9,039
<i>NOI Margin</i>	37.9%	38.1%	38.3%	38.4%	38.6%	38.8%	38.9%	39.1%	39.3%	39.4%

Termination Fee Calculation

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue					
Slip Rental	\$3,500	\$3,570	\$3,535	\$3,605	\$3,675
Commercial Lease	0	0	0	0	0
Retail	70	70	70	70	70
Fuel	1,900	1,940	1,920	1,960	2,000
Use Fees	35	35	35	35	35
Other Income	5	5	5	5	5
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<i>Growth</i>		2.0%	-1.0%	2.0%	1.9%
Cost of Sales					
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Operating Expenses					
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Net Operating Income	\$1,470	\$1,510	\$1,495	\$1,525	\$1,555
<i>NOI Margin</i>	26.7%	26.9%	26.9%	26.9%	26.9%
Termination Fee Calculation					
Redevelopment Costs	(\$3,000)	(\$10,000)	(\$15,000)	(\$15,000)	(\$5,000)
Annual Yield Required ⁽¹⁾	450	1,950	4,200	6,450	7,200
Cash From Operations	1,470	1,510	1,495	1,525	1,555
Yield Shortfall	1,020	(440)	(2,705)	(4,925)	(5,645)
Aggregate Yield Shortfall	(1,980)	(12,420)	(30,125)	(50,050)	(60,695)
Termination Fee					(\$60,695)

1. Assumes 15% annual yield of required return

Narrative Response



Safe Harbor Marinas, in partnership with the Harborage Marina at Bayboro, is pleased to submit a comprehensive proposal to the City of St. Petersburg in response to the City's solicitation for the construction and re-development of its City Marina.

We are excited about the City's decision to issue this RFP and to play a critical role in completing the rejuvenation of the downtown waterfront. The recently completed Pier Project was an incredible start by the City in redefining and bettering the core of the City and the ever-increasing growth of the St. Petersburg and Pinellas County waterfront, marine and boating industry. The rehabilitation of the City's Marina will undoubtedly bring near completion to this revitalization effort and make the St. Petersburg downtown waterfront a preeminent world class destination and the jewel of Florida's west coast.

The redevelopment of the City Marina, will result in incalculable additional and positive economic impacts to the City. Energizing the waterfront, beyond the already impressive St. Pete Pier, means increasing the connectivity between the boat owners living and passing through the area and the restaurants, businesses and special events in the City's Downtown. Additionally, and aside from St. Petersburg having become a hub for technology and the arts, there is no doubt that the outdoor south Florida lifestyle has contributed to the explosive growth of the Sunshine City and Pinellas County.

Notwithstanding the new docks contemplated at the St. Pete Marina facility, the next closest city marinas are Clearwater (currently moving to redevelopment) to the north and Palmetto's Regatta Pointe (a Safe Harbor marina with redevelopment currently underway) to the south. The new docks being developed for the City of St. Petersburg are planned for the existing boating tenants as well as City residents and visiting transient boaters.

We will bring best in class marina development, management, operations and hospitality, a nationwide network of marinas and transient destinations which will drive boaters to visit St. Petersburg and provide limitless opportunity and amenities to those boaters currently housed in the City Marina. With our experience and having operated the Harborage Marina in St. Petersburg for almost 25 years, we have a unique and in-depth knowledge of the local market. This experience and knowledge will be reflected in an appropriate mix of slip capacity, size and understanding of the target market, which includes ensuring the local community has access and can experience the City Marina.

The dock configuration will be consistent and flexible to ensure that it can accommodate currently underserved market demands as well as events and attractions unique to the City of St. Petersburg. For instance, the Grand Prix of St. Petersburg, the St. Petersburg Boat Show, the St. Pete Tall Ships Festival and a home for the Cross Bay Ferry.

Safe Harbor and the Harborage Marina are committed to providing opportunities to local and diverse vendors and organizations in our ongoing operations, including the employment and support of women owned businesses and minority owned businesses.

As part of Sun Communities, Inc, a publicly traded Real Estate Investment Trust (NYSE: SUI), Safe Harbor has the financial backing to provide a world class marina to the City.

We are committed to providing the highest level of trust and quality of service to the City, as evidenced in our 20+ years of operating the Harborage Marina. The Harborage has a reputation for excellence in hospitality and their commitment to improving and contributing to the local community, has distinguished their presence in St. Petersburg and Pinellas County, as one of its premier corporate citizens.

We recognize that from the moment a boater enters the marina, or someone sets foot on the dock, to the time they leave, we are a reflection of the City. Beyond the volume of experience in operating marinas over the years, our team believes the treatment of marina customers, members, and visitors is the most valuable feature of a public-private partnership.

We look forward to your careful review of our proposal. If appropriate, we are happy to supply additional information or answer questions.

Basin Conceptual Plan

Central Basin Site Plan

Objective: maximize the berthing areas and provide key upland improvements and amenities which will enhance resident boater experiences and bring visitors and transient vessels to the St. Pete Pier and downtown waterfront for recreation and enjoyment

THE PLAN INCLUDES:

- More than 14,000 linear feet of leasable “floating” dock space, about 10% more than the Current Central Basin footprint
- Flexible dock space and will accommodate more than 325 boats in a range of vessel sizes; up to 200 feet in length
- Preservation of the existing covered wet slips in approximately 30 new covered slips
- An expanded fuel dock with additional high speed fuel dispensers
- A welcome center located at the entrance of the St. Pete Pier
- A new state of the art multi-level restaurant building, designed to complement the St. Pete Pier, including indoor and open-air waterfront seating for up to 225 guests
- A two-story welcome and amenity center on the north wall of Demens Landing with a lounge, exercise facility, and parking for a fleet of electric vehicles available to boating members and visitors to navigate the City
- Updated restrooms and shower facilities on the north, west and south sides of the central basin
- Improved ship store offerings and upgraded landscape and outdoor gathering spaces adjacent to the marina office, fuel dock and ship store

South Basin Site Plan

Objective: maximize the berthing areas and provide key upland improvements and amenities which will enhance resident and transient boater experiences while introducing a permanent Special Event dock to support local attractions and annual events

THE PLAN INCLUDES:

- More than 12,000 linear feet of leasable dock space, which is an increase of more than 20% of the permanent dockage
- Additional flexible dock space and will accommodate more than 310 boats in a range of vessel sizes up to 200 feet in length
- A new amenity center with restrooms and showers, including additional commercial space for local marine related operators such as boat brokerage and other marina related retail
- A new dedicated maintenance building and yard for the marina
- A permanent Special Event dock available for the St. Pete Grand Prix and designed to accommodate and integrate with the annual St. Pete Boat Show
- Parking for a small fleet of electric vehicles to be made available to boating members and visitors to navigate the City

North Basin Site Plan

Objective: to fill an underserved segment of commercial marine related activities and to bring back the north basin mooring field, driving recreationally minded visitors and tourists to a dedicated commercial marine center. We realize that the north basin was not specifically addressed or contemplated by this RFP, however, we feel strongly that the use and incorporation of the north basin will be invaluable to the City stakeholders

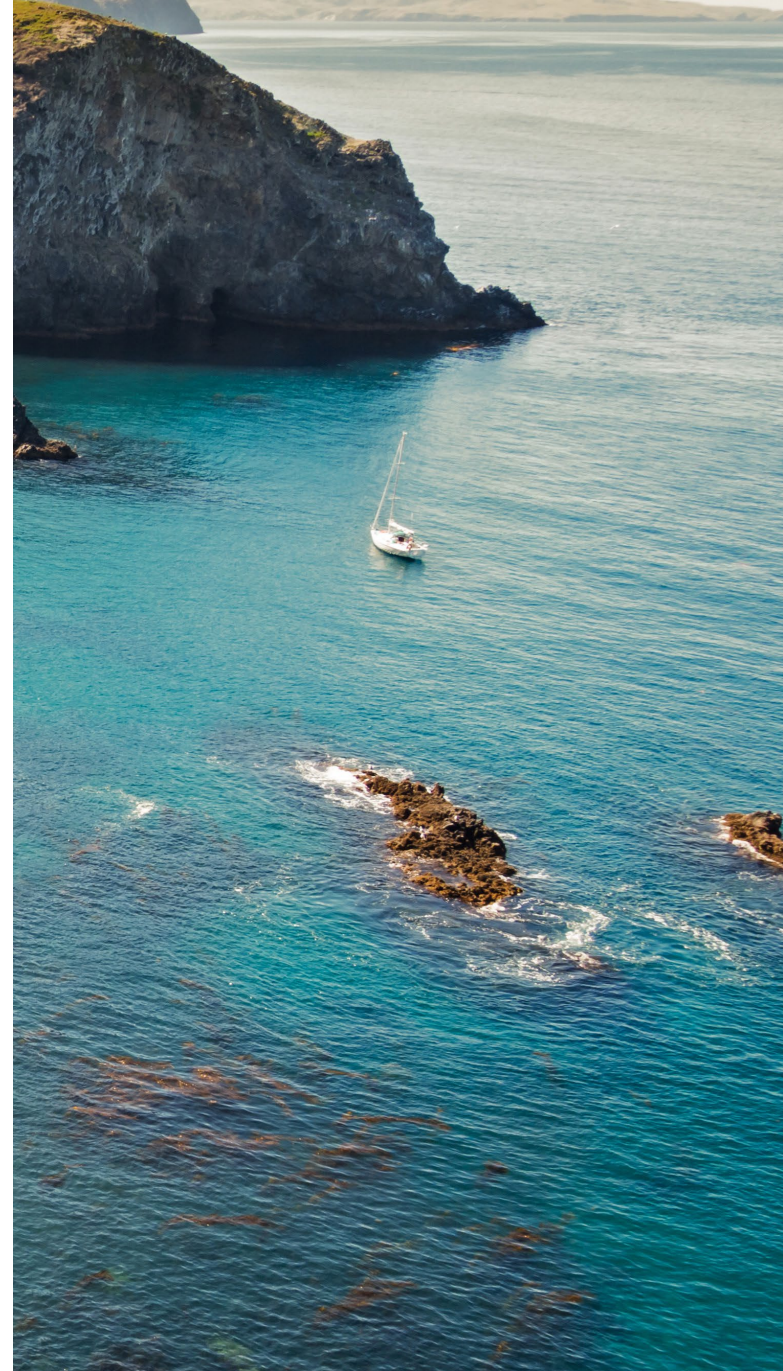
THE PLAN INCLUDES:

- Approximately 1,750 linear feet of wave attenuated flexible dockage, mitigating the need for other wave attenuation
- The North Basin commercial docks to house permanent floating docks to accommodate local attractions like the annual St. Pete Tall Ships Festival and to be a future home to the Cross Bay Ferry
- Commercial docks to also house other commercial operations currently intermingled with private boaters, such as charter sailing and fishing operators
- Dockage for a boat club, jet ski rentals, daily boat rentals, stand-up paddleboards and other recreational water activities
- Dinghy dockage for the reinstatement of the North Basin mooring field.

Environmental Stewardship

Safe Harbor has been a continual advocate for the health and cleanliness of our waterways and uplands. Safe Harbor actively supports new technology and innovations (such as Seabin) that are designed to protect the environment.

- ★ Striving for “clean marina” designation at all of Safe Harbor’s facilities
- ★ Implementing a zero-tolerance policy for intentional pollution or harmful acts
- ★ Seeking to improve performance through an Environmental Management System
- ★ Conveying a strong ecofriendly commitment to customers, competitors, vendors and the general public



Safe Harbor Sustainability

In 2021, we took our focus on service, excellence, and stewardship to a new level by launching our ESG Program, now called Safe Harbor Sustainability.

01 ENGAGED

executive leadership to develop a corporate sustainability strategy and integrate that strategy within our larger corporate vision.

04 FINALIZED

ESG Framework consisting of three “pillars” to guide action on Safe Harbor’s material topics going forward.

02 ESTABLISHED

the Safe Harbor ESG council (“ESG Council”) responsible for sustainability, governance at Safe Harbor and held three meetings to review and approve strategy development.

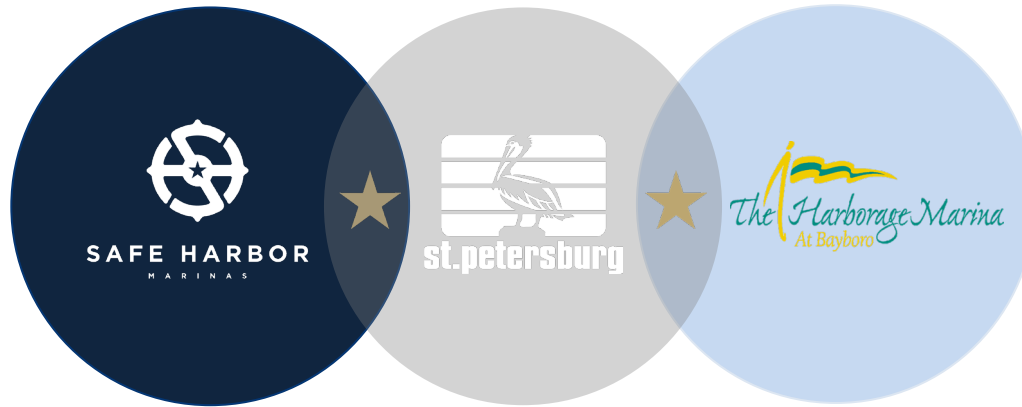
05 BEGAN

collecting data and measuring performance on key environmental and social indicators as required by global reporting frameworks such GRI, SASB, TCFD, and GRESB.

03 COMPLETED

first materiality assessment by surveying or directly engaging with Teammates, Members, and environmental NGOs.

Public-Private Partnership



The **opportunity** for government officials to **invest in other community priorities** while Safe Harbor invests the capital to improve St. Pete's marina infrastructure



Employment opportunities for local talent through operation of the marina. Safe Harbor is committed to affirmative outreach to **local, diverse and inclusive** vendors, organizations, and communities to provide for the best opportunities for jobs, contracts, and internships, leading to lasting careers in the marine industry



Access to the world's **largest network of nearly 50,000 boaters** to the St. Petersburg waterfront, driving **visitors** to your City's waterfront



A **world-class operator** for your marina. Safe Harbor has the **deepest and most experienced management team** in the industry with relevant experience across all facets of marina ownership and operations



In-place capital structure supporting **revitalization and reconfiguration** of your marina. Safe Harbor's practice of annual capital reinvestment serves to continually enhance its marinas

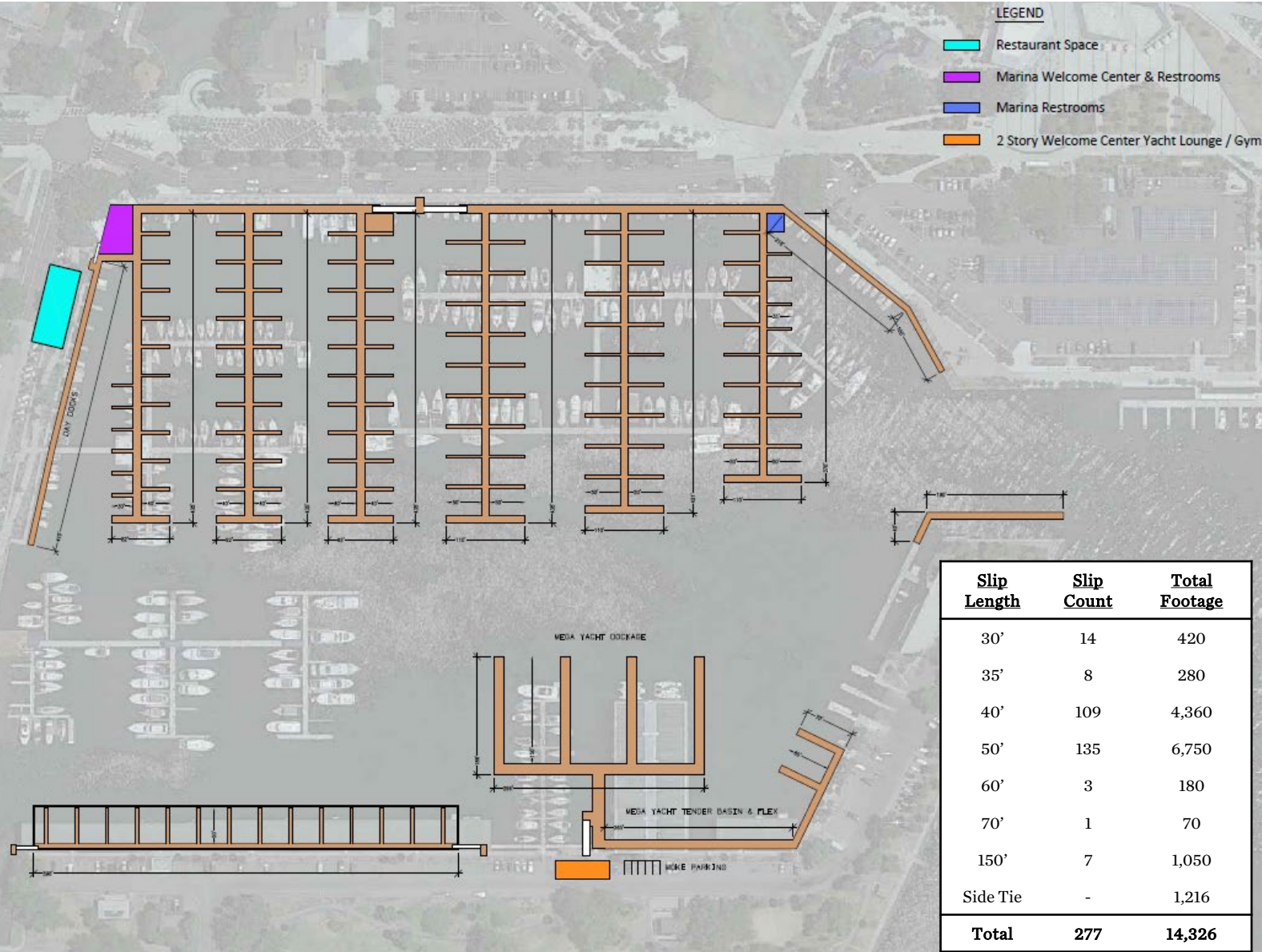
Depiction of the Redevelopment



Central Basin



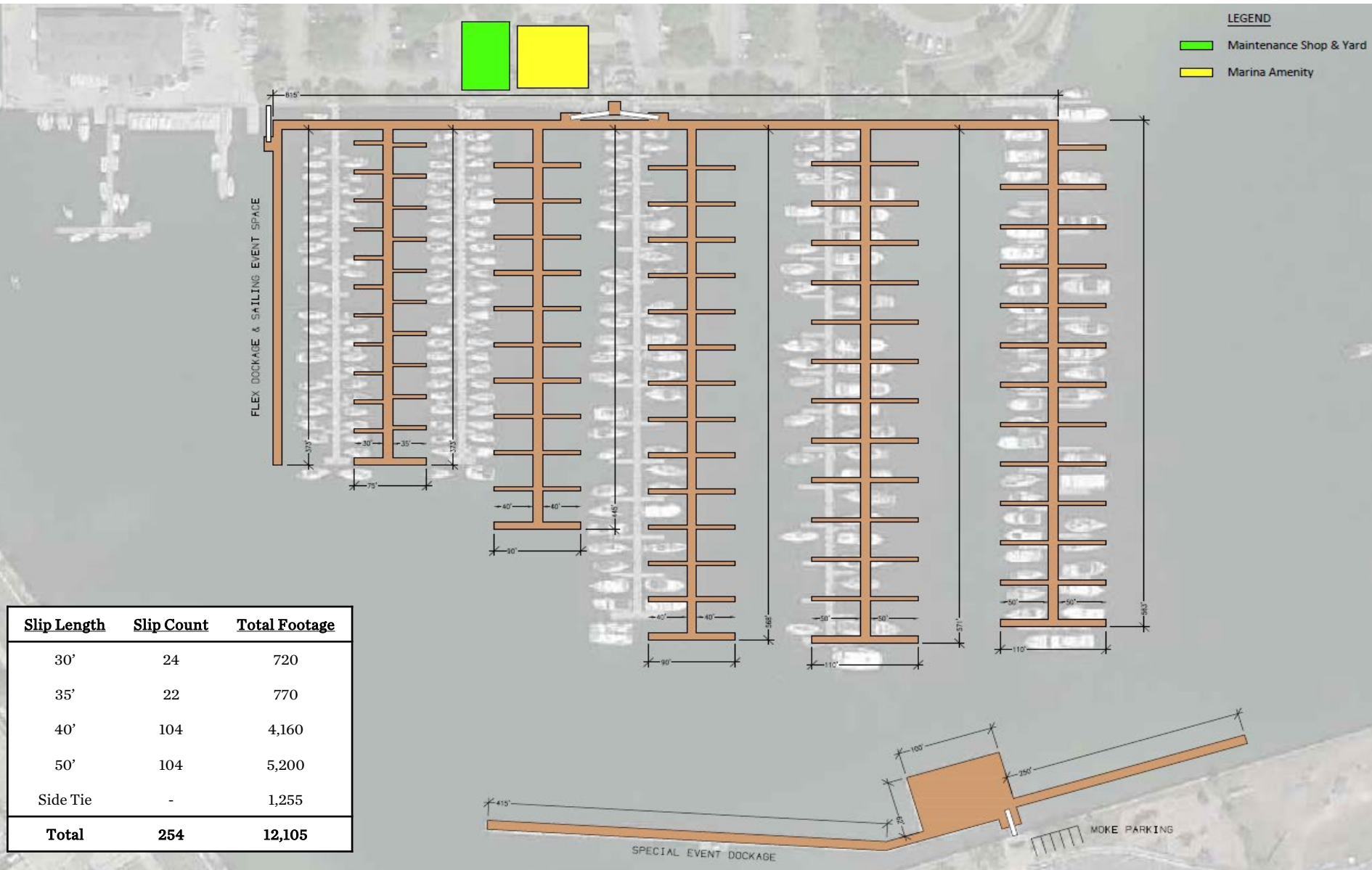
Central Basin



South Basin



South Basin



North Basin



North Basin

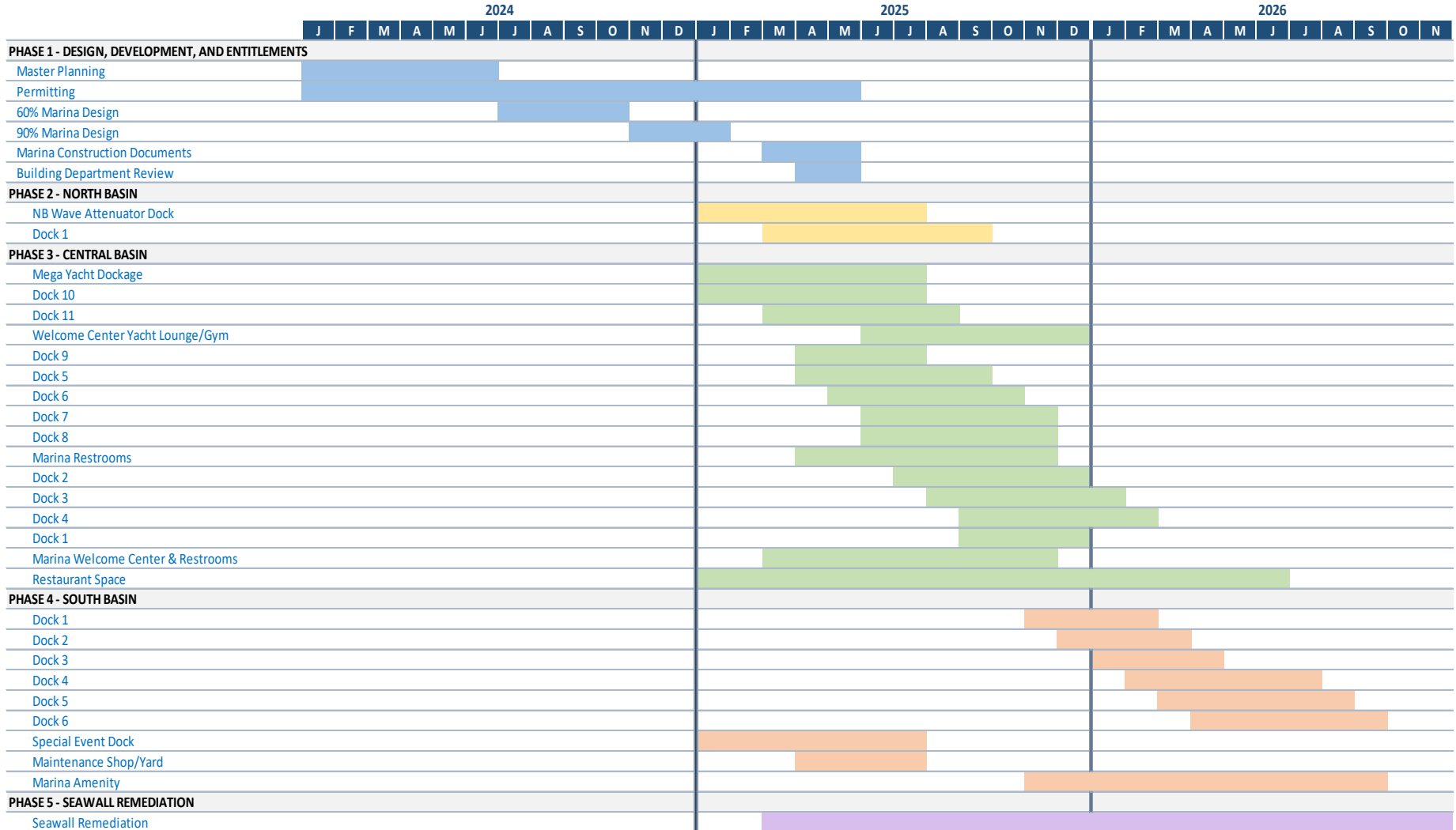


Slip Length	Slip Count	Total Footage
25'	13	325
35'	4	140
50'	6	300
Side Tie	-	998
Total	254	1,763

Timing of Redevelopment & Phasing

Development Schedule

Safe Harbor has an extensive and accomplished history of marina design, construction, and implementation. This development plan reflects our proven process to successfully complete the redevelopment of the City of St. Petersburg Municipal Marina.



Restaurant Redevelopment & Operation



Restaurant Redevelopment Concept

Fresco's is a long-standing pillar of the St. Petersburg community, and our preference would be to work with the current operator of Fresco's for the design, construction and sublease of a new restaurant facility, but we are committed to ultimately partnering with a local high-quality restaurateur to ensure that a first-class dining experience is created for all marina and downtown St. Petersburg visitors for years to come.



Concept Renderings



Concept Renderings



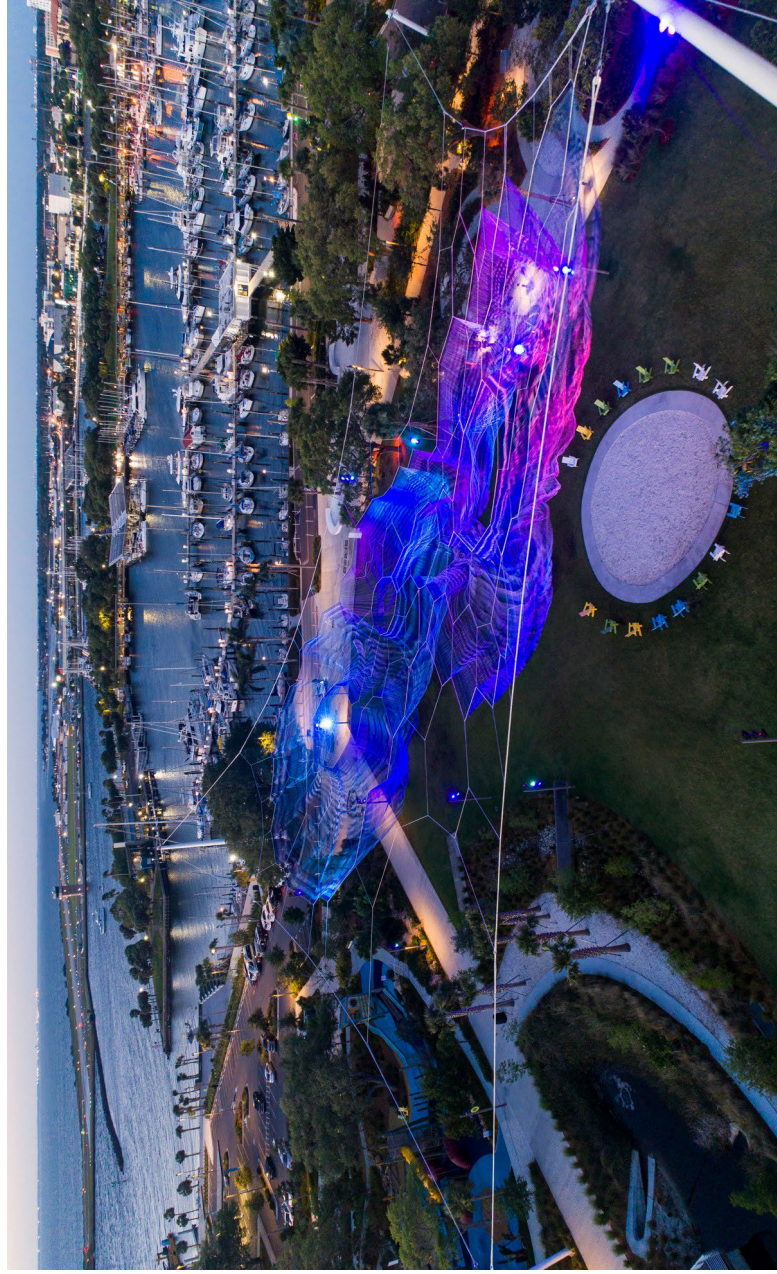
Concept Renderings



Concept Renderings



Appendix A



Wannemacher Jensen Architects, Inc.

Founded in St. Petersburg in 1992, Wannemacher Jensen Architects (WJA) is an interdisciplinary architecture firm that designs and creates engaging spaces for working, living, learning, and playing. The firm has a broad range of experience across an array of project types and disciplines for municipal, private, and non-profit clients around Florida. WJA's capabilities expand beyond architecture to include comprehensive master planning services, interior design, and entertainment design.

As one of the few architecture firms with a dedicated construction division they are capable of providing in-house services such as cost estimates throughout the design before a contractor is selected allowing the team to maintain accurate and current cost information and design according to current market conditions.

WJA has completed more than 300 public projects in Pinellas County and have worked for more than 30 different municipalities throughout the state. WJA's local experience includes the James Museum, Casis, North Shore Aquatics Center, Shore Acres Recreation Center, the Mirror Development, and the Second District Court of Appeal. WJA's local marina and waterfront experience includes the Maximo Marina Redevelopment in St. Petersburg, Harborage Marina, MarineMax Headquarters, the St. Petersburg Pier Approach and Market, the Madeira Beach City Centre & Park, and the Clearwater Boardwalk Guidelines, which supplemented the construction of the Clearwater Marina District Boardwalk.

YEARS IN BUSINESS:
30 years

SERVICES:
Architecture
Interior Design
Design-Build Construction
Production Design
Real Estate/Development

LOCATION:
Headquarters:
132 Mirror Lake Dr N Unit 301,
St. Petersburg, FL 33701
(727) 822-5566

WEBSITE
wjarc.com

LICENSE:
AR94244

FEIN:
59-3150693

Jason Jensen, AIA, LEED AP



Throughout his career, Jason Jensen has worked on a range of project types, styles, scales, and budgets – focused on the greater Tampa Bay area. His work is highly awarded by various entities and recognized by a long roster of international media. A strong advocate for sustainable architecture, Jason seeks to integrate green design elements into every project. He has led the design efforts on some of Florida's most forward-thinking municipal projects including the Madeira Beach City Centre and Largo Community Center, the first Community Center in the nation to earn LEED Platinum certification. A University of Florida graduate, Jason remains active with the School of Architecture as a guest critic and lecturer. His work has also won 18 Tampa Bay AIA Design Awards, including: 2016 AIA Tampa Bay H. Dean Rowe FAIA Award for Design Excellence - Madeira Beach City Hall, 2011 AIA Tampa Bay Environment Sustainability Award, COTE - Largo Community Center, 2009 AIA Tampa Bay H. Dean Rowe

ROLE:

PRESIDENT

EXPERIENCE:
22 years

WJA 2002 to present
Swanke Hayden Connell
Architects, 2001 to
2002

EDUCATION:
Masters of Architecture,
University of Florida 2001

CREDENTIALS:
AR94244
NCARB #48738
LEED Accredited Professional

SELECTED EXPERIENCE:

St. Petersburg Pier Approach Park and Market, St. Petersburg, FL
Architect on this 20-acre waterfront park renovation, including approach, uplands, and pier head. Program elements include a beach-side grill, bicycle and watercraft rental, courtesy and transient docks, shaded promenade, terraced seating, and fishing platforms.

Maximo Marina Redevelopment, St. Petersburg, FL
Architect for this project that included an evaluation of the marina's future use, including a destination waterfront restaurant, numerous residential units, and street-level commercial.

Skyway Marina District, St. Petersburg, FL
Architect who developed design guidelines for the Skyway Marina District, a prime location along the marina and iconic Skyway Bridge, to create opportunity, inspiration, and growth of the area while taking advantage of the arts and culture of the city

Marina Point Ship's Store, St. Petersburg, FL
The project involves analyzing space needs and improving the St. Petersburg Marina Ship Store and Offices. Interior upgrades include private offices, lighting/flooring/paint improvements, workstations, service counters, data closet, filing storage, retail shelving, and a sales kiosk. Exterior enhancements include stair replacement, gate card reader, secure storage, paint, signage, and outdoor seating area.

City of Clearwater Marina District Redevelopment, Clearwater, FL
Working with the City of Clearwater and HR&A Advisors, WJA developed several development scenarios for four key city-owned sites in and around downtown Clearwater. The goal of the project is attract developers to downtown Clearwater and promote the overall growth and development of the area based on the City's vision and overall downtown masterplan. WJA conducted a comprehensive due diligence review and analysis for the development opportunity of each site including a review of the development capacity, potential viable uses, parking studies, conceptual site plans, renderings and cost analysis.

Doc Ford's Restaurant , St. Petersburg, FL
New 250-seat restaurant that was designed to maximize views both inside and outside, with a low profile and a large amount of glass. The location embraces the Florida environment with panorama marina views, shaded marina-side patio and beach sand seating. The building and interior space weaves together the traditional Doc Ford's look with the surrounding new modern pier and park.

Mary Alvarez, A.AIA, CSI, CCCA



Mary has focused on various municipal and educational projects of different scopes, scales, and budgets throughout her career. Mary believes that our built environment significantly impacts our day-to-day experiences and that architecture can be a catalyst of positive change in our communities. Her responsibilities include assisting the project manager with administrative and coordination tasks in producing construction documents.

ROLE:

ARCHITECTURAL ASSOCIATE

EXPERIENCE:
8 years

WJA, 2021 to present

Hoffman Architects,

PA,

Education:
Master in Urban & Community Design,
University of South Florida,
2014

Master in Architecture,
University of South Florida,
2013

CREDENTIALS:

Construction Documents Technologist (CDT),
Construction Specification Institute, 2020

Certified Construction Contract Administrator (CCCCA), Construction Specification Institute, 2021

SELECTED EXPERIENCE:

Clearwater Beach Marina Dock Replacement, Clearwater, FL
WJA is working closely with Moffatt Nichol, the prime consultant, and the City of Clearwater. The primary project elements include demolition of the existing marina structures; installation of new docks, fuel building, and marina utilities; maintenance dredging to remove “high spots” in the marina basin, repairs to the existing seawall including cap replacement; and upland improvements along the water’s edge to create “Marina Walk”. Upland improvements consist of a new promenade along the northern shoreline with lighting, shade, art, and entertainment opportunities to draw pedestrians to the east from Beach Walk.

Clearwater City Hall, Clearwater, FL
Working with the City of Clearwater to conceptualize a new city hall that anchors a municipal campus that includes the current Municipal Services Building, Clearwater Police headquarters and Municipal Services Garage into a connected and cohesive public complex. The scope includes conducting a space needs analysis of the adjacent municipal services building and the needs of those departments anticipated to reside in the new City Hall. The new design reimagines the space allocation within the adjacent buildings with a focus on balancing internal and external efficiencies, such as a development services center.

Louis Pappas Fresh Cafe, Bradenton, FL
Permit documents for level 2 alteration in 2,195 SF tenant unit to restaurant with commercial kitchen, ordering counter, and dining room for 74 occupants. The kitchen equipment layout was planned out carefully to accomplish the owner’s efficiency goal. The dining room features high ceilings with acoustical treatment for noise control.

Louis Pappas Fresh Cafe, Trinity, FL
Permit documents for level 2 alteration in 1,800 SF tenant unit to restaurant with commercial kitchen, ordering counter, and dining room for 53 occupants. The kitchen equipment layout was planned out carefully to accomplish the owner’s efficiency goal.

Gigglewaters Restaurant, Safety Harbor, FL*
This project converted a 1,962 SF tenant space renovation into a restaurant with a bar, dining room, commercial kitchen, and screening room.

All Star BBQ Restaurant, Wesley Chapel, FL*
Schematic Design concept for tenant renovation of a 1,203 SF space to a restaurant. The restaurant included a commercial kitchen, food serving kitchen, and table layout to host 32 occupants.

Clearwater Marina Redevelopment

Clearwater, FL

Proposer/Subcontractor
 Wannemacher Jensen Architects
 (Subcontractor)

Contact
 Moffatt Nichol
 Nicole Pauly
 813-258-8818
npauly@moffattnichol.com

Construction Budget
 \$36m

Completion Date
 2021-Ongoing

WJA is working closely with Moffatt Nichol, the prime consultant, and the City of Clearwater. The primary project elements include demolition of the existing marina structures; installation of new docks, fuel building, and marina utilities; maintenance dredging to remove "high spots" in the marina basin, repairs to the existing seawall including cap replacement; and upland improvements along the water's edge to create "Marina Walk". Upland improvements consist of a new promenade along the northern shoreline with lighting, shade, art, and entertainment opportunities to draw pedestrians to the east from Beach Walk.



Perry's Patio Restaurant

St. Petersburg, FL

Proposer/Subcontractor
Wannemacher Jensen Architects
(Prime)

Contact
Seed & Feed Hospitality
Elizabeth Senyak, Director Of
Operations
727.498.3330

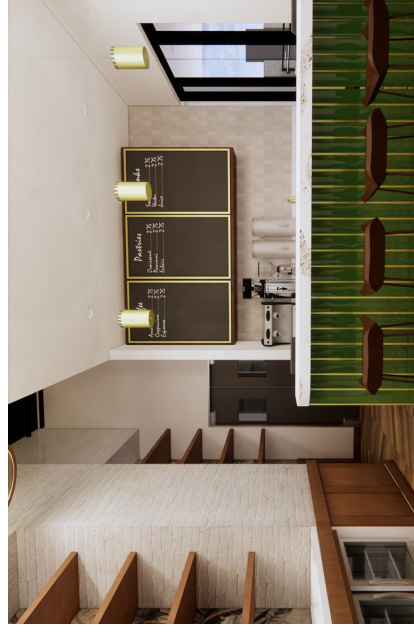
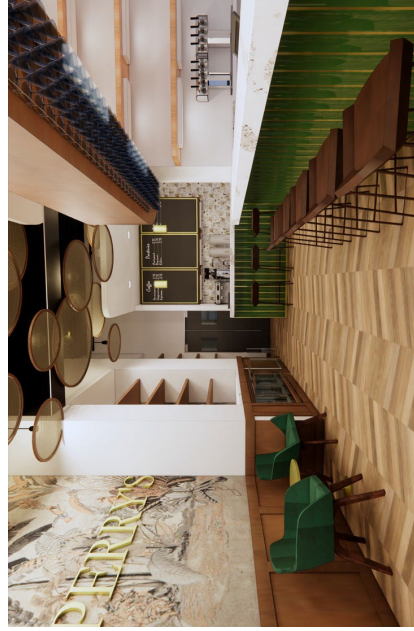
Construction Budget
Undisclosed

Completion Date
2021-Ongoing

This project is for the renovation of a 1,500 sf restaurant in St. Petersburg, Florida. This phased project included a renovation/build out, new finishes and ceiling design, and updating interior MEP as needed with a goal to reuse as much of the existing components that are in functional condition. Also, included all exterior improvements to the restaurant including, planter walls, exterior bar, removal of existing hardscaping, new hardscaping, trash enclosure, new shelled seating and planting areas.



St. Petersburg
Museum of History



St. Petersburg Pier Approach Park

St. Petersburg, FL

Proposer/Subcontractor
Wannemacher Jensen Architects
(Prime)

Contact
City of St. Petersburg
Raul Quintana, City Architect
(727) 893-7230

Construction Budget
\$20m

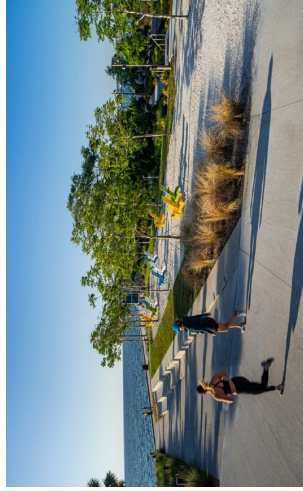
Completion Date
2016-2020

WJA completed the master planning and implementation for the Pier Approach Park in St. Petersburg, FL. The Pier Approach is a 20 acre area between the downtown and the pier. The Pier includes 28 legendary experiences including the Pier Market, St. Petersburg Museum of History, the Playground, Spa Beach Park, a Splash Pad, Pier Plaza, the Tilted Lawn, Pier Operation Offices, Doc Ford's Rum Bar & Grille, and the Tampa Bay Watch Discovery Center.

Originally a 60% vehicular oriented place, the goal was to create a pedestrian oriented space, with integrated vehicular and bicycle traffic that links downtown to the pier. With over 5300 linear feet of waterfront, the goal was also to bring people to the water in a more engaging way and to improve the ecology of the area. The proposed plan reduces roadway and parking, while increasing attractive pedestrian uses that provide a series

of events to lure people out towards the pier and the Bay. The design creates three experiences: an urban pedestrian spine that reaches from the downtown to the pier, a family oriented park, and the waterfront edges.

The Pier Market is the entry component of the Pier Approach promenade. The Pier Market design begins with the consideration of the site. The intent is for the half mile walk from Bayshore Drive to the Pier to serve as a culture connection from the City's density to the water's edge. Visitors experience a multipurpose entry market that serves as an active local artisan Market during the week and a quiet art promenade during off hours. The Pier Market canopy is an integrated roof of translucent glass photovoltaic panels that protect the space below it from overexposure and unnecessary heat gain while also harvesting solar radiation that is placed back into the city grid.



Doc Ford's Restaurants

St. Petersburg, FL

Proposer/Subcontractor
Wannemacher Jensen Architects
(Prime)

Contact
Joe Harbity, Owner
joe@docfords.com
(239) 841-1988

Construction Budget
\$1.8m

Completion Date
2019-2020

A 250-seat restaurant that expands the Doc Ford's restaurant brand into St. Petersburg, FL. The building was designed to maximize views both inside and outside, with a low profile and a large amount of glass.

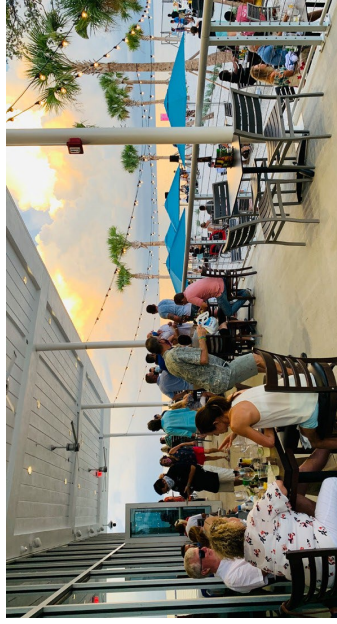
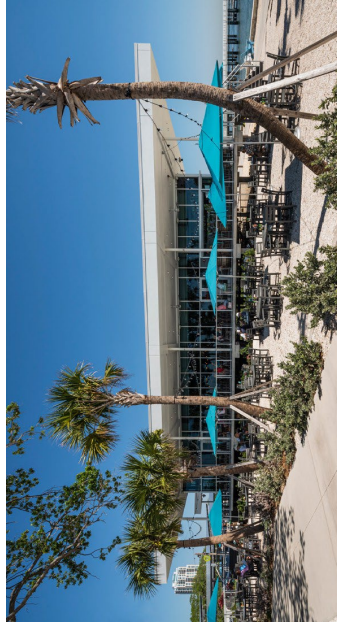
The location embraces the Florida environment with panorama marina views, shaded marina-side patio and beach sand seating. The building and interior space weaves together the traditional Doc Ford's look with the surrounding new modern pier and park, also designed by WJA.

This location quickly became the franchise's most successful location and WJA was asked to design and construct the next location in Bay Pines. This year, the St. Pete location was ranked St. Petersburg's No. 1 restaurant and in 2021 was ranked No. 1 in the Country for "everyday eats."

The 6,750 sf Bay Pines location is a renovation of an existing structure and includes a 300-seat dining space with exterior seating/dining, and transient floating docks that allow for eight boat slips. The aesthetic of this location is Old-Florida style with a nautical theme. This site challenges include moving the building out of the FEMA flood zone.



BAY PINES LOCATION



Marina Point Ship Store

St. Petersburg, FL

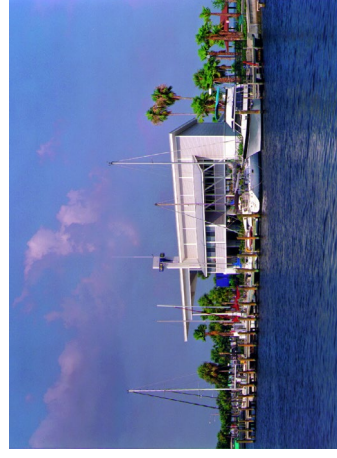
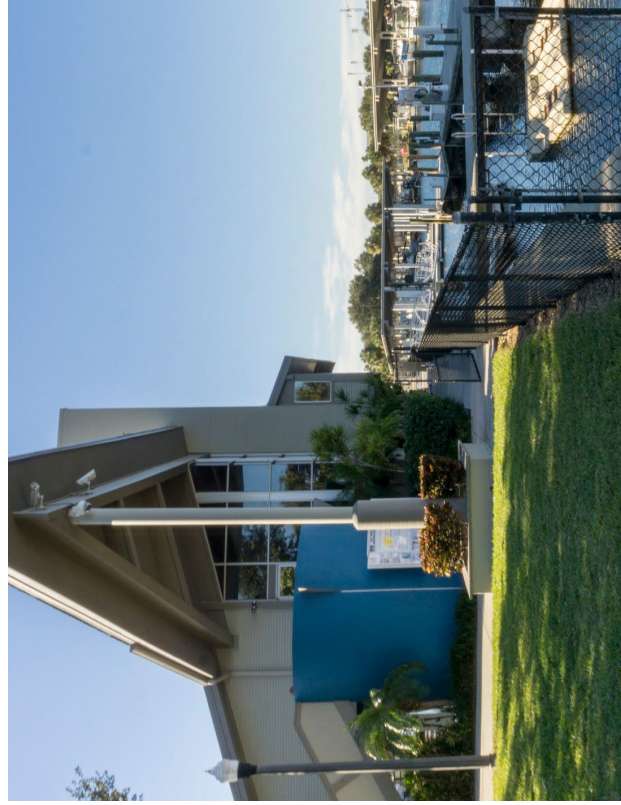
Proposer/Subcontractor
Wannemacher Jensen Architects
(Prime)

Contact
City of St. Petersburg
Raul Quintana, City Architect
(727) 893-7230

Construction Budget
\$200,000

Completion Date
2013-2013

A space needs analysis and interior/exterior improvements to the St. Petersburg Marina Ship Store and Offices. Interior improvements include private offices, new lighting/flooring/paint, staff workstations, service counters with cash registers, contract signing station, data closet, filing cabinet storage, inventory closet, retail shelving, sales kiosk, and sandwich/beverage station. Exterior improvements include stair replacement, card reader for sliding gate, secure storage, paint, signage, and outdoor seating/picnic area.



Appendix B

Local Vendors and Contractors

Below are just a few examples of local businesses that have served our redevelopment team in the past. Contractors like these will have opportunities to support this project, now and in the future.



A St. Petersburg based company, Bluewater Marine Systems has more than 75 years of combined marina infrastructure construction and manufacturing experience. Bluewater has built docks for a number of Florida municipalities, including the City of St. Petersburg Transient dock.

Jones Asphalt & Masonry, Inc.

Based in St. Petersburg, Jones Asphalt & Masonry, Inc. has been a reputable minority-owned company for more than 80 years and have consistently served the Tampa-St. Pete area throughout these years. Jones maintains high standards in the construction industry, specializing in all forms of concrete and masonry work.



Based in Pinellas Park and specializing in installation and repair of marine electrical in Florida for more than a decade, R&B Electric is a locally-owned and operated, state certified electrical contractor.



EMP Industries, Inc. is a 28 year strong manufacturing company based in St. Petersburg Florida, that specializes in equipment and solutions for marinas and waterfront developments. Best known for their SaniSailor pump out systems and Fast Attack portable fire fighting systems, EMP has worked locally with Harborage Marina for years and with a large number of Safe Harbor marinas.



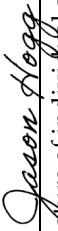
American Empire Builders, with offices in Tampa Bay, has more than 20 years of experience as a contractor in marine work, bridges, road work and civil construction. AEB has completed numerous large projects for municipalities, the DOT and other governmental agencies all over the state of Florida, including but not limited to the Mega Yacht slips at the Harborage Marina and the City of St. Petersburg transient dock.

EXHIBIT "G"
PROPOSAL FORM

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

Issue Date
April 14, 2023

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

Safe Harbor Marinas	Jason Hogg
Name of Company/Organization	Proposal Contact Person
 Signature of individual submitting Proposal for above Company/Organization	jhogg@shmarinas.com & jhogg@waterviewmarinas.com Contact Person E-mail address
Jason Hogg	214-578-9930
Printed name of individual	Contact Person Phone
July 14, 2023	
Date	

Affirmative Statement

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



SAFE HARBOR MARINAS



The Harborage Marina
At Bayboro