Response to Savannah Mayor & City Council

Coastal Empire Fairgrounds Development
Project Event No. 7911

Submitted: July 26, 2021 | 5:00 PM EST
To: The Honorable Mayor Van Johnson and Members of Savannah’s City Council,

It is with honor and prestige that the P3 Joint Venture Group team submits the current request for answers regarding the Coastal Empire Fairgrounds Development Event No. 7911. Please find attached answers that have also been supported through two formal proposals submitted to the City: Request For Proposal & Best And Final Offer.

Our team, who remains excited about this development, put much thought into its programs. Innovation begins with collaboration. Our team of leaders and innovators in design, development, entertainment, recreation, training, technology, housing and community engagement have all assembled to demonstrate the power of moving forward together! High wage earning jobs, housing that is accessible to all, education, and health/wellness are core values of our development’s mission to advance the City’s strategic initiatives.

We will honor the legacy of local neighborhood citizens, in some cases who have lived in the Coastal Empire Fairgrounds neighborhood over 70 years, while fueling the bright future for the next generation of Savanniahs. Our team will be owners and operators of the facilities proposed to enhance the community.

We thank you for these questions, as it continues to show you all’s dedication to your constituents. Should you have any further questions, require clarity, or want to visit any of our past projects please do not hesitate to ask.

Warmest Regards,

J. Craig Gordon
Robert Gould
David Jones

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David Jones
Statewide Healthcare
RG Media Affiliates
P3 Partners
1. **Explain the density per acre of your proposed development?**

   Approximately 6.0 dwelling units per gross acre (400/67.5); or 8.5 dwellings per net acre eliminating the wetlands preserve (400/74.5) (this will be the area to be rezoned); or 27.5 dwellings per acre of residential only area (400/14.5) excluding public access rights-of-way, community gardens and public park and all other non-residential uses.

2. **How many total housing units are included in your proposal? Please indicate different types - single family, multi-family, townhome, etc.**

   Single-family = 25; townhouses = 6; duplexes = 6; small-scale apartment houses = 147; apartments = 216. The apartments are proposed to be elderly-oriented. No “superblock” apartments are proposed, and all housing will be in scale with the surrounding neighborhoods.

3. **How much commercial retail and office square footage is proposed in your development?**

   40,000SF gross area of neighborhood storefronts with a mix of retail, offices, non-profits (day care and child development for example) and a police substation.

4. **How does your development connect to the existing community and please explain how it will positively impact the community?**

   The P3 Joint Venture Group Fairgrounds development is a creation of community conscientious design. This was done by focusing our design efforts on achieving the strategic goals of the City of Savannah to combat negative impacts to the existing community. The proposed development would protect the ecologically sensitive wetlands and some of its surrounding swamp forested land as a Nature Preserve. The new lagoons would enhance area stormwater management and create a place for fishing and recreation. This proposed development would be a good neighbor to Tatamsville and the surrounding west Savannah communities through careful land planning and creation of residential, recreational and retail opportunities scaled to fit into the area.
Single-family homes would be strategically sited across the streets to the adjacent single-family homes on Meding Street and 61st Street, and a Central Avenue would extend a tree-lined 62nd Street to a Central Park for all neighborhood residents. Proposed residential buildings would be designed to reflect the size and scale of the residences of the existing neighborhoods. The proposed use of “missing middle housing” (small scale apartment buildings with 8 or less dwellings) directly solve the problems of larger scaled, high traffic, “superblock” apartment buildings, with a village instead. The surrounding neighborhood street grid would be extended into the proposed development to provide maximum continuity and connectivity. Proposed recreational uses would connect via the existing Tatemville Community Center driveway on through to Staley Avenue with safe sidewalks, so that this traffic is never funneled into a neighborhood street.

Sidewalks, shade trees, street lights and bicycle lanes would be provided throughout. The development would also have a mixed-use component along a “Main Street” running parallel to nearby Montgomery Street, which would provide space and capability for healthy food, a Police substation, and corner stores serving area residents. There would be ample room planned for community gardens and this plan would provide fresh produce, markets, public parks, temporary food truck parks, and recreation for children, family, and elders to enjoy. The proposed partnership with Healthy Savannah would help to connect the proposed nature trails with Tide to Town and other initiatives to make this community a healthy destination for all.

5. What are the proposed housing rental and ownership (home purchase) rates?

Rental rates: Based on other similar apartment buildings in Savannah developed by WH Gross, current actual rents in Savannah GA are as follows: one bedroom apartments range from $525 - $800 and two bedroom apartments range from $615 - $850.

The P3 Fairgrounds Development would propose similar rates to the P3 Fairgrounds Development. Home ownership would likely start in the low range of $200,000 to $250,000, based upon the land value and new construction costs.

6. How will you protect the surrounding neighborhoods from unwanted intrusion and the devaluing of adjacent properties?

The P3 Joint Venture Group Fairgrounds Development site plan was intentionally designed to curb unwanted intrusion and devaluation of surrounding properties from
occurring. The youth sports recreation center is located to the rear of the site, so that its commercial use and traffic flow in day time and evenings would be unobtrusive for almost all surrounding residences. The movie and TV studios would be built as a “campus” so that all production happens within the confines of the site.

The widening of the border streets creates a natural, pedestrian-friendly buffer to separate uses. The parking plan for the fairgrounds site is also crucial and was carefully planned for enough onsite parking to accompany every use. There would be an additional 700+ parking spaces that are provided in on-street parking which will greatly limit unwanted traffic and parking intrusion in the surrounding neighborhoods. A police substation and abundant “eyes on the street” from residents would also help keep the neighborhoods secure from unwanted intrusion.

7. How will you handle gentrification?

Gentrification is an ongoing concern for the neighborhoods surrounding the Fairgrounds Community. Mitigating gentrification would be a high priority. The P3 Joint Venture Group Fairgrounds Development would address this through multiple approaches in its development: Advancement, Access, and Accountability. Gentrification occurs when the character of less wealthy underserved or underdeveloped neighborhoods is changed by wealthier people moving in, improving housing, and attracting new businesses which frequently displaces the current inhabitants in the process. While the ebbs and flows of wealthier individuals desiring to invest and live where they wish is difficult to control, neighborhood retention is at the forefront of P3’s plan because of its quality design and programming. One thing for certain – A rising tide raises all boats.

Advancement through P3’s proposed development would generate and invest millions of dollars over the years and much of that investment is directly targeted to enhance the populations – the elderly and the youth – that are already living in the surrounding areas that continue to be threatened and overwhelmed with high rates of poverty due to the absence of crucial resources. Nourishment of the residents of the 5th district is the heart of this plan. The combination of the direct Access to workforce training, job creation, and multiple amenities at no cost to residents including to the youth recreation center, public park, retail spaces for community scaled entrepreneurship, healthy food options have been intentionally programmed and designed to enhance quality of life. Proposed residential development would include an abundance of workforce housing that would be as affordable as much of the existing neighborhood housing, reducing the pressure of gentrification. This and more will give the surrounding residents the opportunity to improve their own homes, create their own businesses, and generate their own wealth. It will be pivotal during
the masterplan process to meet with the surrounding neighbors and citizens throughout the 5th District in order to ensure that the master plan includes crucial community resources that are needed in the area and provide Accountability. The P3 team looks forward to working with the City of Savannah, the MPC, neighborhood groups, and more to solidify programming, regulation, and other opportunities to make the resources for neighborhood improvement accessible for the community.

8. What is your traffic mitigation plan and how will it impact the community?

The goals of the traffic mitigation plan for the Fairgrounds development proposed by the P3 Joint Venture Group would be the following:

- To keep traffic generated by the project similar to comparable neighborhoods in Savannah.
- Distribute traffic to existing roads with the greatest ability to accommodate traffic.
- Where needed, to mitigate traffic with acceptable traffic calming measures.

Because the concept proposed by P3 is a mixed-use neighborhood-scale development, the traffic generated by such a project will be that of a similar scale to other neighborhoods within the City. Total average daily traffic generated will be approximately 4,000 vehicles per day and that is likely on the high side depending on pedestrian and transit use. To distribute that traffic to existing collector (Staley Ave.) and major arterial streets (Montgomery St.), the distribution plan proposes to use Meding and 63rd Streets as the primary ingress/egress routes for the development. Both of those streets have the widest existing rights-of-ways and were suggested for that purpose by City staff. As such, our traffic distribution plan proposes that 90% of development traffic will use Meding and 63rd Streets. The remaining existing roadways are proposed to distribute the balance of the traffic and carry no more than 390 vehicles per day. 63rd street is proposed to carry 1,500 vehicles per day and will be signalized at its intersection with Montgomery Street and have a single-lane roundabout at its intersection with Meding Street.

The signal at Montgomery will be very near equidistant between the existing signals at Meding Street and Staley Avenue. Traffic along Meding Street will be the highest at approximately 2,950 vehicles per day. To mitigate and calm that volume of traffic, in addition to the signal lane roundabout proposed for 63rd St., mini-roundabouts are
proposed for Kimball and 61st Streets. Our plan also proposes a raised median along the Fairgrounds frontage where additional right of way may be obtained.

It should be noted that many existing neighborhood streets in Savannah carry similar levels of traffic. 65th Street between Habersham and Reynolds (comparable to proposed traffic on 63rd St.) carries 1,950 vehicles per day and Columbus Drive between Abercorn and Bull St. (comparable to proposed traffic on Meding St.) carries 2,760 vehicles per day. Traffic planners typically use a 2,000 vehicle per day threshold as a parameter defining a livable street. As noted above there are many existing livable streets within the City that conform to the 2,000 vehicle per day threshold. With the exception of Meding St., no other existing or proposed street is projected to carry traffic above that threshold.

In addition to the speed tables previously installed by the City, we believe that the traffic calming measures (roundabouts and median) included in the plan will further reduce speeds on Meding, discourage “cut thru” traffic, and provide safe conditions for pedestrians.

9. What is the DBE/MBE/WBE Local goal for the following items:
   a. Your venture partnership (percentage)
      • 50%
   b. Subcontracting (percentage)
      • 80%
   c. How many local DBE/MBE are included?
      • 17 Local DBE/MBE Businesses
      • 35 Savannah First Businesses

10. What is the percentage of Savannah first businesses engaged in the project?

95% OF OUR TEAM IS COMPRISED OF LOCAL SAVANNAH FIRST BUSINESSES INCLUDING LOCAL RESIDENTS.

11. What local community partners do you have engaged?

- Savannah State University
- Savannah Technical College
- IATSE Labor Union Local 491 (High Wages + Health Benefits + Retirement)
- LGBTQ+ Community
- Savannah Youth City
- Healthy Savannah
- Metropolitan Hispanic Chamber of Commerce
- Greater Savannah Black Chamber of Commerce
- Chamber of Commerce
- Pre Apprenticeship Construction Program
- Local Small Business Retention, Development, & Expansion

12. What is your construction schedule and timeline?

Please see the attached Construction Schedule & Timeline

13. What type of recreation is proposed for the community youth and seniors?
   What is the associated recreation cost for residents?

P3 Joint Venture Group proposes a sports complex that will be multi-purpose in use, providing the most diverse offerings in the area. With our plan to allow the outdoor fields to be used for football, basketball, baseball, and soccer and the indoor facility to be used for indoor football or soccer, gymnastics, dance, cheerleading, volleyball, and more, we will be able to offer a wide range of recreation for the community youth and seniors. An example of the type of recreation includes, but is not limited to:

- Youth Sports Clinics
- Senior based athletic classes, including yoga, and walking groups
- After school programs including academic support and sports practices/instruction
- Complimentary field/court time
- Life Skills and Healthy Living programs
- Computer lab with high-speed wifi with open hours for all local residents

We plan to offer recreation to the community on a complimentary basis. As we will highlight in our answer to Question 24, we plan to include the residents as part of our planning and ongoing operations process, so this recreation will be revised accordingly based on any feedback and on reception once the facility is operational.

14. What portion of the property will the developer own?

Approximately 20 acres
15. How will your development team address food insecurity in the community?

Our proposed development plan would address food insecurity in many ways. The surrounding area is not well served with healthy choices, and our plan would help both the new residents and the existing surrounding neighborhoods with the following elements. We have created space for a neighborhood food market within walking distance for area residents. There is a right-sized place for a healthy community garden, again within walking distance for residents. The landscaping proposed will include an abundance of trees with fruit and nuts which can be harvested.

The public park will be designed to accommodate food trucks for weekends and special events. Perhaps most importantly, the proposed development will be created in a way that allows residents to be able to afford to grow, harvest and purchase healthy food without having to drive an automobile to have access. We will work with our partners at Healthy Savannah to make sure these choices are integrated into all aspects of the master plan.

16. Will any daycare services be provided as part of your development?

We will provide on campus early learning and after school enrichment programs. We will support existing childcare centers within a 5 mile radius of the proposed site.

Kingdom Kidz Palace: 0.4 miles
Ash Tree Learning Center: 1.0 miles
Victoria's Academy & Learning Center: 1.3 miles
Greenbriar Children's Center: 1.4 miles
Avant Learning Academy: 1.8 miles

17. What role will Savannah State University play in your proposal?

The P3 Joint Venture Group will establish a state of the art workforce development career center. Working together with Savannah State University we will advance careers in technology, entertainment, and digital animation. Students from Savannah State University will be able to use our facility as a satellite campus for training in coding, e-gaming, sound design, animation, and creative entertainment jobs executed through an entrepreneurial based curriculum. Our center will serve as a feeder system to all local colleges & universities for career exploration.
18. How many units are proposed for home ownership versus rental in your proposal?

10% or about 40 dwellings. That percentage could increase if more townhouses and duplexes are added to the master plan. We will make available technical assistance and share resources with potential home buyers.

19. How is public safety going to be addressed in the development?

Public safety would be a fundamental aspect of the P3 development plan. The approach to public safety would be holistic. All proposed public areas would be well lit and free of places for people to lurk and surprise other people. All proposed streets would be provided with wide well-lit sidewalks, and all streets designed to be friendly for bicycles. A main pedestrian promenade with pedestrian-oriented lighting would connect the Career Development Center on Main Street to the recreational fields, lagoons and indoor recreation center to shield pedestrians from street traffic. All entrances to the proposed development and key intersections would be fitted out with cameras and a central recording and security office provided.

The area residents would be encouraged to participate in a robust Neighborhood Watch program. Finally, the P3 Joint Venture Group would provide, at no cost to the City of Savannah, a storefront space for a Police Substation on Main Street to support elderly housing.

20. How is technology going to be addressed or integrated for youth and seniors?

The P3 Fairgrounds Development would enhance the availability of technology in several ways. By partnering with Spectra/Comcast to provide affordable access to broadband internet and wifi, the Fairgrounds will be one of Savannah’s most connected neighborhoods. The Movie and TV Studios and the affiliated Career Development Center will be one of the most “wired” facilities in the region, and also provide a platform for youth and seniors to learn how to build careers around 21st Century technology. We will provide a computer lab with high-speed wifi with open hours for all local residents. All of the neighborhood retail and spaces for non-profits will be providing local “hot spots” for internet access.

Public areas will be able to provide safety and security through technology using cameras and real-time monitoring. Last but not least, the residential apartments will all have password accessed broadband for residents and guests.
21. How much funding will be requested from the City of Savannah for your development?

We have committed to paying “fair market value” for the developable land. We would ask that the City consider investing that money into public improvements and/or amenities within the project. Our tax-exempt bond model does not rely on any City of Savannah bonding capacity. As we finalize the capital stack we will be evaluating readily available programs currently offered by the City.

22. Explain your financing plan and capacity?

Our financing approach is two-fold. For the housing components, standard debt and equity will be used in conjunction with tax credits. For the balance of the development, we will be using a 30-year tax-exempt bond program in conjunction with a non-profit owner/borrower. This approach ensures the lowest cost financing, along with the elimination of developer profit. The non-profit will assume liability for the debt and then transfer ownership of the assets to the City of Savannah at no cost upon the termination of financing. Please find attached a development financing model graphic diagram to illustrate how this public private financing model works.

As submitted in our original proposal, P3 Partners have successfully completed a transformational community development, Tempe Town Lake. This project is an over 12 Million Square Feet Development, generating over $1 Billion Dollars in Economic Impact in the heart of the Phoenix Metropolitan area that employs an excess of 15,000 workers.

Also, please find attached a supporting financial letter from the Industrial Development Authority of the City of Phoenix, Arizona.

Recreation - P3 Joint Venture Group and Spectra will place a heavy emphasis on providing complimentary recreation and technology services at no cost to the City. We will have the capacity and ability to offer these services thanks to a robust sports tourism and tournament focus. Based on similar complexes, we can reasonably expect approximately 20+ tournaments a year, with an average of 10 teams per tournament. This schedule again allows the flexibility to offer ample time for the community in the complex while still generating much needed revenue for the complex and the City. Additionally, our team will place an emphasis on sponsorship.
sales, not only within the recreation and sports complex, but throughout the entire development, generating much needed revenue to offset the free, community based programing.

Sports complexes, similar to the one proposed by our team are directly responsible for direct spending at the complex (facility rentals, registration fees, food and beverage, merchandise, etc.) and indirect spending associated with events (travel, hotel, dining, and entertainment in host cities). Sports tourism generated $14.6 billion in tax revenues in 2019, with $6.8 billion of that accruing to state and local governments. Often, because of this success, sports complexes prompt ancillary development surrounding them. We are fortunate the City of Savannah has a large, valuable piece of land they are dedicating to this project that includes both a recreation/sports complex and ancillary development, which generates valuable revenue that will be there from day one. As such, the sports complexes finances will be part of the larger financial picture of the whole complex. Please find attached a supporting financial letter from Spectra for funding in excess of **$5 Billion Dollars in equity capital**.

**Senior Housing/Homeownership** - For the residential components of this development W.H. Gross has numerous relationships to provide both equity and debt. W.H. Gross has completed over 3,000 single family units and several thousand rental units in the last 3 decades. W.H. Gross would provide senior/market housing in phases over a course of 5 years. Additionally, the P3 Joint Venture Group has access to institutional equity and debt, including but not limited to tax-exempt bonds. W.H. has successfully received funding for 13 out of 14 tax credit projects. Please find attached a supporting financial letter from **Affordable Equity Partners, Inc.** for funding over **$100 Million Dollars**.

23. Are there any relationships with your team and City Council members or City staff related to this development?

No.

24. Are you open to changes requested by the residents?

Absolutely! We heard lots of good ideas at our two recent public hearings and look forward to working with the local community to identify more specifics as we move forward with the planning and zoning processes. Ultimately, we want the community to have a sense of pride and well-being with this development in their neighborhood.
Construction Schedule & Timeline
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<td>Wed 8/25/27</td>
<td>26,33</td>
</tr>
</tbody>
</table>

Project: Savannah Rev 2.05_24
Date: Mon 5/24/21
Financial Letters & Private Sector Resources
Development Model

City of Savannah

- City Leases or sells Land to the Non-profit Foundation under a prepaid Ground Lease

- Development Agreement

- MDF borrows the money, develops & owns the project

- Project Development Agreement

- Industrial Development Authority issues Tax Exempt Bonds)

- Operating and Management Agreement

- Foundation Leases Improvements back to Developer or City under a Facility Use Agreement

DEVELOPMENT TEAM
- Designs the project
- Develops the project
- Guarantees costs & delivery date
August 5, 2020

Mr. Steven L. Nielsen  
Chairman of the Board and CEO  
Municipal Development Foundation  
3333 E. Camelback Rd., Suite 265  
Phoenix, Arizona  85018

Subject: Mixed Use Development – Savannah, Georgia

Dear Mr. Nielsen:

I am writing on behalf of the Industrial Development Authority of the City of Phoenix, Arizona (the “Phoenix IDA”) to express our interest in, and support of, P3 Partners and Municipal Development Foundation’s contemplated mixed-use development in Savannah, Georgia to include a motion picture studio, education, sports and tournament facilities, and workforce housing on the Coastal Empire Fairgrounds site. This strategic plan for the redeployment of City-owned property into a robust mixed-use project is both visionary and dynamic.

As you know, the Phoenix IDA has broad powers, including issuing bonds for specific types of projects described in the state law-enabling legislation, which incorporates projects located within and outside of the state of Arizona. As such, education, amateur sports facilities and workforce housing to address unmet community needs is of great interest to the Phoenix IDA as it looks to be involved in a wider variety of financing projects.

I know you share the Phoenix IDA’s goal of stimulating economies through job creation and increased capital investment, as evidenced by our highly successful joint efforts on the Higley (AZ) Unified School District construction project and Elko (NV) Conference Center transaction. These financings, along with our shared joint purpose, make it attractive for the Phoenix IDA to work with you, P3 Partners, and the Municipal Development Foundation in addressing a critical shortage of youth-related sports and education facilities.

As such, given the anticipated overall positive economic impact of the contemplated project, the Phoenix IDA would be very interested in assisting with tax-exempt and taxable bond financing for this endeavor and being part of an undertaking of this breadth and scope.

Sincerely,

Juan Salgado
Chief Executive Officer
FINANCIAL CAPACITY & STRENGTH

Spectra Venue Management consistently shows strong operating performance and financial results. In addition and as previously mentioned, a majority interest in Spectra is owned by Atairos Group, an independent private company focused on supporting growth-oriented businesses across a wide range of industries with excess of $5 billion of equity capital.

In June 2015, Comcast Spectacor L.P. (“Spectacor”) rebranded Global Spectrum, LP (“Global Spectrum), Ovations Food Services, LP (“Ovations”), and Patron Solutions (“Paciolan”) into one company, Spectra. All of these Spectra entities were at the time consolidated subsidiaries of Comcast Spectacor Ventures, LLC (“CSV”). Upon request, Spectra is more than happy to provide our confidential audited financial statements.

LAUREN MINGHENELLI
Manager, Business Development & Client Relations
Spectra Venue Management, Food Services & Hospitality, and Partnerships
O: 215.952.4156
Lauren.Minghenelli@spectraxp.com
www.SpectraExperiences.com
Mayor and Council
City of Savannah
P.O.Box1027
Savannah, GA 31402

Re: Fairgrounds Development Project RFP Event No. 7911

This letter is to confirm that WH Gross Construction, Inc. and William H. Gross individually (collectively “Gross”) have worked with Affordable Equity Partners, Inc. (“AEP”) over the past 15 years and Gross has the financial capacity to perform at the highest level for the proposed Fairgrounds Development in Savannah, GA. AEP has facilitated over $100million in debt and equity on Gross developments, and has never had any issues. We review the financial capability of the development team continuously, and Bill Gross and WH Gross Construction are in good standing with AEP.

If there is anything else we can help with in regards to the Fairgrounds Development, please feel free to call.

Regards,

Brian H. Kimes
Vice President
Affordable Equity Partners, Inc.
573-424-8811 m
573-443-2021 o
Date: August 14, 2020

Company Name: Gordon Development Group LLC / Aeroscope Studios LLC

Approval Amount: $3,500,000.00

To Whom It May Concern,

Regarding the City of Savanah RFP #7911

Please be advised that Gordon Development Group LLC/Aeroscope Studios LLC is approved for a $3,500,000 credit facility for the purpose of commercial and residential development contingent upon award of the City of Savannah RFP #7911. FundSource Financial lends specifically for the purchase and development of investment real estate. If you have any questions regarding this credit approval please feel free to contact me directly.

With Every Good Wish,

J. Avery Rucker
Regional Vice President

Fundsource Financial LLC
Direct: 877.522.3323 x 707
Email: Avery@fundsourceonline.com
Local College & Universities Letters of Support
July 31, 2020

City of Savannah
2 E Broad Street
Savannah, GA, 31401

To whom it may concern:

Savannah State University (SSU) welcomes the opportunity to partner with Aeroscope Studios/RG Media Affiliates for the purpose of creating internships, and workforce development opportunities in connection with the city of Savannah Fairgrounds Development Project Event No. 7911.

SSU actively seeks partnerships in arts, culture, business and technology to support the advancement of Savannah and the region. Therefore, the concept of Aeroscope Studios/RG Media Affiliates, which proposes to develop a full-service entertainment complex for film and television production, music, technology, and a creative entrepreneurship workforce training facility, presents many opportunities for partnership with SSU’s academic programs.

Sincerely,

Kimberly Ballard-Washington
Interim President

cc: Mr. Robert Gould (CEO- RG Media Affiliates)
    The Honorable J. Craig Gordon (CEO – Aeroscope Studios)
August 3, 2020

Ms. Pat Monahan
The City Manager
City of Savannah
2 E Broad Street
Savannah, GA, 31401

Dear Ms. Monahan:

Letter of Support for RG Media Affiliates, LLC for the City of Savannah Fairgrounds Development Project Event No. 7911.

I strongly recommend RG Media Affiliates, LLC for the City of Savannah Fairgrounds Development Project Event No. 7911. Mr. Robert Gould, an outstanding speaker, professional and expert in his field, served as a guest lecturer at Savannah State University in our Advancement of Creativity and Entrepreneurship (ACE) Center.

I have witnessed Mr. Gould and his team approach to engaging students firsthand with tangible entrepreneurial skills in the entertainment industry. Students walked away with entrepreneurship development strategies and comprehensive management techniques; maximizing their leadership abilities and opportunities. We look forward to working further with Mr. Gould in the future.

RG Media Affiliates is proposing a training facility and curriculum which will offer an entrepreneurial approach to advancing local small business creation, while progressing the pursuits of aspiring entrepreneurial students and citizens within Savannah and surrounding areas. This project I believe will enhance the growing Savannah ecosystem and will certainly be an asset to our students in all four university colleges.

RG Media Affiliate’s training model will equip citizens with studio engagement, artistic production skills, and entertainment trade skills that will enhance our local educational culture. Certainly, their contribution will be a positive one. They will be an asset to the Savannah community for many years to come.

If there is anything I can add by way of supplemental information, please feel free to contact me at 225-907-2774 or email me at sammsc@savannahstate.edu.
Yours sincerely,

Chevanese Samms Brown, PhD
Associate Professor of Management
Director, The Advancement of Creativity and Entrepreneurship (ACE) Center
August 13, 2020

To Whom It May Concern:

Savannah Technical College is very proud of our workforce training programs that train entry-level workers for Savannah’s booming film and television production industry. With the area’s local incentive available to productions building upon the State of Georgia’s incentive program combined with the natural beauty of our environment, the Savannah region is the perfect place for Georgia’s film industry to grow and flourish.

We also recognize that the more opportunities our students have to intern on a local production, the better prepared they are for their future careers. One issue that we have found difficult to overcome is the lack of consistent, ongoing productions available to provide internship opportunities. I am continually made aware that Savannah’s lack of a true production facility capable of hosting and supporting all aspects of the film industry is the primary reason more productions cannot stay in Savannah for all of their pre-through post-production needs.

We are highly supportive of any endeavor that will provide the much-needed infrastructure required by production companies considering the Savannah region for their next production.

Sincerely,

Kathy S. Love, Ed.D.
President