

Marina Market Re-Development Opportunity

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Realty, Inc.

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***COMMERCIAL
PROPERTY
FOR SALE***



1.42 Acres

A Downtown City Block

**200 & 204 N Elm Ave
Sanford, FL 32771**

Contact: Frank J. Thomas

407.497.4192

Concept Marina Market & Solar Roofed Parking Garage



Elm Ave Parcels Information

Parcel Information

Parcel	25-19-30-5AG-0107-0010
Owner(s)	TOMKAT ENTERPRISES INC
Property Address	204 N ELM AVE SANFORD FL 32771
Mailing	PO BOX 952946 LAKE MARY, FL 32795
Subdivision Name	SANFORD TOWN OF
Tax District	S3-SANFORD-WATERFRONT REDVDST
DOR Use Code	48-WAREHOUSE-DISTR & STORAGE
Exemptions	

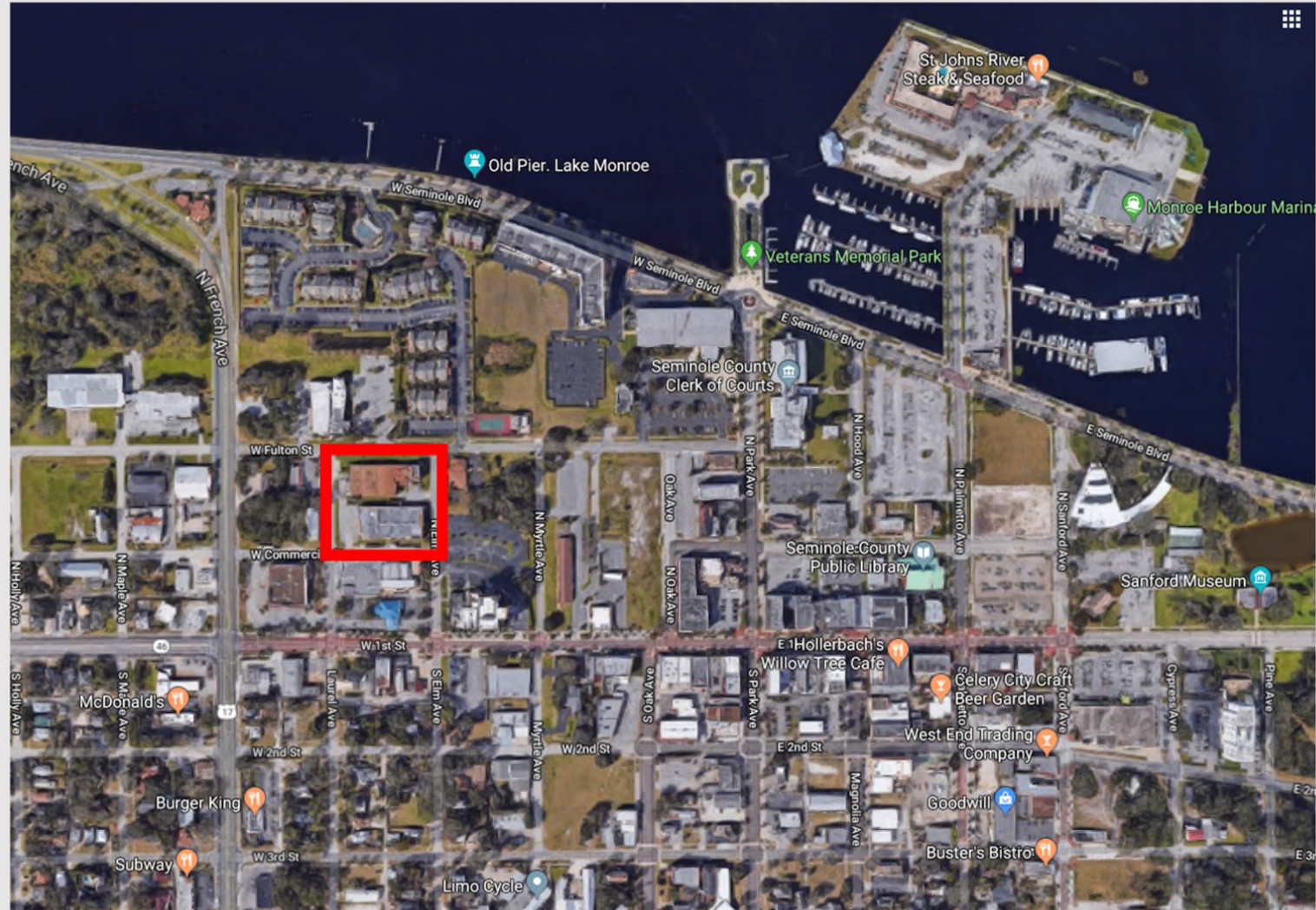


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Elm Ave Properties a Short Walk to the Marina



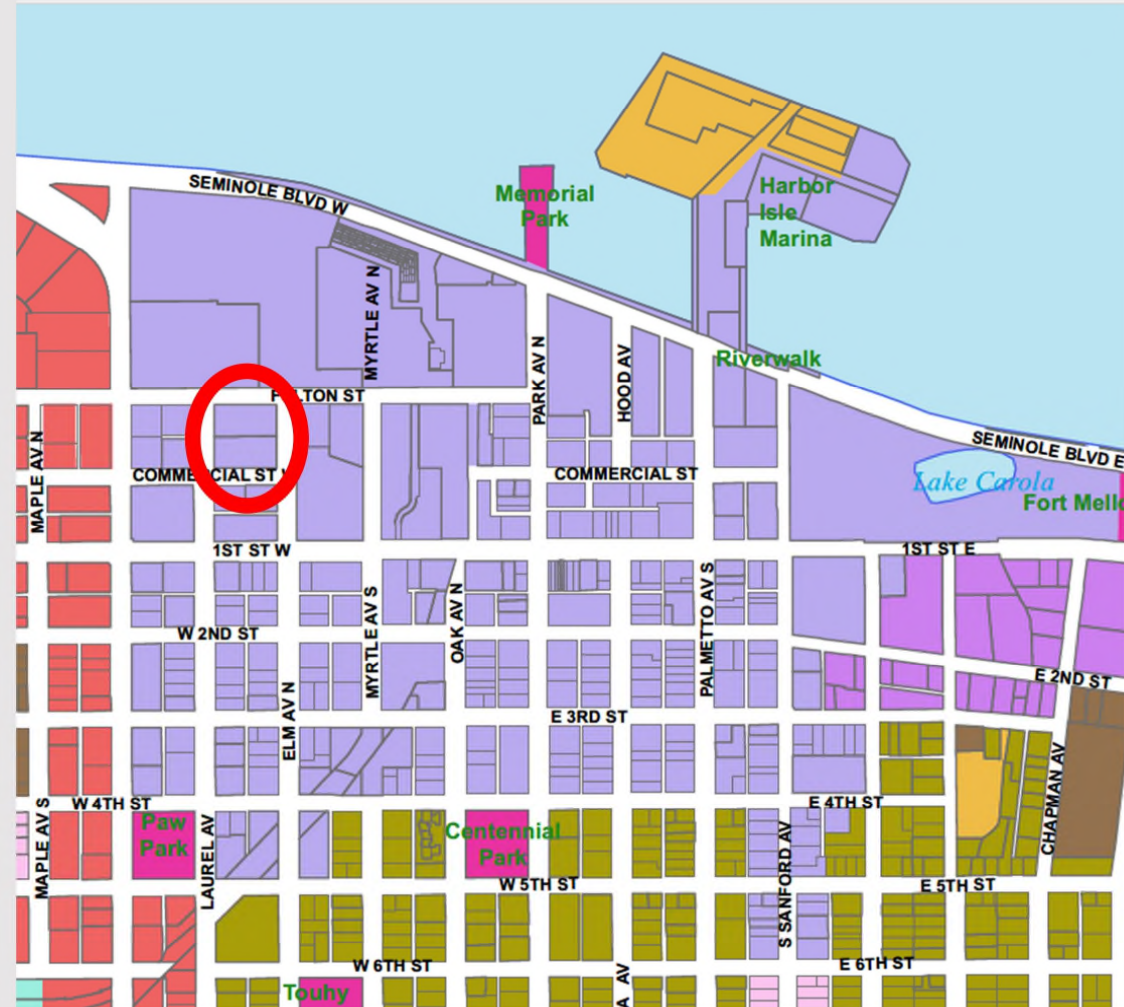
Elm Ave Parcels Located in Downtown Sanford

City of Sanford

Zoning Districts

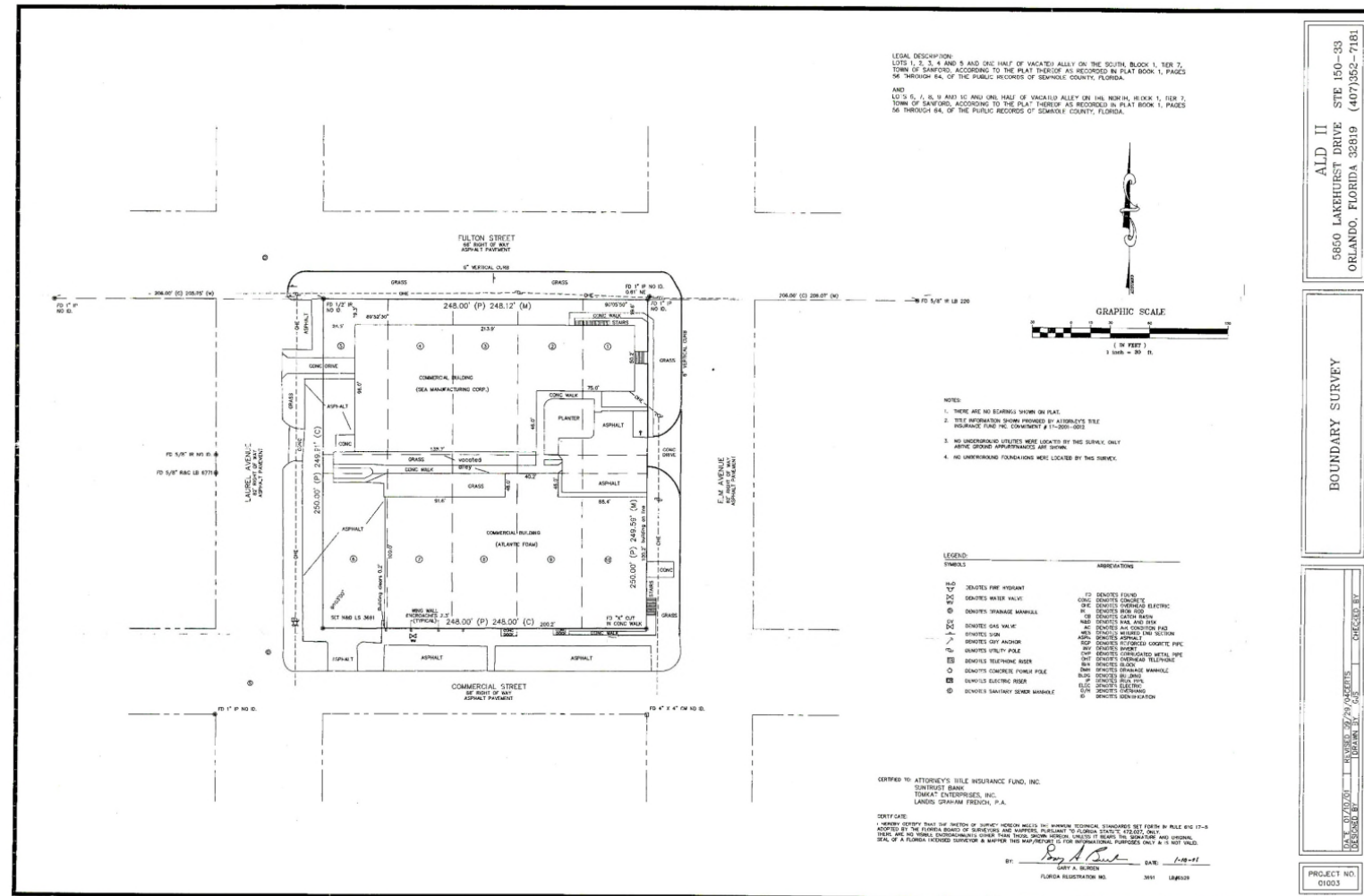
Legend

AG	Agriculture
GC2	General Commercial
MI2	Medium Industrial
MR1	Multi Family Residential 8 D.U./acre
MR2	Multi Family Residential 15 D.U./acre
MR3	Multi Family Residential 20 D.U./acre
PD	Planned Development
PRO	Parks, Recreation, Open Space
RC1	Restricted Commercial
RI1	Restricted Industrial
RMOI	Multi Family Residential /Office/Institutional
SC3	Special Commercial
SR1	Single Family Residential 6,000 sq.ft. Lots
SR1A	Single Family Residential 7,500 sq.ft. Lots
SR1AA	Single Family Residential 10,000 sq.ft. Lots
SR2	Mobile Home

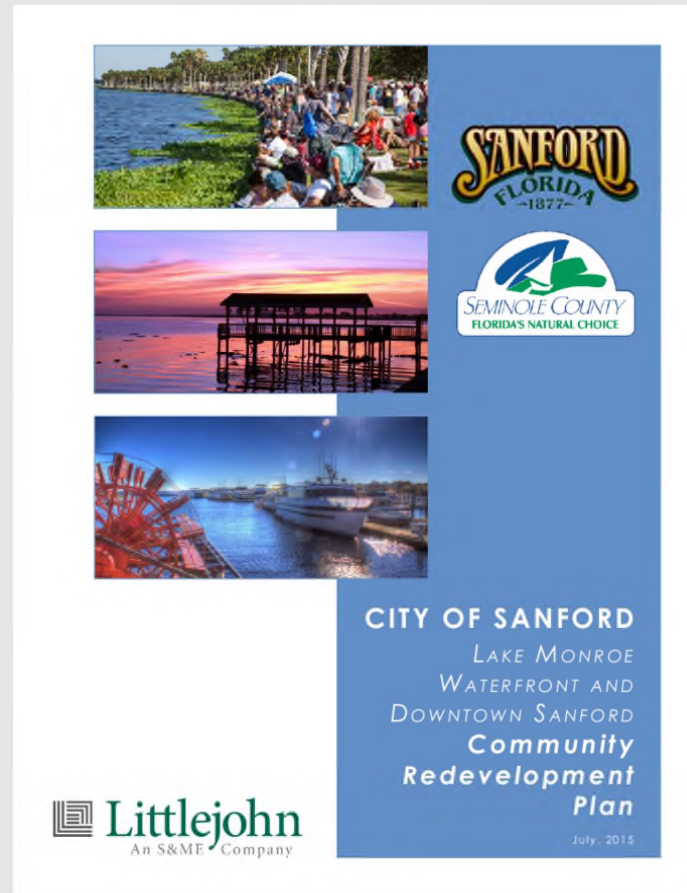




Elm Ave Parcel Survey



Any Solution Should Focus on These 3 Key Sanford LMWDS-CRA Statements



Create Public-Private Partnerships (Pg 6)

"Public-private partnerships are a key component for the long-term success of large-scale projects, especially in commercial districts such as Sanford's Downtown and Waterfront. Initiative from government agencies and non-profit organizations reduces risk, boosts confidence, and facilitates development, paving the way for the private sector to invest, leverage funds, and meet market demands. In addition, partnerships with non-profit and private sector organizations provide opportunities for multiple organizations to pool in their resources and expertise for greater effectiveness and efficiencies."

Increase Employment Opportunities (Pg 7)

"A successful commercial district relies on a stable and diverse employment base to sustain itself in the long term. Expanding employment opportunities improves residents' income and living conditions, attracts development, and expands business services and goods provided. Among the purposes of the City of Sanford's CRA is to assist in relocation of existing businesses to the Downtown and Waterfront areas and with the retention and expansion of retail and commercial businesses. These measures lead to an increase in employment opportunities, expansion for development, and a stable and successful commercial district for the Lake Monroe Waterfront Downtown Sanford CRA."

Reduce Symptoms of Blight (Pg 8)

"Other aspects of blight affecting the CRA are faulty lot layouts and diversity of ownership, inadequate parking facilities, loss of commercial business, and environmental nuisances. Irregular parcel configurations, sizes, and multiple ownerships severely limit and prevent varying types of development that will benefit the area. A shortage of parking spaces is a significant factor in preventing businesses, primarily in retail, from locating within the CRA and in inhibiting the expansion and success of existing business."

***A Smart Building and
Economic Activity Generator***



January 31, 2022

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Winter Garden Plant St. Market



January 31, 2022



Plant St. Market = 12,000 sqft
Quincy Market = 27,000 sqft
Publix Avg Store = 45,000 sqft

Historic Boston's Quincy Market

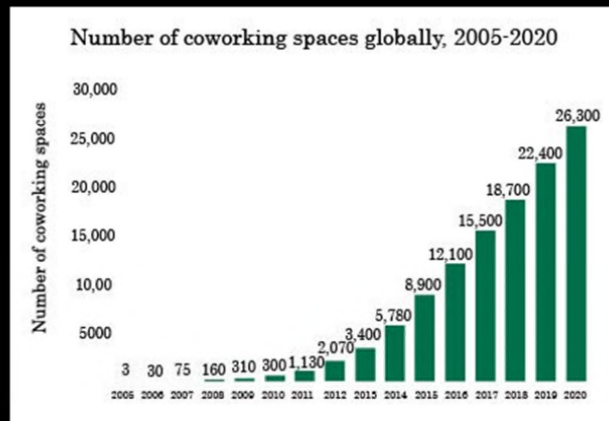
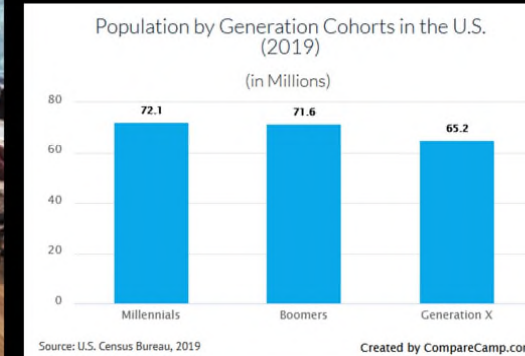


Street Level: Sanford's Marina Market

The Marina Market could offer a community of quality and diverse farm fresh products, artisan specialties a la Winter Garden's Plant St. Market, Boston's Quincy Market or even an Amazon Fresh.

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2nd Floor: Co-Working Spaces

Design in the Workspace success stories that nurture Entrepreneurs and Startups and compliment those efforts with advanced educational opportunities. A hybrid workplace allows for structure and sociability while offering independence and flexibility at home.

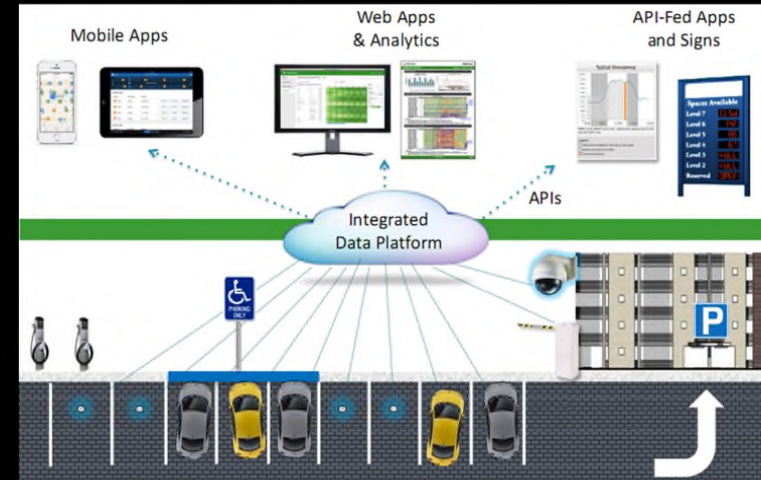
“The Park “ - A six-story hybrid structure in New Orleans combines a 441-space parking garage with 27,000-sf of street-level retail.



Way Finding: information systems guide people through a physical environment to enhance their understanding and experience of the space.



A new generation of intelligent parking.



**3rd — 5th
Floors Plus
Rooftop:**

Smart Parking Garage Technology

- Way Finding Technologies
- Internet of Things
- Revenue Optimization



A 684-kW installation at Staples' HQ



Parking Garage Solar Canopy is 55,076 sf on the fifth floor and generates 891 KW solar power. It provides 83% of the electrical requirements for Fitzgerald's Auto Mall in Gaithersburg.



Solar Canopies for Parking Lots

Rooftop: Solar at Work

50,000 sqft Rooftop Lease:

- 1. Provide Covered Parking**
- 2. Can Generate \$50,000 of Income per Month**

Marina Market

A Smart Building & Economic Activity Generator

Ground Floor Retail Attraction

The Marina Market will offer a community of quality and diverse farm fresh products, artisan specialties ... a la Winter Garden Plant St. Market, Charleston City Market & Boston's Quincy Market

2nd Floor Dedicated to Shared Workspace Offices

Modern dedicated hot desk workspace with premium amenities, client-ready conference rooms and on-site support attracts entrepreneurial workforce.

4 Levels Plus a Rooftop of Smart Parking

A garage that mixes location data analytics with internet of things technologies. E.g. Using technology embedded in parking spots can alert and direct drivers to open spaces, available charging stations and collect fees.

Rooftop Solar Panel Canopy

Solar canopies are an increasingly popular way to take advantage of parking requirements and invest in solar power. They provide renewable power source for the building systems, EV charging and retail businesses.

January 31, 2022



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Downtown Sanford Property Office/Warehouse Opportunity

- ✓ Purchase Price “As Is” = \$6,185,500**
- ✓ Property Size = 1.42 Acres or 61,855 sqft**
- ✓ 1 year Lease: NNN @ \$7.73/sqft or \$309,275**
- ✓ Cap Rate: 5%**
- ✓ Broker Fees: Buyer & Seller Pay Their Own**