

The River House

A Bed & Breakfast Boutique Hotel

Proposal Respectfully Submitted by the Historic Hospitality Group, LLC

Wed. July 18th 2013

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Tab 1

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BID/PROPOSAL SIGNATURE PAGE

How to submit bids/proposals: Proposals must be submitted by hard copy only. It will be the sole responsibility of the Bidder to ensure that the bid reaches the City of Fort Lauderdale, City Hall, Procurement Department, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this bid/proposal.

Please Note: All fields below **must** be completed. If the field does not apply to you, please note N/A in that field.

Submitted by: _____ July 17, 2013
(signature) (date)

Name (printed) Kristin R. Kitchen Title: Owner/Operator

Company: (Legal Registration) Historic Hospitality Group, LLC

CONTRACTOR, IF FOREIGN CORPORATION, MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit <http://www.dos.state.fl.us/>).

Address: 330 Himmarshee Street, Suite 212

City: Fort Lauderdale State: FL Zip: 33312

Telephone No.: 513-477-7781 FAX No.: _____ Email: kristin@sixacresbb.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions):

Payment Terms (section 1.04): N/A Total Bid Discount (section 1.05): N/A

Does your firm qualify for MBE or WBE status (section 1.09): MBE Yes WBE Yes

ADDENDUM ACKNOWLEDGEMENT - Contractor acknowledges that the following addenda have been received and are included in the proposal:

Addendum No.
1

Date Issued
June 27, 2013

P-CARDS: Will your firm accept the City's Credit Card as payment for goods/services?

YES X

NO

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Contractor will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation. **HAVE YOU STATED ANY VARIANCES OR EXCEPTIONS BELOW? BIDDER MUST CLICK THE**

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NON-COLLUSION STATEMENT:

By signing this offer, the vendor/contractor certifies that this offer is made independently and free from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

NAME

None

RELATIONSHIPS

None

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.

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COST PROPOSAL PAGE

Contractor Name Historic Hospitality Group, LLC

Failure to use the City's COST PROPOSAL Page and provide information as requested in this RFP, may deem your proposal non-responsive.

1. Please state below the Contractor's initial investment to the modifications of the building.

Contractor shall be required to make an initial minimum investment to the modifications of the site in the amount of one million dollars (\$1,000,000). Any and all modifications must bring the building and surrounding property to current code requirements

INITIAL INVESTMENT

\$ 1,744,800.00

Written Amount: One million seven hundred and forty four thousand, eight hundred dollars

2. Please state below the Contractor's percentage of gross proceeds offering per year.

PERCENTAGE OF GROSS PROCEEDS OFFER

\$ 27,161.00 /annum

Written Amount: Twenty seven, thousand one hundred and sixty one dollars

COST ESTIMATE

1. Base Building Renovations

Demolition and disposal	\$25,000
Mold Remediation	\$50,000
Interior Finishes - Repair / Replacement	\$250,000
Electrical Infrastructure Replacement	\$150,000
HVAC Infrastructure Replacement	\$100,000
Plumbing Infrastructure Replacement	\$125,000
Fire Suppression Infrastructure Replacement	\$25,000
Exterior Windows and Doors	\$80,000
Exterior Repairs	\$50,000
Roof Repairs	\$10,000
Painting	\$50,000
Subtotal	\$890,00

General Conditions (10%)	\$89,000
Contractor Profit and Overhead (12%)	\$106,800
Contingency (10%)	\$89,000

Total construction cost \$1,174,800

Developer Fees	\$ 75,000
Design Fees	\$100,000
Testing and Reimbursable Items	\$30,000
Permit Fees	\$40,000
Total	\$245,000

Total Estimated Base Project Cost \$1,419,800

2. Additional Cost for Each Design Option

Restaurant Equipment and Furnishings	\$200,000
Office Equipment and Furnishings	\$25,000
Specialty Furniture, Fixture & Equipment	\$100,000

Total cost for River House Bed and Breakfast \$1,744,800

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COVER LETTER

The partners of Historic Hospitality Group propose the convert the former River House Restaurant in to the River House Bed and Breakfast. Currently the downtown historic commercial district also known as the Himmarshee Village in Ft. Lauderdale does not have a traditional Bed and Breakfast that would bring visitors from around the country and the world to the immediate area as well as share the history of this wonderful neighborhood. Our primary goal for the River House Bed and Breakfast to become the best choice for lodging in this historic district by ensuring that we share the history of the community with each and every guest that stays with us. The traditional bed and breakfast traveler is typically interested in the history of the home that they are staying in which offers up a great opportunity for us to share the history of early Ft. Lauderdale and the vision of what the Riverwalk District plans for the future.

“The vision exists for a Riverwalk District as the urban center of Broward County, providing a unique South Florida destination and a cosmopolitan experience for all to enjoy. A district where performances spill out of venues into waterfront parks; where walking to a gallery, a show, and dinner in one evening is a seamless, comfortable event.” **Riverfront District Plan 2010**

The River House Bed and Breakfast plans to play an integral part in the continued realization of the Riverfront District Plan. Our goal is to use our frontage space not only for dining, but for live jazz concerts in the evenings, monthly art exhibits in partnership with the local cultural arts organizations and the community. We will also incorporate ongoing art shows that allow our local artist to showcase their talents as well as offer something new and different for the tourism market in Ft Lauderdale. Our experience suggest, the opportunity to buy a piece jewelry or a stained glass window from a local artist while staying in a Historic facility is just what the average Bed & Breakfast traveler is looking for!

The partners of the Historic Hospitality Group have had 10 years of experience in the Bed and Breakfast industry. We are now poised to bring our talents to the Ft. Lauderdale’s Himmarshee Village and Riverwalk District. Ms. Kitchen has dedicated the last 13 years to the historic preservation of a very similar home in Cincinnati, Ohio now called Six Acres Bed and Breakfast. As a result, HHG knows exactly what it takes to be successful in this business. Much like another fellow Ohioan, she is eager to “Take her talents to South Florida!”

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COMPANY PROFILE

Legal Name: Historic Hospitality Group

Legal Address: 330 Himmarshee St. suite 212, Ft. Lauderdale Fl, 33312

Telephone Number: (954)829-7788

Email Address: Historicalhospitalitygroup@gmail.com

Company Website: www.riverhousebnb.com

Website address of the Contractor: www.sixacresbb.com

Legal Entity in Fl:

Certificate of Status

I certify from the records of this office that HISTORIC HOSPITALITY GROUP, LLC, is a limited liability company organized under the laws of the State of Florida, filed electronically on July 15, 2013, effective July 12, 2013.

The document number of this company is L13000099476.

I further certify that said company has paid all fees due this office through December 31, 2013, and its status is active.

I further certify that this is an electronically transmitted certificate authorized by section 15.16, Florida Statutes, and authenticated by the code noted below.

Authentication Code: 130715091922-800249757678#1

Managing Partners:

Kristin Kitchen is the current owner of the Historic Six Acres Bed & Breakfast in Cincinnati. For nearly 10 years, Kristin has been the operator of this unique hotel property. As a historian, she has a very broad appreciation of preservation. She has also served as the General Contractor for the renovation of Six Acres and the additional Annex House adjacent to the property. In addition to having a Master's degree in Marketing, she has been an entrepreneur for over 20 years and knows how to develop a business from concept to fruition. As a seasoned entrepreneur with a vast knowledge in the real estate, retail, food service and hospitality industries as well as being versed in history and art, she has thrived as a retailer, landlord and hotelier. Kristin extends her background to young entrepreneurs and non-profits and is now using her background to preserve historic buildings and develop sustainable sources of revenue to continue the opportunity to maintain them.

Don D. Patterson-Blackwell is an accomplished real estate development professional excelling in a variety of areas to include predevelopment, conceptual planning, preliminary engineering, financing, construction administration, lease up, and construction close out. He has performed as Project Manager for Extended Stay America Hotels, Development Manager responsible for infrastructure and site improvements, maintains an extensive background in civil engineering, and has a Bachelors degree in Business Administration. After establishing a strong development and engineering background with private firms, Don established a development consultancy firm to provide capable development expertise primarily to for-profit and non-profit groups seeking to revitalize underinvested neighborhoods.

Financial Management:

James Carras has over thirty years of professional experience in community and economic development including consulting, teaching, training, and pro bono assistance. He has created or enhanced affordable housing and community development funding/financing initiatives valued at over \$10 billion. Jim has unique facilitation skills that lead to solutions that are implemented. Clients from all sectors including public private partnerships, government, private and alternative sectors have used him as a resource.

Specialties: Development finance for community and economic development projects; leveraging public and private funding and financing; design and creation of public private partnership organizations and initiatives; strategic planning through facilitation for mission driven organizations.

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EXECUTIVE SUMMARY

In recent years, the Riverwalk space and amenity has fallen into an inactive and disconnected condition. By this proposal, the Historic Hospitality Group, LLC (HHG) plans to reactivate the Riverwalk amenity and as operators of the River House B&B we will be able to better highlight the beauty of this extraordinary property and the historic Fort Lauderdale community. The long-term goal of River House Bed & Breakfast is to become the best choice in Fort Lauderdale hospitality and boutique lodging. We are confident we can achieve this by creating a unique experience for our guest and the local community. We have toured the facility and the grounds and found that the Historic nature of the Bryan River House buildings and its unique location offer an incredible opportunity to host special events and programming that fully embraces Riverwalk District and New River amenities.

We plan to offer more than a great bed and breakfast hotel. We plan to create an environment of hospitality that surpasses the standard fare for Ft. Lauderdale. By expanding our exposure beyond traditional means and introducing the Riverwalk District neighborhood to guests and potential guests (near and far) who have not yet discovered this year-round paradise, we plan to maintain a higher than average occupancy rate which will allow us to operate a very strong profit margin.

The HHG model for success is highlighted in our current property Six Acres Bed & Breakfast. Six Acres is an established Bed & Breakfast hotel that has been in operation for the last nine years. The owner of Six Acres Bed & Breakfast will also be the operator of the River House Bed & Breakfast. Kristin Kitchen has 10 years of experience in the business and took the dilapidated old historic building, in far worse condition than the Bryan Homes, in Cincinnati Ohio and made it into a wonderful 10 room Bed and Breakfast that houses travelers from all over the world.

Over the past 10 years, Ms. Kitchen has seen the number of visitors to the bed and breakfast increase steadily. The bed and breakfast industry itself has grown by 10-12% over the last 10 years. In addition to Kristin's experience as a B and B operator, she brings her services as a historian to the community. The success of Six Acres, in large part, is due to the Kristin's ability to truly bring the history of the house and the community alive. Homes with an interesting history make wonderful B&B properties mostly because guests love to learn about the hotel and local history. The rich history of Historic Fort Lauderdale will be showcased at this bed and breakfast and the history of the Bryan Homes will be revived and celebrated.

HHG Operations also recognizes that a large part of the revenues of the Bed and Breakfast will come from special and social events. The restaurant and dining hall will also be open to our guest and the community, as a venue that is ideal for both formal and informal gatherings (i.e. wedding receptions, office parties, Christmas parties, etc.). It gives the local community another opportunity to visit and support the local businesses within the District. The River House Bed &

Breakfast will offer eleven luxurious rooms and a full service restaurant. The restaurant will be open to the public for breakfast, lunch, and dinner. In the evenings the restaurant will opens its doors as a Tapas Bar, offering live entertainment as we seek to capitalize on the incredible outdoor dining space that is part of the Riverwalk District.

The program for redevelopment as proposed by HHG offers a delightful opportunity to attract visitors and guest to Historic Downtown Fort Lauderdale. In addition to providing information about our historic homes and the surrounding community, we plan to collaborate with the City of Fort Lauderdale and local business to offer packages, special rates, and events in support of the District's many programs and cultural arts events The River House Bed & Breakfast operators will partner with the local arts and entertainment community to provide a venue to showcase local artists, authors, and musicians. Economic viability is aided by traffic consisting of those having an interested in arts programming and special events. Many of them arrive willing to exercise their spending power multiple times each year. We believe, the longer the visit, the greater the opportunity to introduce them to our magnificent neighborhood and its wide array of entertainment choices.

Historic Hospitality Group, LLC view the Historic Bryan Homes as an adaptive reuse opportunity that fully realizes its greatest potential to coexist within this historic community, as a well-appointed bed and breakfast hotel, for the benefit of the community. This reuse and an experienced operator provide the Riverwalk space and amenity the opportunity to revive its inactive and disconnected condition. In partnership with the City of Fort Lauderdale, HHG will reactivate the Riverwalk, and as operator of the River House Bed & Breakfast, better highlight the beauty of this extraordinary property and the historic Fort Lauderdale community.

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PROFESSIONAL LICENSE AND CERTIFICATES; INSURANCE

State Farm



July 17, 2013,

The quotes submitted on behalf for Historic Hospitality Group LLC for General Business, Commercial General Liability Insurance, and E&O Insurance are on file with the Leah Brantley's State Farm Agency and will be effective upon approval of bid. Ms. Kitchen credit card account information is on file and will be used to purchase all insurance required.

Thank You,

Leah Brantley, Agent
State Farm

**State Farm Fire and Casualty Company
Businessowners Policy**

Prepared: July 16, 2013

Prepared for: HISTORIC HOSPITALITY LLC
5350 HAMILTON AVE
CINCINNATI, OH 45224-3108

Phone:

Prepared by: Leah Brantley
6323 Glenway Ave
Cincinnati, OH 45211-6301

Mailing address: 6323 Glenway Ave

Phone: (513)662-7283

Email: leah.brantley.t5sd@statefarm.com

Quote Effective Date: 07/16/2013

Quote Results

Coverages

	<u>Limit</u>	<u>Premium</u>
Coverage B - Business Personal Property	100,000 - Actual Cash Value	1,259.00
Loss Of Income And Extra Expense	Actual Loss Sustained - 12 Months	
Coverage L - Business Liability - Per Occurrence	1,000,000	993.00
Coverage L - Business Liability - Annual Aggregate Limit	2,000,000	
Products / Completed Operations Liability - Annual Aggregate	2,000,000	
Damage to Premises Rented to You	1,000,000	35.00
Coverage M - Medical Expenses	5,000	

Policy Deductibles

Basic Deductible	1,000
Equipment Breakdown	1,000
Inland Marine Computer Property Form	500
Money and Securities	250

Discounts and Charges

Automatic Sprinkler Protection Discount	(315.00)
Claim History Rating	(333.00)
Enclosed Building Discount	(94.00)
Protective Devices Discount	(128.00)
Years in Business Discount	(86.00)

Extensions of Coverage

Accounts Receivable (Off Premises)	5,000
Accounts Receivable (On Premises)	10,000
Arson Reward	5,000
Collapse	Included
Damage To Non-Owned Buildings From Theft, Burglary Or Robbery	Coverage B Limit
Debris Removal	25% of covered loss
Equipment Breakdown	Included
Fire Department Service Charge	2,500
Fire Extinguisher Systems Recharge Expense	5,000
Forgery Or Alteration	10,000
Glass Expenses	Included
Increased Cost Of Construction And Demolition Costs (applies only when buildings are insured on a replacement cost basis)	10%
Inland Marine Computer Property Form	25,000

This is a sample quote that contains only a general description of some available coverages and limits with an approximate premium, subject to eligibility. It is not a contract, binder of coverage or coverage recommendation. All coverages are subject to the terms, provisions, exclusions, and conditions in the policy and its endorsements. If information used for rating changes or different rates are effective at the time of policy issuance, this rate quote may be revised. If you have any questions, please contact my office.

Quote Results	Limit	Premium
Inland Marine Computer Property Loss of Income / Extra Expense	25,000	
Money And Securities (Off Premises)	2,000	
Money And Securities (On Premises)	5,000	
Money Orders And Counterfeit Money	1,000	
Newly Acquired Business Personal Property (applies only if this policy provides Coverage B - Business Personal Property)	100,000	
Newly Acquired Or Constructed Buildings (applies only if this policy provides Coverage A - Buildings)	250,000	
Ordinance Or Law - Equipment Coverage	Included	
Outdoor Property	5,000	
Personal Effects (applies only to those premises provided Coverage B - Business Personal Property)	2,500	
Personal Property Off Premises	15,000	
Pollutant Clean Up And Removal	10,000	
Preservation Of Property	30 Days	
Property Of Others (applies only to those premises provided Coverage B - Business Personal Property)	2,500	
Seasonal Increase - Business Personal Property	25%	
Signs	2,500	
Valuable Papers and Records (Off Premises)	5,000	
Valuable Papers and Records (On Premises)	10,000	
Water Damage, Other Liquids, Powder Or Molten Material Damage	Included	
Other Forms and Endorsements		
Motel Watercraft Liability		
Total Annual Premium		1,331.00
Monthly Premium (Service charge not included)		110.92

Rating Information

Location 1 -

Address: 5350 Hamilton Ave
Cincinnati, OH 45224-3108

County: Hamilton
Is this address inside the city limits: Yes
Earthquake zone: 04
Occupancy / Ownership: Tenant
Type of business: 152 - Motels - 3 Stories
or less - Owner Occupant - Without
Restaurants or Bars: 11-30 Units (no pool
or beaches)

Year built: 2012
Number of years the applicant has owned and operated the same type of insured business: 9
Construction: Masonry veneer

Territory Zone: 09
Subzone: 01
Annual Sales: 300000

This is a sample quote that contains only a general description of some available coverages and limits with an approximate premium, subject to eligibility. It is not a contract, binder of coverage or coverage recommendation. All coverages are subject to the terms, provisions, exclusions, and conditions in the policy and its endorsements. If information used for rating changes or different rates are effective at the time of policy issuance, this rate quote may be revised. If you have any questions, please contact my office.

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DEVELOPMENT PLAN FOR LEASEHOLD IMPROVEMENTS

The Historic Hospitality Group, LLC, proposes to convert the former River House Restaurant into a full scale luxury Bed and Breakfast.

Major Modifications to the current building include:

1. Removal of the staircase to create a lobby for the guest
2. Addition of an elevator to allow 2nd floor access
3. Additional bathrooms to be added to accommodate private baths for 11 sleeping rooms
4. Modifications to reduce the size of the kitchen to better fit our use and to use extra space for a additional dining room space
5. Enhancement of the patio area to accommodate outdoor dining.
6. Enhancement of the exterior of the building to include new awnings and repairs structure itself including the woodworking on the exterior of the house. \$50,000
7. Interior painting cost- \$20,000
8. Exterior painting – \$30,000 including exterior structure and railings
- 9.

A detail cost estimate for the modifications include: From the \$250,000 we have allotted in interior finishes repairs and replacements we project:

1. Elevator cost- \$80,000
 2. Separation of the rooms on left side of the structure to include removing the doorways and adding walls to divide the rooms – \$30,000
 3. Build out of the dining hall and new smaller kitchen \$100,000
 4. Restoration of hardwood flooring throughout facility \$20,000
 5. Repairs to tile work in the Kitchen and lobby \$ 20,000
- Totaling 250,000

We estimate the cost of creating 11 new bathrooms to be \$100,000 including tile work and fixtures.

A detail cost estimation of the addition/ upgrade of the kitchen include:

1. Build out of the dining hall and new smaller kitchen \$100,000.

The estimated time to complete the project is 6 months from the date that we are fully permitted for construction rehabilitation of the building.

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OPERATIONAL PLAN

Implementation

The goal of the River House Bed and Breakfast is to open our doors as a premiere full service facility offering a variety of experiences for travelers into Historic Riverwalk District as well as the downtown community as well. There will be 5 revenue streams for the River House Bed and Breakfast:

- 1) Guest Rooms-Not only will our guest receive a relaxing night's sleep,
- 2) Restaurant-they will also be able to enjoy or incredible Riverfront scenery while dining in our facility. In addition our business will host wedding, parties and corporate events where food will also be served.
- 3) Our gift shop will be located in the front right side of the Bed and Breakfast and will offer a variety of shopping options for our guest and others out enjoying the Riverwalk. The door to the gift shop will be open on the outdoor side of the building as well and we will always have a small sample of what's inside for all to see. Brochures and pamphlets from neighboring businesses and facilities will be available to the general public in our gift shop so in essence we will become a major support partner of tourism to the city of Fort Lauderdale. Our staff for the gift shop will be well trained and very knowledgeable about the Bryan Homes as well as the Historic Riverwalk District so that they will be able to share the history or our community accurately to anyone who asks!
- 4) Wine Bar-Adjacent to the Gifts shop is a wonderful space with a full antique bar built right in. This area along with the small seating will serve as a wine tasting bar as well as retail outlet for wines sold from around the country. We will offer basic classes on wines throughout the year for our patrons and the at large community to enjoy.
- 5) Artist Cooperative - On the 1st floor of the right side there is a beautiful solarium that we will convert into an artist studio. Monthly we will feature new artists with mediums of art to showcase. Our artist will be given the opportunity to teach classes to our customers and the general public which will provide a revenue stream for the B&B as well as the artist.

The River House Bed and Breakfast will apply for and maintain on display in the office or the lobby, a Public Lodging Establishment License DBPR HR-7027 under chapter 509, F.S, a Public Food Service Establishment License DBPR HR-7007, under chapter 509, F.S, a DBPR HR-7020 Certificate of Balcony Inspection and 4COP full liquor license 561.29 (1)(I).

As operator of a public food service establishment to be newly constructed, remodeled, converted or re-opened after being out of business for more than 12 months, we will submit properly prepared facility plans and specifications to the division for review and approval in accordance with the provisions of Chapter 509, F.S. and rule chapters 61C-1 and 61C-4F.A.C.

The River House Bed and Breakfast will operate and uphold the guidelines as described in the 61C-1.002 Licensing and Inspection Requirements, 61C-4.023 Food Protection Manager Certification and Public Service Employee Training, the 61C-1.004 General Sanitation and Safety Requirements, and the 61C-3.002 Consumer Protection Requirements or be subject to the 61C-1.005 Disciplinary Guidelines.

The River House Bed and Breakfast will submit renovation plans to the fire code official and abide by the guidelines of the Broward County Amendments to the Florida Fire Protection Code. We will uphold the Florida statutes for workers compensation.

The Vision

The River House Bed and Breakfast will operate as an owner-occupied business with a very strong support staff. Salary for the first year of operation for the innkeeper is low but reasonable considering that major living expenses (mortgage, utilities, etc.) will be covered by the business. The responsibilities of the Innkeeper will focus heavily on providing exceptional customer service, management of the day to day operations, event coordinating as well as employee training and staffing.

In addition to the innkeeper we will hire at least 5-10 additional full and part time workers to carry out the duties of:

1. Cooking- 2 full time employees
2. Servers for the restaurant- 2 part employees
3. Housekeeping- at least 2 part time employees
4. Gift shop staff- 1 full time employee
5. Wine bar staff- 1 full time employee
6. Front desk operator 2 full time employee
7. Maintenance- 1 part time employee

We will also have seasonal staff for different occasions.

Our Goal

We plan to be more than a great bed and breakfast. The goal of River House Bed & Breakfast operations is to become the best choice in Fort Lauderdale for lodging by expanding our exposure via a variety of online resources. We expect to reactive and re-introduce the Riverwalk District to those near and far that have yet discovered this year-round paradise. We will seek every opportunity to ensure a guests return; whether it's weekend brunch, a weekend start cocktail, arts cooperative workshop, or one of our outdoor entertainment series, etc. Finally, we anticipate operating at a minimum of 83% occupancy averaged at stabilization.

Riverwalk Activation Plan

Once opened, the River House Bed and Breakfast plans to play a very significant role in the activation plan of the Riverwalk District. We plan to open our doors and patio to several events that are meant to stir up tourism as well as entertain our guest. We plan to partner with the city for permits for events such as art shows, jewelry shows, farmers markets, musical events as well as offer ourselves up as a venue for organizations such as the Broward County Contemporary Arts for any smaller programming that they may want to do off site. Our goal is to engage the

community as much as possible. Ms. Kitchen has learned from her 10 years as an innkeeper that good partnerships with neighboring businesses this essential to success.

The *SunTrust Sunday Jazz Brunch* is sponsored by SunTrust and produced by the City of Fort Lauderdale's Parks and Recreation Department. This monthly event is a wonderful opportunity to introduce and highlight the beauty of bed & breakfast hotel and our historic homes and neighborhood. The Sunday Jazz Brunch is truly an ideal way to relax and enjoy Fort Lauderdale's scenic Riverwalk. This free, live, outdoor concert series brings the area's best local jazz artists. Our guest will have the opportunity to listen to the soulful sounds on three different stages on the 1st Sunday of each month. Our guests, visitors, and locals will be encourages to set up chairs, blankets and picnic baskets to experience the fabulous entertainment. Patrons making their way along our frontage and historic brick-lined walkway will be enticed to join us for brunch, while enjoying live music or browse unique collections of artistic items created by our resident artist and local merchants.

We will also work with City staff through the Department of Parks and Recreation to coordinate host River House onsite events to include musical entertainment, poetry readings, art workshops, jazz in the park, etc. Riverwalk Sunday Arts will be on the 4th Sunday of the month from and will feature area local artists, performers, photographers, and others as they perform, present their wares and sell to the public.

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MARKETING PLAN

The River House B&B will focus on quality, luxurious, yet affordable, lodging for vacationers interested in exploring Ft. Lauderdale as well as the surrounding areas of South Florida. Our most important groups of potential customers are those who traditionally choose the Bed and Breakfast climate to the more traditional and sterile surroundings of hotels / motels. Creating a "home away from home" that is often more beautiful and palatial than where they are traveling from will ensure many return customers.

Our two major customer segments are tourists who traditionally prefer the cozy environment of B&Bs, and local patrons who will use our facilities for various events such as weddings, parties and corporate retreats.

Because of the increase in the effectiveness of internet travel sites, our #1 advertising tool will be to become members of the major search engines such as Trip Advisor, Expedia and Hotels.com, as well as Bed and Breakfast sites such as Bedandbreakfast.com and BBoonline.com. Having a website that really showcases what our Bed and Breakfast has to offer is the best way to market and promote ourselves nationally and particularly internationally, to markets where the Bed and Breakfast model is more common. In the last 5 years because of the growing Bed and Breakfast market the major traditional hotel/motel search engines have added a space for the bed and breakfast temporary lodging market to advertise to the general population. Six Acres Bed and Breakfast has really seen a spike in the online reservations from just this avenue alone because with great travelers reviews and great pricing, now the traditional hotel customer has a chance to try something new and experience a bed and breakfast.

We will focus on the community partnerships with the local businesses, and our educational and historical sites in the Ft. Lauderdale area. Because we have the benefit of being in the downtown, we have the opportunity to compete with all the hotels in the area as well for business. Advertising heavily in the Downtown Riverwalk area will also be a key for us to establish ourselves as a true community partner.

The River House Bed and Breakfast, looks forward to collaborative efforts with the local arts and entertainment community. It is our goal to offer our guests packages and tours that include places such as The Bonnet House Museum and Garden, The Stranahan House and Museum, and The Old Ft Lauderdale tour, as well as the unique sightseeing opportunities that the area has to offer such as the Water Taxi, the Sun Trolley and the Ocean View Rickshaw Tours.

Packages that include the Broward Center for Performing Arts, The Florida Grand Opera and Museum of Art Ft. Lauderdale are sure to encourage South Floridians to frequent our venue and The Riverwalk District.

Becoming members of the Ft. Lauderdale Chamber of Commerce as well as the CVB is another way to market ourselves. With 10 rooms we will be considered in the hotel and will have to pay bed taxes the City of Ft. Lauderdale. Ms. Kitchen had the pleasure of working with Mr. Dan Lincoln, the CEO of the Cincinnati Convention and Visitors Bureau create a marketing strategy that was targeted toward small hotels and bed and breakfast. That strategy allowed Six Acres to be promoted in a different way. For example, while most CVB's focus on the Convention business, there are always planning meetings, where the potential convention organizers come

into town to plan the event. Staying at our local Bed and Breakfasts during those shorter planning stays allows them an opportunity to feel some of the local flavor and be pampered while they are in the city.

We will also offer special rates to those in our local business district. A Bed and Breakfast is a great place to host small office meetings, corporate retreats, and corporate parties as well as a wonderful place to house guest coming in for interviews or business meetings. Our brochures will be distributed to the local businesses and tourist attractions.

Six Acres Bed and Breakfast has had the pleasure of partnering with the local Children's Hospital by offering rooms to the families of sick children at a discount. Often people have to stay in a city for an extended time and a bed and breakfast is a perfect choice. This gives us the opportunity to showcase what we have to offer as well as to assist our local hospital in being as kind and as sensitive as possible to their clients as well. We become a part of their team working hard to make sure that the stay in the area is as pleasant as possible given the circumstances.

The bed and breakfast industry offers a unique lodging environment, which caters to an ever-increasing group of travelers. B&Bs create a climate of home, where guests become temporary members of a larger family. The B&B model opens itself to guests, allowing them to participate and share in the richness of a community, while still allowing whatever degree of privacy is preferred. Meals can be shared with the innkeepers and other travelers allowing new relationships to be created and old ones enriched.

Tab 11

The River House

A Bed & Breakfast Boutique Hotel

FINANCIAL PLAN

Our plan is to utilize our collective expertise in putting in place a financing program that not only funds development cost, but, includes resources and structure that allow the reuse of this property to sustain well beyond the term of our lease agreement.

In addition to private equity, we intend to seek conventional, SBA lending, as well as explore opportunities to finance project development costs utilizing a variety of tax credits programs, enterprise zone incentives, and others. A short list of potential incentive-based funding resources include the following:

- **Jobs Tax Credit Program** - A tax credit of up to 45% of the actual monthly wages per job created in new or existing businesses.
- **Sales Tax Refund for Business Machinery and Equipment** - Refund of 97% of sales tax paid for business machinery or equipment. A maximum refund of \$10,000 per purchase applies.
- **Business Equipment Sales Tax Refund Application**
- **Sales Tax Refund for Building Materials** - Refund of 97% of the sales tax paid on the purchase of building materials to rehabilitate commercial property. This is a one-time tax credit with a maximum refund allowance of \$10,000.
- **Historic Tax Credits**

We have evaluated project costs associated with construction rehabilitation and those cost specific to the bed and breakfast concept, and identified total project cost to be approximately \$1,745,000.

A cash flow analysis was performed using projected revenues, minus operating expenses, to determine how much debt the proposed project could service on net operating income of \$356,000 (using a debt coverage ratio at 1.25). We then calculated financing terms based on an interest rate of 8%, amortized over 20-years, and determined with monthly payments of \$14,167 and a pretax cash flow of \$22,939 the bed and breakfast use could easily support payback on financing of \$1.8 million, and sustain operations well beyond the 25-year leasing period. Refer to Tab 11 Financials (Cash Flow Analysis, Acquisition & Development), and Tab 3 for Costs Proposal for greater detail.

The Historic River House - Bed & Breakfast Boutique Hotel

River Inn Acquisition & Development (A&D) Cost

Acquisition	\$0
Construction Rehab	\$1,419,800
Furniture, fixtures, & equipment	\$325,000
Total A&D	<u>\$1,744,800</u>

Boutique Hotel & Programs Revenues

Annual income from the bed & breakfast*	\$450,360	<i>11 room, \$150, 360 days, at 83% occupancy</i>
Medium scale restaurant & bar	\$250,000	<i>\$25/plate, 50 guest, 200 days</i>
Income from Art Studios and programming	\$25,000	<i>Class fees and art sales</i>
Other Activities, wedding, receptions, music, special events, etc.	\$180,000	<i>30 events, \$6,000</i>
Gross Revenue	<u>\$905,360</u>	

Boutique Hotel & Programs Expenses

Annual reserve**	-\$50,000	
Percentage of Gross, plus lease payment	-\$27,161	
Operating expense	-\$271,608	<i>Less 30% gross revenues</i>
NOI	<u>\$556,591</u>	
Cash flow	\$445,273	<i>Less DCR at 1.25</i>
Annual debt service	-\$170,000	<i>i=8%, PV=\$1.8m, amort=20years</i>
	<u>\$275,273</u>	

*Room rates published by the Fort Lauderdale CVB, as of May 2013, indicate an avg room rate of \$151.24 and 83.4% occupancy.

**This proposal also includes a contribution of 3% of gross revenue for ongoing property maintenance of the building, hardscape and landscape.

1. Base Building Renovations	
Demolition and disposal	\$25,000
Mold Remediation	\$50,000
Interior Finishes - Repair / Replacement	\$250,000
Electrical Infrastructure Replacement	\$100,000
HVAC Infrastructure Replacement	\$125,000
Plumbing Infrastructure Replacement	\$125,000
Fire Suppression Infrastructure Replacement	\$25,000
Exterior Windows and Doors	\$80,000
Exterior Repairs	\$50,000
Roof Repairs	\$10,000
Painting	\$50,000
Subtotal	<u>\$890,000</u>
General Conditions (10%)	\$89,000
Contractor Profit and Overhead (12%)	\$106,800
Contingency (10%)	\$89,000
	<u>\$284,800</u>
Total construction cost	\$1,174,800
Developer Fee	\$75,000
Design Fees	\$100,000
Testing and Reimbursable Items	\$30,000
Permit Fees	\$40,000
	<u>\$245,000</u>
Total Estimated Base Project Cost	\$1,419,800
2. Additional Cost for Each Design Option	
Restaurant Equipment and Furnishings	\$200,000
Office Equipment and Furnishings	\$25,000
Specialty Furniture, Fixture & Equipment	\$100,000
	<u>\$325,000</u>
Total Cost for River House Bed & Breakfast	\$1,744,800

FIRST YEAR STABILIZED CASH FLOW PROFORMA STATEMENT

	Pre-start up	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	TOTAL
REVENUE						
Room Rents (less vacancies)		\$112,590	\$112,590	\$112,590	\$112,590	\$450,360
Commercial Rents**		\$113,750	\$113,750	\$113,750	\$113,750	\$455,000
GROSS		\$226,340	\$226,340	\$226,340	\$226,340	\$905,360
OPERATING EXPENSES						
Percentage of Gross Proceeds		\$6,790	\$6,790	\$6,790	\$6,790	\$27,161
Maintenance Reserve ***		\$12,500	\$12,500	\$12,500	\$12,500	\$50,000
Accounting & legal		\$2,500	\$2,500	\$2,500	\$2,500	\$10,000
Insurance		\$2,500	\$2,500	\$2,500	\$2,500	\$10,000
Utilities		\$14,750	\$14,750	\$14,750	\$14,750	\$59,000
Property taxes		\$0	\$0	\$0	\$0	\$0
Advertising		\$2,500	\$2,500	\$2,500	\$1,322	\$8,822
Management Fee		\$26,656	\$26,656	\$26,656	\$26,656	\$106,625
Other		\$19,290	\$19,290	\$19,290	\$19,290	\$77,161
TOTAL EXPENSES		\$87,487	\$87,487	\$87,487	\$86,309	\$348,769
NET OPERATING INCOME		\$138,853	\$138,853	\$138,853	\$140,031	\$556,591
DCR 1.25		\$111,083	\$111,083	\$111,083	\$112,025	\$445,273
Less: Debt Service*		-\$42,500	-\$42,500	-\$42,500	-\$42,500	-\$170,000
PRE TAX CASH FLOW		\$68,583	\$68,583	\$68,583	\$69,525	\$275,273

***Program for Permanent Financing**

PV	\$1,744,800	
i	0.08	
term	20	
first year noi	\$556,591	
dcr	1.25	
debt svc	\$445,273	Projected
Supportable debt	\$4,436,191	\$1,744,800
		Diff
		\$2,691,391

RIVER HOUSE BED & BREAKFAST

**** Commercial includes**

- Medium scale restaurant & bar
- Income from Art Cooperative and programming
- Other Activities, wedding, receptions, music, special events, etc.

***** Proforma inclds Renewal Replacement Fund pymts due semiannually**

FIRST YEAR

SECOND YEAR

	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	TOTAL	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	TOTAL
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5-YEAR PROJECTION OF STABILIZED CASH FLOW

	FY1					FY2				
	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	TOTAL	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	TOTAL
REVENUE										
Room Rents (less vacancies)	\$112,590	\$112,590	\$112,590	\$112,590	\$450,360	\$114,841.80	\$114,841.80	\$114,841.80	\$114,841.80	\$459,367
Commercial Rents**	\$113,750	\$113,750	\$113,750	\$113,750	\$455,000	\$116,025.00	\$116,025.00	\$116,025.00	\$116,025.00	\$464,100
GROSS	\$226,340	\$226,340	\$226,340	\$226,340	\$905,360	\$230,866.80	\$230,866.80	\$230,866.80	\$230,866.80	\$923,467.20
OPERATING EXPENSES										
Percentage of Gross Proceeds	\$6,790	\$6,790	\$6,790	\$6,790	\$27,161	\$6,994	\$6,994	\$6,994	\$6,994	\$27,976
Maintenance Reserve	\$12,500	\$12,500	\$12,500	\$12,500	\$50,000	\$12,875	\$12,875	\$12,875	\$12,875	\$51,500
Accounting & legal	\$2,500	\$2,500	\$2,500	\$2,500	\$10,000	\$2,575	\$2,575	\$2,575	\$2,575	\$10,300
Insurance	\$2,500	\$2,500	\$2,500	\$2,500	\$10,000	\$2,575	\$2,575	\$2,575	\$2,575	\$10,300
Utilities	\$14,750	\$14,750	\$14,750	\$14,750	\$59,000	\$15,193	\$15,193	\$15,193	\$15,193	\$60,770
Property taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$2,500	\$2,500	\$2,500	\$1,322	\$8,822	\$2,575	\$2,575	\$2,575	\$1,362	\$9,087
Management Fee	\$26,656	\$26,656	\$26,656	\$26,656	\$106,625	\$27,456	\$27,456	\$27,456	\$27,456	\$109,824
Other	\$19,290	\$19,290	\$19,290	\$19,290	\$77,161	\$19,869	\$19,869	\$19,869	\$19,869	\$79,476
TOTAL EXPENSES	\$87,487	\$87,487	\$87,487	\$86,309	\$348,769	\$90,111	\$90,111	\$90,111	\$88,898	\$359,232
NET OPERATING INCOME	\$138,853	\$138,853	\$138,853	\$140,031	\$556,591	\$140,755	\$140,755	\$140,755	\$141,969	\$564,235
DCR 1.25	\$111,083	\$111,083	\$111,083	\$112,025	\$445,273	\$112,604	\$112,604	\$112,604	\$113,575	\$451,388
Less: Debt Service*	-\$42,500	-\$42,500	-\$42,500	-\$42,500	-\$170,000	-\$42,500	-\$42,499	-\$42,498	-\$42,497	-\$170,000
PRE TAX CASH FLOW	\$68,583	\$68,583	\$68,583	\$69,525	\$275,273	\$70,104	\$70,105	\$70,106	\$71,078	\$281,388

Other notes:

Revenues over a 5-year period are projected to increase at 2% annually
 CPI for this report reflects a 3% annual increase for Expenses

RIVER HOUSE BED & BREAKFAST

THIRD YEAR

FOURTH YEAR

1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	TOTAL	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	TOTAL
FY 3					FY 4				
\$117,138.64	\$117,138.64	\$117,138.64	\$117,138.64	\$468,555	\$119,481.41	\$119,481.41	\$119,481.41	\$119,481.41	\$477,926
\$118,345.50	\$118,345.50	\$118,345.50	\$118,345.50	\$473,382	\$120,712.41	\$120,712.41	\$120,712.41	\$120,712.41	\$482,850
\$235,484.14	\$235,484.14	\$235,484.14	\$235,484.14	\$941,936.54	\$240,193.82	\$240,193.82	\$240,193.82	\$240,193.82	\$960,775.27
\$7,204	\$7,204	\$7,204	\$7,204	\$28,815	\$7,420	\$7,420	\$7,420	\$7,420	\$29,679
\$13,261	\$13,261	\$13,261	\$13,261	\$53,045	\$13,659	\$13,659	\$13,659	\$13,659	\$54,636
\$2,652.25	\$2,652.25	\$2,652.25	\$2,652.25	\$10,609	\$2,731.82	\$2,731.82	\$2,731.82	\$2,731.82	\$10,927
\$2,652.25	\$2,652.25	\$2,652.25	\$2,652.25	\$10,609	\$2,731.82	\$2,731.82	\$2,731.82	\$2,731.82	\$10,927
\$15,648.28	\$15,648.28	\$15,648.28	\$15,648.28	\$62,593	\$16,117.72	\$16,117.72	\$16,117.72	\$16,117.72	\$64,471
\$0.00	\$0.00	\$0.00	\$0.00	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0
\$2,652.25	\$2,652.25	\$2,652.25	\$1,402.51	\$9,359	\$2,731.82	\$2,731.82	\$2,731.82	\$1,444.59	\$9,640
\$28,279.62	\$28,279.62	\$28,279.62	\$28,279.62	\$113,118	\$29,128.00	\$29,128.00	\$29,128.00	\$29,128.00	\$116,512
\$20,465.03	\$20,465.03	\$20,465.03	\$20,465.03	\$81,860	\$21,078.98	\$21,078.98	\$21,078.98	\$21,078.98	\$84,316
\$92,815	\$92,815	\$92,815	\$91,565	\$370,009	\$95,599	\$95,599	\$95,599	\$94,312	\$381,109
\$142,669	\$142,669	\$142,669	\$143,919	\$571,928	\$144,595	\$144,595	\$144,595	\$145,882	\$579,666
\$114,136	\$114,136	\$114,136	\$115,135	\$457,542	\$115,676	\$115,676	\$115,676	\$116,706	\$463,733
-\$42,500	-\$42,499	-\$42,498	-\$42,497	-\$170,000	-\$42,500	-\$42,499	-\$42,498	-\$42,497	-\$170,000
\$71,636	\$71,637	\$71,638	\$72,638	\$287,542	\$73,176	\$73,177	\$73,178	\$74,209	\$293,733

RIVER HOUSE BED & BREAKFAST

FIFTH YEAR

1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	TOTAL
----------	----------	----------	----------	-------

\$121,871.04	\$121,871.04	\$121,871.04	\$121,871.04	\$487,484
\$123,126.66	\$123,126.66	\$123,126.66	\$123,126.66	\$492,507
\$244,997.70	\$244,997.70	\$244,997.70	\$244,997.70	\$979,990.78
\$7,642	\$7,642	\$7,642	\$7,642	\$30,570
\$14,069	\$14,069	\$14,069	\$14,069	\$56,275
\$2,813.77	\$2,813.77	\$2,813.77	\$2,813.77	\$11,255
\$2,813.77	\$2,813.77	\$2,813.77	\$2,813.77	\$11,255
\$16,601.25	\$16,601.25	\$16,601.25	\$16,601.25	\$66,405
\$0.00	\$0.00	\$0.00	\$0.00	\$0
\$2,813.77	\$2,813.77	\$2,813.77	\$1,487.92	\$9,929
\$30,001.84	\$30,001.84	\$30,001.84	\$30,001.84	\$120,007
\$21,711.35	\$21,711.35	\$21,711.35	\$21,711.35	\$86,845
\$98,467	\$98,467	\$98,467	\$97,141	\$392,542
\$146,531	\$146,531	\$146,531	\$147,856	\$587,448
\$117,225	\$117,225	\$117,225	\$118,285	\$469,959
-\$42,500	-\$42,499	-\$42,498	-\$42,497	-\$170,000
\$74,725	\$74,726	\$74,727	\$75,788	\$299,959

RIVER HOUSE BED & BREAKFAST

Tab 12

The River House

A Bed & Breakfast Boutique Hotel

REFERENCES

JUDD ROTH

■ ■ ■ REAL ESTATE DEVELOPMENT

July 17, 2013

City of Fort Lauderdale
301 S.W. 3rd Avenue
Fort Lauderdale, FL 33312

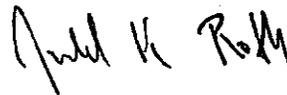
RE: Don Patterson and partner at Historic Hospitality Group, LLC

To whom it may concern,

I am writing as a reference on behalf of Don Patterson in connection with his plan to submit a qualification statement and proposal to the City of Fort Lauderdale for a disposition and development RFP. I have worked with Don for approximately three years and have found him to be knowledgeable and diligent in connection with planning, financing, and developing affordable housing and specialty commercial projects. We recently completed financing for a project in Overtown which included a variety of competitive funding sources. Don was instrumental in planning and implementing all aspects of the process.

Please rely on this letter as a strong endorsement of Mr. Patterson's capacity in connection with the pending RFP.

Sincerely,





July 17, 2013

City of Fort Lauderdale

101N. Andrews Ave

Fort Lauderdale, Florida 33301

To Whom It May Concern

The Black Hospitality Initiative of Greater Miami is pleased to provide this letter of support to Kristin Kitchen, owner of Six Acres Bed and Breakfast, Cincinnati, Ohio. I have known Ms. Kitchen for more than 10 years and am honored to support the River House Bed and Breakfast project.

The Black Hospitality Initiative of Greater Miami (BHI) mission is to advance economic participation and open doors of opportunity for African Americans and Blacks of African descent in the Greater Miami Visitor Industry. We believe this is an excellent project and will become a model for other Black businesses to emulate.

The BHI is a non-profit arm of the Greater Miami Convention and Visitors Bureau (GMCVB) and as a result have established strong partnerships with industry leaders such the W Hotel South Beach, Lowes Hotel South Beach, Hyatt Hotel, Downtown Miami, Bentley Hotel South Beach, Double Tree Hotel, Biscayne, National Association of Black Hotel Owners and Operators (NABOOD), Florida International University (FIU), Johnson & Wales University, Miami Dade College, MIAMI-DADE County Public Schools Academy of Hospitality and Tourism (AOHT) and other industry sectors. I know our education resources and partnership relations will be great assistants to the success of this project and will be made available to it.

We are excited to support this project and look forward to it becoming a success in South Florida. If you need additional information, please feel free to contact me at 305-539-3126.

Sincerely,

Graylyn Swilley Woods

Executive Director

BLACK HOSPITALITY INITIATIVE OF GREATER MIAMI

Letter of Recommendation from Efreem Reeves

Efreem Reeves
Houston, Tx

City of Fort Lauderdale
100 Andrews Ave
Fort Lauderdale Fl. 33301

To Whom It May Concern:

Having met Ms. Kitchen last year at the NABHOOD Conference I was very impressed with her....

The opportunity to have her business acumen in the city of FT. Lauderdale is one you will not want to miss. She has a passion for history and preservation and knows how to take that passion and market it to general population

Sincerely,

Efreem Reeves

President /CEO of

South Florida Smart Growth Land Trust

July 17, 2013

City of Fort Lauderdale,
301 S.W. 3rd Avenue
Fort Lauderdale, FL 33312

RE: Don Patterson and partner at Historic Hospitality Group, LLC

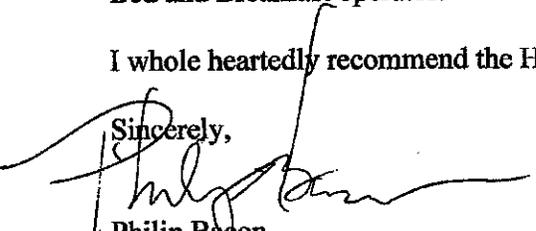
Gentlemen:

I am familiar with the principals in this proposed project and know of their experience and successes in attracting financing to little known projects or projects that have been important but underexposed. Mr. Patterson was successful in attracting financing for a mixed-use residential/commercial project in one of Miami's most disinvested neighborhoods. This project was the first renovation of its type in the area in over thirty years. As a result, there are a number of projects that are now being considered for financing and renovation bringing much sought after revitalization to the area.

I also know of the good work that Ms. Kitchen has brought to her Bed and Breakfast in Cincinnati, Ohio. The unique thing about the Bed and Breakfast is that Ms. Kitchen has blended the neighborhood's history, architecture and culture into it. Ms. Kitchen is a world traveler and has lived in and visited many places abroad. She is a recognized expert in cultural affairs and cultural histories and has edited pertinent publications besides having proven to be a successful Bed and Breakfast operator.

I whole heartedly recommend the Historic Hospitality Group, LLC for this project.

Sincerely,



Philip Bacon
President
So. Florida Smart Growth Land Trust

PO Box 12311
Miami, Florida 33101

p/f 305-424-8741
Page 1

City of Fort Lauderdale
100 Andrews Ave
Fort Lauderdale Fl. 33301

To Whom It May Concern:

This letter is in reference to Six Acres Bed & Breakfast in Cincinnati, Ohio. I have stayed at Six Acres as a guest and I have used it on a number of occasions for events that I have personally hosted there; some being book club, luncheons, my family reunion, and a graduation open house. In January I will host my birthday celebration there.

Kristin Kitchen and her staff at Six Acres make you feel right at home. There's a special warmth within the house...beautiful and comfortable accommodations, good food, and good conversation. As an innkeeper, Kristin takes the time to take a personal interest in all of her guests and is never too busy to share the rich history of the house, answer questions, and provide suggestions of places of interest in the city.

I never miss a chance to recommend Six Acres Bed & Breakfast as a place to stay or to schedule an upcoming event and many of my family and friends have done just that. All of us have left satisfied customers having had such a pleasant experience there and you will too.

Sincerely,
Cheryl Broadus Staples

Tab 13

The River House

A Bed & Breakfast Boutique Hotel

ADDITIONAL OFFERINGS

1. The Historic Hospitality Group plans to donate 1% of our revenues to the Riverwalk Historical Society.
2. The River House Bed and Breakfast will host an annual fundraiser for the City of Ft. Lauderdale for the Department of their choosing.

Tab 14

Tab 14

The River House

A Bed & Breakfast Boutique Hotel

ATTACHMENTS

15.1 Letter of Support or Recommendation

City of Fort Lauderdale
100 Andrews Ave
Fort Lauderdale Fl. 33301

To Whom It May Concern:

This letter is in reference to Six Acres Bed & Breakfast in Cincinnati, Ohio. I have stayed at Six Acres as a guest and I have used it on a number of occasions for events that I have personally hosted there; some being book club, luncheons, my family reunion, and a graduation open house. In January I will host my birthday celebration there.

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I never miss a chance to recommend Six Acres Bed & Breakfast as a place to stay or to schedule an upcoming event and many of my family and friends have done just that. All of us have left satisfied customers having had such a pleasant experience there and you will too.

Sincerely,
Cheryl Broadus Staples

Letter of Recommendation from Dr. Efrem R. Reeves, Southern Hospitality Concepts, Owner of Sleep Inn & Suites, Marion, AL

Dr. Efrem R. Reeves
11711 Solano Ct
Meadows Place, TX 77477

City of Fort Lauderdale
100 Andrews Ave
Fort Lauderdale Fl. 33301

To Whom It May Concern:

My name is Efrem R. Reeves and writing to endorse the proposal being submitted by Ms. Kristin Kitchen for the Bryan Homes River House Lease Proposal. I met Ms. Kitchen at the 2012 National Association of Black Hotel Owners, Operators, and Developers (NABHOOD) Conference and I was immediately impressed with her passion, vision, and business sense. Ms. Kitchen has been successfully operating the Six Acres Bed & Breakfast for 10 years and I'm sure she could continue that success at the Bryan Homes site in Fort Lauderdale.

The opportunity to have her business acumen in the city of Fort Lauderdale is one you will not want to miss. She has a passion for history and preservation and knows how to take that passion and market it to general population. This is evidenced by the high ratings and many positive TripAdvisor comments for the Six Acres Bed & Breakfast.

For these reasons it is my pleasure to strongly recommend Ms. Kristin Kitchens for the Bryan Homes River House Lease Proposal.

Sincerely,

Efrem R. Reeves, Ph.D.

Southern Hospitality Concepts
Owner, Sleep Inn & Suites
Marion, AL

Certificate of Status

I certify from the records of this office that HISTORIC HOSPITALITY GROUP, LLC, is a limited liability company organized under the laws of the State of Florida, filed electronically on July 15, 2013, effective July 12, 2013.

The document number of this company is L13000099476.

I further certify that said company has paid all fees due this office through December 31, 2013, and its status is active.

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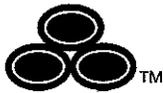
Authentication Code: 130715091922-800249757678#1

Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this the
Fifteenth day of July, 2013



Ken Detzner
Ken Detzner
Secretary of State

StateFarm



July 17, 2013

It is a pleasure to write a letter of support for Kristin Kitchen. I have known Kristin for over 25 years and she has always represented herself and her business endeavors with a professional and successful manner. Her business acumen is not only stellar, but she has an innate ability to work with startup projects and manages them into successful, profitable businesses.

Ms. Kitchen has partnered with Leah Brantley's State Farm Insurance Agency to represent her insurance needs for her personal and business insurance needs.

Sincerely,

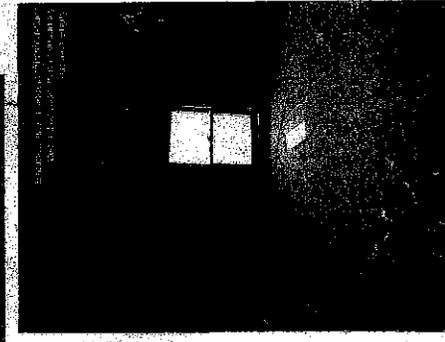
Leah Brantley, Agent
State Farm

written by CJ Clemmons
photography by Karen Hoyt



Six Acres

B E D & B R E A K F A S T



Kathy Kibben is the owner of the historic Chippewa-based bed and breakfast.

Reinventing a Stay on
the Underground Railroad

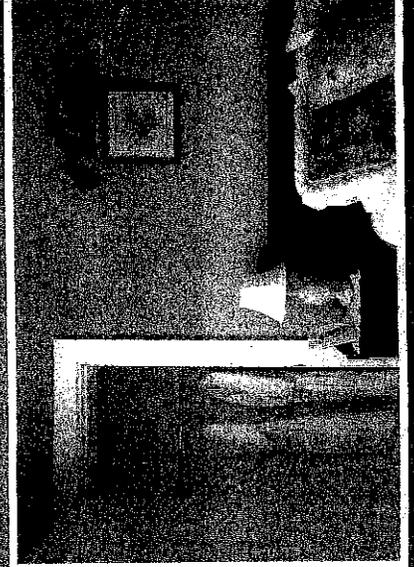
86 HOMES of COLOR | JUNE/JULY 2007



As a personal touch, each of the five bedrooms is lovingly named after the grandmothers of Kirchen and the Six Acres staff: Sallie Mae, Grace, Helen, Beatrice and Dixon. "The little touches make a house special," Kirchen says, and she loves to scour flea markets for just the right spice rack or curtains or tablecloths.

Interest in Six Acres has spread across the country. Travelers love its charm, the quaintly appointed décor, and the pristine condition of the lush green lawn and colorful flowerbeds. "Business has been incredible," says Kirchen. "This house has its own power. We have been getting rave reviews since we opened. I guess our ancestors are taking care of us."

Just like those who came to the house before her, it has been a long road to Six Acres for Kirchen. She first visited the house in high school when the parents of a classmate owned the property. "We had our high school graduation party here," she recalls. "I forgot my keys and had to come back for them the next day. That is when his parents told me about the history surrounding the house. I knew when I walked through the door: for the first time that this was a special place. I knew it was for me."

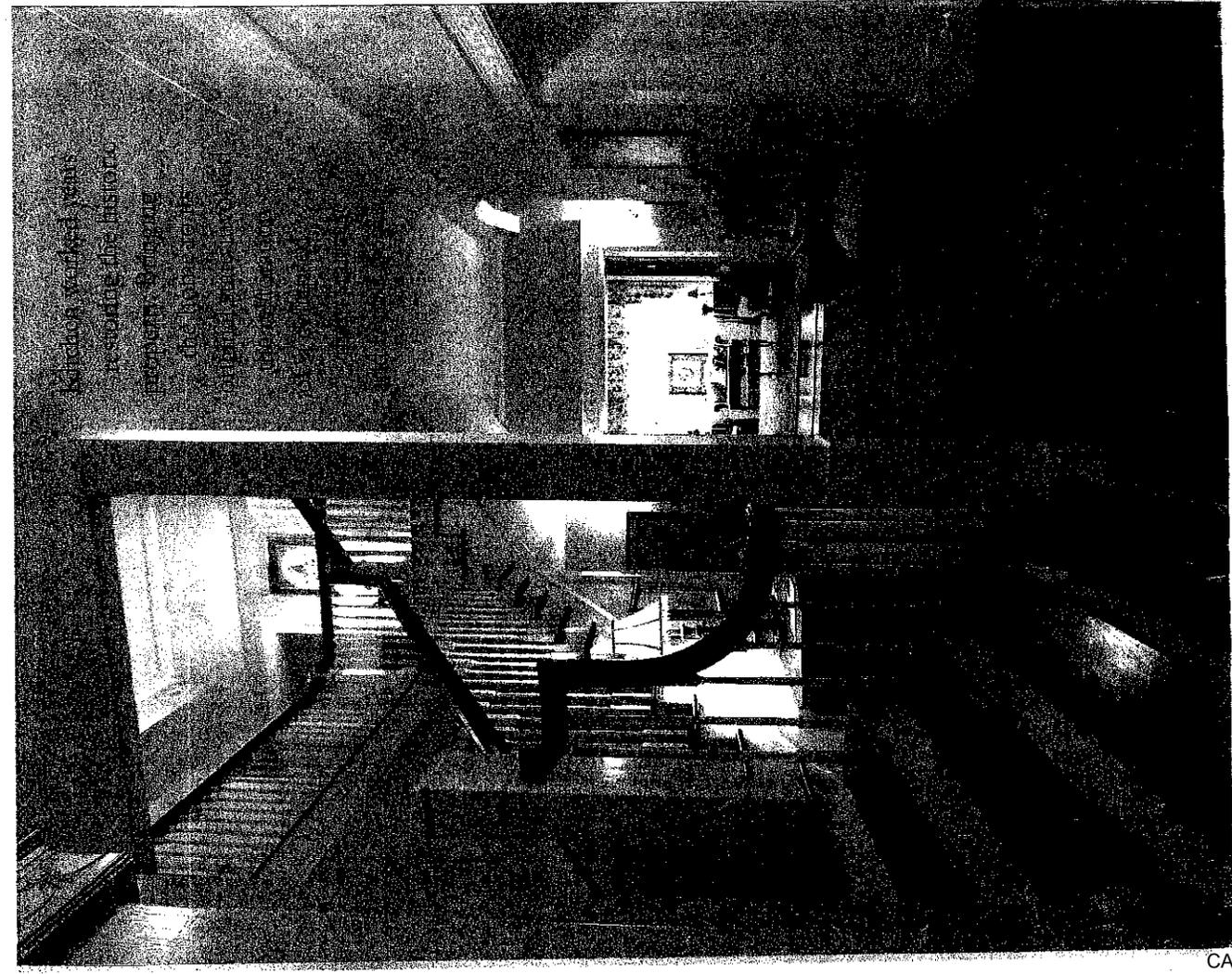
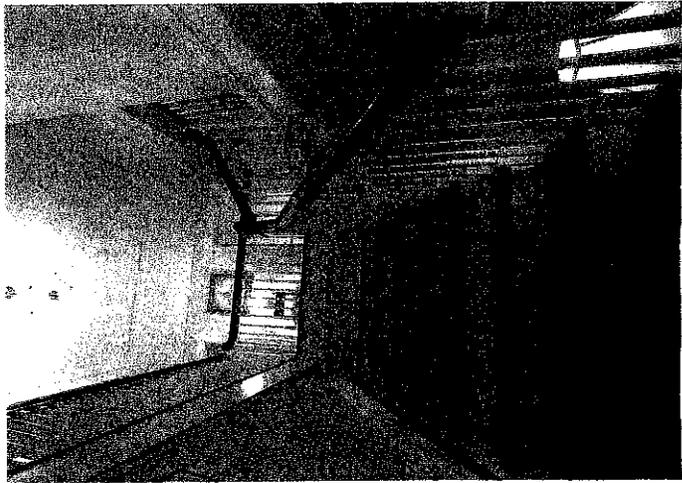


business seminars, private parties and "grifriend getaways." Cooking classes and educational tours are also included among the services provided.

Located only 10 minutes from downtown Cincinnati, the bed and breakfast sits next to a city park and is close to shopping and cultural activities.

"This place is unique," Kitchen states. "It is in the country and in the city. There is a lot of green space, which makes it a very peaceful place. My guests always say they get the most peaceful sleep when they stay here. I think that is because the slaves exhaled and rested when they got here."

As a tribute to the original owner, noted abolitionist Zebulon Strong and those he helped escape to freedom, the attic at Six Acres remains silent and empty. This is where escaped slaves ate and slept. The rest of the approximately 160-year-old house reflects the true style of the 1800s: antique rugs rest on gleaming hardwood floors, the rooms are bright and airy, the table linens crisp and white. Muted colors add to the peaceful atmosphere, while antique accessories, framed wall art, chenille and quilted bedding and tasteful window treatments create a sense of history and grace.





Furniture in the home (opposite and above) are quiet and comfortable, inviting guests to stay and experience her congenial midwestern hospitality.

Mounted on a wall near the entrance to Six Acres is an original drawing of an escaped slave crossing a river with a baby strapped to her back. "The woman is smiling," says owner Kristin Kitchen, "because she made it to freedom." That is the spirit of this house. You know that you are in a very special place when you walk through the door.

A former fashion retailer with an extensive real estate background, Kitchen combined her professional skills to create a unique and award-winning bed and breakfast. One month after she purchased the property in April 2001, and before its renovations were complete in 2004, the house was named a "Blight of the West" by *Cincinnati CityBeat*

magazine. Now, Six Acres is listed among "The Best of Cincinnati" in the same publication.

The 6,500-sq. ft. house, with five bedrooms and five bathrooms, is located in Cincinnati's College Hill area. Fondly known to Kitchen, her staff, friends and family as "the big yellow house," Six Acres lives up to its 19th century reputation as it continues a tradition of offering food and lodging to weary travelers. Although its visitors today are not seeking refuge from the oppressive and dehumanizing circumstances associated with slavery, Six Acres does offer its own brand of refuge for the 21st century.

In addition to providing lodging, Six Acres has a spa on the premises and offers space for social events including weddings.



parents to take tours. Kitchen says it is all part of giving back to the community that supports her and her business. "The house is meant to be shared," she says.

In the near future, Kitchen has plans to add a reception hall to the dwelling. She also plans to open a second bed and breakfast in a five-bedroom house next door to be named The 7th Acre. It is separated from the main house by a quaint stone pathway. Kitchen says she will continue to expand both her business and her dream.

"I love old houses," Kitchen states. "They just hold you when you walk through the door. They have an amazing sense of peace." ■

How To Find Her:

Six Acres Bed & Breakfast
5350 Hamilton Avenue
Cincinnati, Ohio 45224
(513) 541-0873
www.sixacresbbh.com

After almost four years and more than \$650,000, Six Acres Bed and Breakfast opened for business in November 2004 and quickly became one of Cincinnati's favorite establishments. Kitchen strives to share the rich history of Six Acres by inviting students, teachers and

For 11 years, Kitchen says she drove past the then-abandoned house every Sunday on her way to church. One day her curiosity got the best of her. She approached the house with a cordless drill in one hand and a solid business plan in the other. "I took a board off of a window and crawled in," she states. "The ceilings and floors were rotting away and the center staircase had collapsed. I just stood there crying because I could feel so much magic in this house. I knew that it was meant to be something more."

The property was slated for demolition to make room for modern condominiums, but its historical background was discovered and it was saved. Kitchen purchased the house and six acres of land in April 2001 for \$100,000. The idea for a bed and breakfast had been in her head for a long time. To help her restore the house to its previous splendor, Kitchen's high school friend provided her with old photos of the house, which gave her some guidance in decorating the bed and breakfast in the spirit in which it was built.

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