

May 2, 2022

ZONING SECTION
PINELLAS COUNTY HOUSING AND COMMUNITY DEVELOPMENT
440 Court Street, 2nd Floor
Clearwater, Florida 33756

Re: **Housing & Community Development**
Case No FLU-21-06 & DMP-21-02 Salamander Innisbrook, LLC, Applicant
TRAFFIC SIGNAL AT BELCHER ROAD & INNISBROOK DRIVE, PALM HARBOR

Dear Zoning Section:

Tuscany at Innisbrook Condominium Association and its Board of Directors ask for this letter to be read at the Board of County Commissioners public hearing on the land use change on (Tuesday) May 24, 2022 for the above case number.

There have been numerous accidents at the intersection of Belcher Road and Innisbrook Drive in Palm Harbor over the years. This intersection continues to grow in traffic, Belcher has always been the alternate route to by-pass US19 traffic.

Salamander Innisbrook LLC is planning to build 186 Homes, add a 12-hole course, a putting course, and a 3-hole practice loop. We know there is an entry on Klosterman Road to be used for this project. When you look at the Salamander Innisbrook sign on US19, the sign is at the intersection of US19 and Innisbrook Drive. Driving down Innisbrook Drive you have to cross the intersection of Belcher Road and Innisbrook Drive to get into Innisbrook.

Currently an additional 50 homes are being built at Eagle Creek on East Klosterman Road. built. This again will bring additional traffic at the intersection of Belcher Road and Innisbrook Drive.

The 396 owners of Tuscany at Innisbrook Condominium Association and its Board of Directors implore you to please consider the implementation of a traffic signals at the intersection of Belcher Road and Innisbrook Drive

It is desperately needed!

Thank you.

Regards,

A handwritten signature in black ink, appearing to read "Howard L. Van de Vaarst, Jr.", is written over the typed name.

Howard L. Van de Vaarst, Jr., President
Tuscany at Innisbrook Condominium Association
2230 Tuscany Trace
Palm Harbor, FL 34683

TARAPANI PLANNING STRATEGIES, LLC
128 EAST TARPON AVENUE
TARPON SPRINGS, FLORIDA 34689
C.TARAPANI@TARAPANIPLANNING.COM
TELEPHONE 727-642-2030

May 6, 2022

Mr. Glenn Bailey, Zoning Manager
Pinellas County Planning Department
440 Court Street
Clearwater, Florida 33756

Re: Innisbrook Resort RPD
Proposed Buffer

Dear Mr. Bailey:

On behalf of Salamander Innisbrook LLC, the applicant for the Innisbrook RPD Master Plan Revision, I am submitting our revised proposal for a buffer along the north property line of proposed Parcel L where adjacent to the existing homes in the Klosterman Oaks subdivision. We have prepared an exhibit illustrating our proposed revised buffer in this area and the exhibit is attached to this correspondence.

The revised buffer area creates a significant separation between the existing Klosterman Oaks homes and the proposed townhomes within Innisbrook Parcel L as described below:

- Rear Yard of Townhome= 10',
- PLUS 20' Buffer Between Townhome Lot line and overall Parcel L Property line,
- PLUS 10' Drainage Easement on Klosterman Oaks lots
- EQUALS a total of 40' separation between proposed townhome buildings and Klosterman Oaks existing homes.

The 20' landscaped buffer will retain existing trees and landscaping where feasible and enhance the buffer with the planting of additional trees and landscape materials. The Applicant also proposes to install an opaque 6' tall fence along the north property line between the two properties. The landscaped buffer will be a common area owned and maintained by the homeowners' association of Parcel L to insure its long term maintenance.

It should be noted that there are six Klosterman Oaks homes located on Klosterman Oaks Boulevard that are in the vicinity of the proposed Parcel L. As shown on the exhibit, four of these Klosterman Oaks homes will be adjacent to the proposed townhomes, while the remaining two existing homes will back up to open space areas within the townhouse parcel. The landscaped

Mr. Glenn Bailey, Zoning Manager

May 6, 2022

Page 2 of 2

buffer will extend along the entire length of the common property line between Klosterman Oaks and the townhouse parcel so that all six homes can enjoy the amenity of the landscaped buffer on the townhouse parcel.

Generally speaking, land development codes state that a separation or buffer between two uses is appropriate when the proposed use would create some type of negative impacts on the adjacent use, such as noise, odor, increased traffic, etc. If the two land uses are the same use or similar uses, it is unlikely for the same use to create a negative impact on its neighbor with the same use characteristics; and, therefore, there are no impacts to mitigate through creation of a separation or buffer. If the two land uses are different uses, a separation/ buffer can assist in mitigating the potential negative impacts. The type and size of the separation/ buffer should be reasonably related to the impacts expected to be created.

In this case, the existing homes and the proposed townhomes are both residential uses and the new townhomes are not expected to create negative impacts on its residential neighbors. Even though no negative impacts are expected to be created by the townhomes, Innisbrook Resort proposes a very significant 40' separation between the existing homes and the proposed townhomes. This significant distance will include a landscaped buffer and fence that will create an aesthetically pleasing "green area" as a separation between the two properties.

Salamander Innisbrook has met with the president of the Klosterman Oaks Homeowners Association and presented the enclosed proposed buffer exhibit to him. Salamander Innisbrook will continue to have discussions with the adjacent Association and to hear their comments and concerns.

Thank you for your attention to this proposal and please feel free to contact me if you have any questions. Thank you.

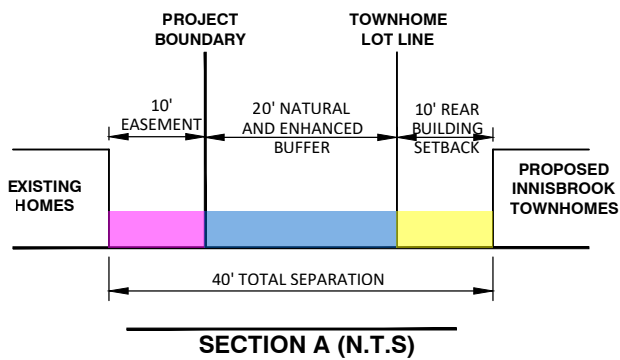
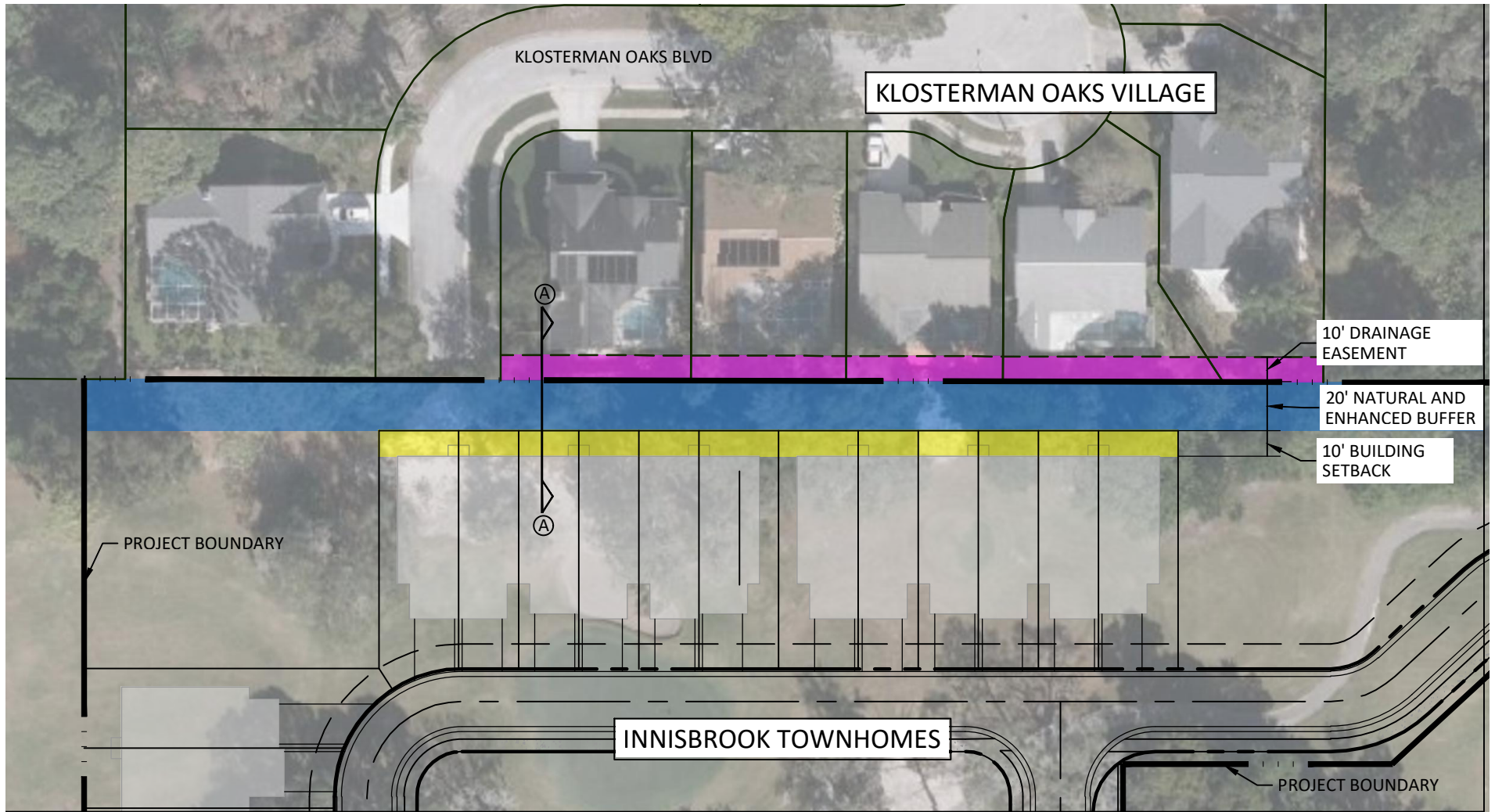
Sincerely,



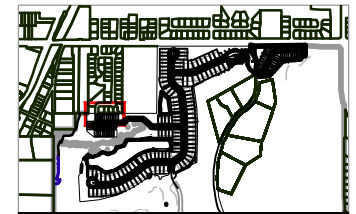
Cynthia Tarapani, Owner/ Authorized Member
Tarapani Planning Strategies, LLC

Enclosure: Innisbrook Buffer Exhibit

c: Michael Williams, Salamander Innisbrook LLC
Larry Franks, Toll Brothers
E.D. Armstrong, Hill Ward Henderson
William Murray, P.E., Ardurra



DMP-21-02_Received_05_06_22

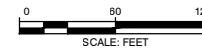


KEY MAP

INNISBROOK BUFFER EXHIBIT

EXH-A

05/05/2022



Johnson, Krista

From: Swinton, Tammy M
Sent: Wednesday, May 18, 2022 12:09 PM
To: BCC Agenda Comments
Cc: Sadowsky, David S; Swearingen, Scott M; Bailey, Glenn; Stricklin, Carol L
Subject: Additional Correspondence Received for May 24th BCC - BCC ID #22-0705A (Innisbrook Project Communication Efforts FINAL)
Attachments: Innisbrook Project Communication Efforts.docx; Innisbrook Improvement Update 5.11.21.doc; Mondays with Mike August 2021.pptx; Innisbrook Development Update 10.11.21.pptx; Roberts Road Resident Letter March 2022.doc; Resident and Neighbor Development letter March 2022.docx; Development Aerial Concept Plans Letter April 2022.pdf; ICA Annual Meetings comments April 2022.docx Rev II.pdf; Member Update Dec 2021.docx
Categories: SENT TO BOARD REPORTERS

Please see the attached additional correspondence received today for the May 24th BCC meeting.

BCC Agenda ID #22-0705A – Salamander Innisbrook, LLC

Thank you,
Tammy Swinton
Pinellas County Planning & Zoning
(727) 464-3583
tswinton@pinellascounty.org

Please visit Pinellas County Access Portal for applying for planning/zoning applications, online property and permit information, records search and many more by visiting: www.pinellascounty.org/access-portal

To schedule a Pre-Application Meeting "Pre-App" please complete the form on the link: <http://www.pinellascounty.org/forms/site-plan-preapp.htm>

PLEASE BE ADVISED DUE TO COUNTY'S RESPONSE TO COVID 19. THERE IS A LONGER RESPONSE TIME TO EMAILS AND CALLS DUE TO LIMITED STAFFING. WE APPRECIATE YOUR PATIENCE.

(tell us how we are doing!) www.pinellascounty.org/surveys/plan

From: Sadowsky, David S <dsadowsk@co.pinellas.fl.us>
Sent: Wednesday, May 18, 2022 11:23 AM
To: Swearingen, Scott M <sswearengen@co.pinellas.fl.us>
Cc: Bailey, Glenn <gbailey@co.pinellas.fl.us>; Swinton, Tammy M <tswinton@co.pinellas.fl.us>; Stricklin, Carol L <clstricklin@co.pinellas.fl.us>
Subject: FW: Innisbrook Project Communication Efforts FINAL

Scott, as requested, Ed Armstrong sent the above documents to me today in regards to the Innisbrook Project Communications effort by the applicant, Salamander Resorts. These documents should be placed into the public record for this case.

David S. Sadowsky

Board Certified City, County, &
Local Government Lawyer
Sr. Assistant County Attorney
Pinellas County Attorney's Office
315 Court Street, 6th Floor
Clearwater, FL 33756
Phone: (727-464-3354
Fax: (727-464-4147
dsadowsk@pinellascounty.org

All government correspondence is subject to the public records law.

From: Robyn A. Moehring <robyn.moehring@hwlaw.com> **On Behalf Of** Ed Armstrong
Sent: Wednesday, May 18, 2022 10:58 AM
To: Sadowsky, David S <dsadowsk@co.pinellas.fl.us>
Cc: Ed Armstrong <Ed.Armstrong@hwlaw.com>
Subject: Innisbrook Project Communication Efforts FINAL

CAUTION: *This message has originated from outside of the organization. **Do not** click on links or open attachments unless you are expecting the correspondence from the sender and know the content is safe.*

As you know, our firm represents Salamander Innisbrook in connection with a land use amendment application.

Attached is the communication from our client to the residents within the Innisbrook development. Please feel free to distribute as you deem appropriate. Call me if you have any questions.

Robyn A. Moehring

Legal Assistant to Ed Armstrong and Katie Cole

o: 727.724.3900 | d: 727.259.6790 | robyn.moehring@hwlaw.com | hwlaw.com
600 Cleveland Street, Suite 800, Clearwater, FL 33755
101 E. Kennedy Blvd., Suite 3700, Tampa, FL 33602



From: Williams, Mike <mwilliams@innisbrookresort.com>
Sent: Tuesday, May 17, 2022 2:18 PM
To: Ed Armstrong <Ed.Armstrong@hwhlaw.com>
Subject: FW: Innisbrook Project Communication Efforts FINAL

[External email; exercise caution]

J. Michael Williams

Managing Director

Innisbrook Golf Resort

36750 U.S. Highway 19 North, Palm Harbor, FL 34684

o: 727.942.5880 m: 310.871.5339

mwilliams@innisbrookresort.com

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J. Michael Williams
Managing Director

April 6, 2022

Dear Innisbrook Community & Neighbors,

Our development plans continue to progress. This morning, I had the privilege of addressing the Innisbrook Condominium Association and was able to share the latest concept plans.

I thought it beneficial to distribute three documents for you to have a greater understanding of the scope and scale of this project.

My comments to the ICA this morning.

The Innisbrook Lot Exhibit/Concept Site Plan.

Our *proposed* enhancements of the Innisbrook golf experience including our twelve-hole Short Course.

Undoubtedly, these plans will continue to evolve as we move through the regulatory process. Nevertheless, it provides a “current thinking” snapshot of our effort to date.

Please feel free to contact my office for any questions you may have.

Thank you.

J. Michael Williams
Managing Director

JMW/cag

Enclosures:

Good morning,

Bill, thank you for allowing me a few minutes to update the Innisbrook community on new developments around the resort.

Our efforts to develop a new residential neighborhood and enhance our golf experience continue to progress. Our application, as submitted to the county, presents 180 single family homes and townhomes, far below the remaining 439 units. We have been working diligently with the county as we move through the regulatory process.

There is a prescribed cadence of meetings and public hearings that we will continue to work through over the next several months. The next event is with the Local Planning Agency. The LPA is made up of Pinellas residents appointed to the agency. This meeting will take place on Thursday April 14th. This is a public hearing where the county staff will present our application to the LPA.

On the heels of the LPA meeting, we will meet with the Board of County Commissioners in a public hearing currently scheduled for Tuesday May 24th. Subsequent meetings will include a review by the Florida Department of Economic Opportunities in Tallahassee in June followed by final approval from the Board of County Commissioners in July. Dates for those two meetings have yet to be set.

As we endeavor to keep the Innisbrook community apprised of our development progress, we have executed outreach programs to our neighbors in the Highlands of Innisbrook, the Promontory of Innisbrook, Tuscany at Innisbrook, ParkCrest of Innisbrook, Klostermann Oaks and residents along Roberts Rd. We have been pleased with the positive responses from each of these communities.

If approved by the Board of County Commissioners, Toll Brothers will then begin their permitting process. We expect that process could take up to 180 days. Our latest estimate is for construction to begin approximately one year from now, around April 1st 2023.

Many members and owners have inquired about the sales process with Toll Brothers. More specifically, people are asking to have their names put on lists enabling first choice on lots within the neighborhood. While this is very encouraging, and speaks to the popularity of the project, Toll Brothers will wait until sometime in 2023 to entertain those discussions.

Concurrently, we have been working to identify a golf course design and construction plan for the development of our short course project. We have received many options by various golf course designers and expect to be in a position to make a selection very soon.

Plans under consideration would call for a phased development of a:

- 12 hole short course,
- a 9 hole pitch and putt course,
- a 3 hole practice loop, holes 2,3 and 4 of South
- a 2 acre practice green area and the
- re-routing of five holes on the South course using holes 3,4,5 and 6 of North and creating a new par 5 18th hole for South.
- Removal of some of the invasive, non-native exotic plants i.e. Brazilian Pepper trees

We envision construction on the golf course to run concurrently with Toll Brothers' site work to be ready for play by early 2024.

So many residents, members and guests have commented throughout this season that our courses have never looked or played better. This is due to the continued commitment of excellence by Salamander and Innisbrook, the hard work from Ryan Stewart's staff, and the extensive four course over seeding with Winter Rye grass. We will continue this over seed practice each year going forward.

As the ground temperature exceeds 80 degrees this spring our golf courses will lose the winter overseed grass. We are working to minimize this transition from the winter rye to the Celebration Bermuda. We will follow this with heavy fertilization to jump start the re-growth of the Celebration.

As part of these course improvement efforts, we will be replacing 7 Tee boxes on the Island course where the Bermuda grass has failed due to shade and roots. These areas will be dug up and re grassed with a shade tolerant Zoysia turfgrass. Further, there is extensive plans to improve the practice range tee areas at both Copperhead and the Osprey range.

I ask for your patience as we move through the turf transition period.

And the demolition of the basketball court by the Tennis Center will begin shortly in preparation for the installation of our 4 pickleball courts. Lastly, we have received our bids for the total renovation of the Copperhead Clubhouse and Packards Restaurant.

Once again, thank you for allowing me a few minutes of your time and now I'll take questions.

|

Innisbrook Development Update



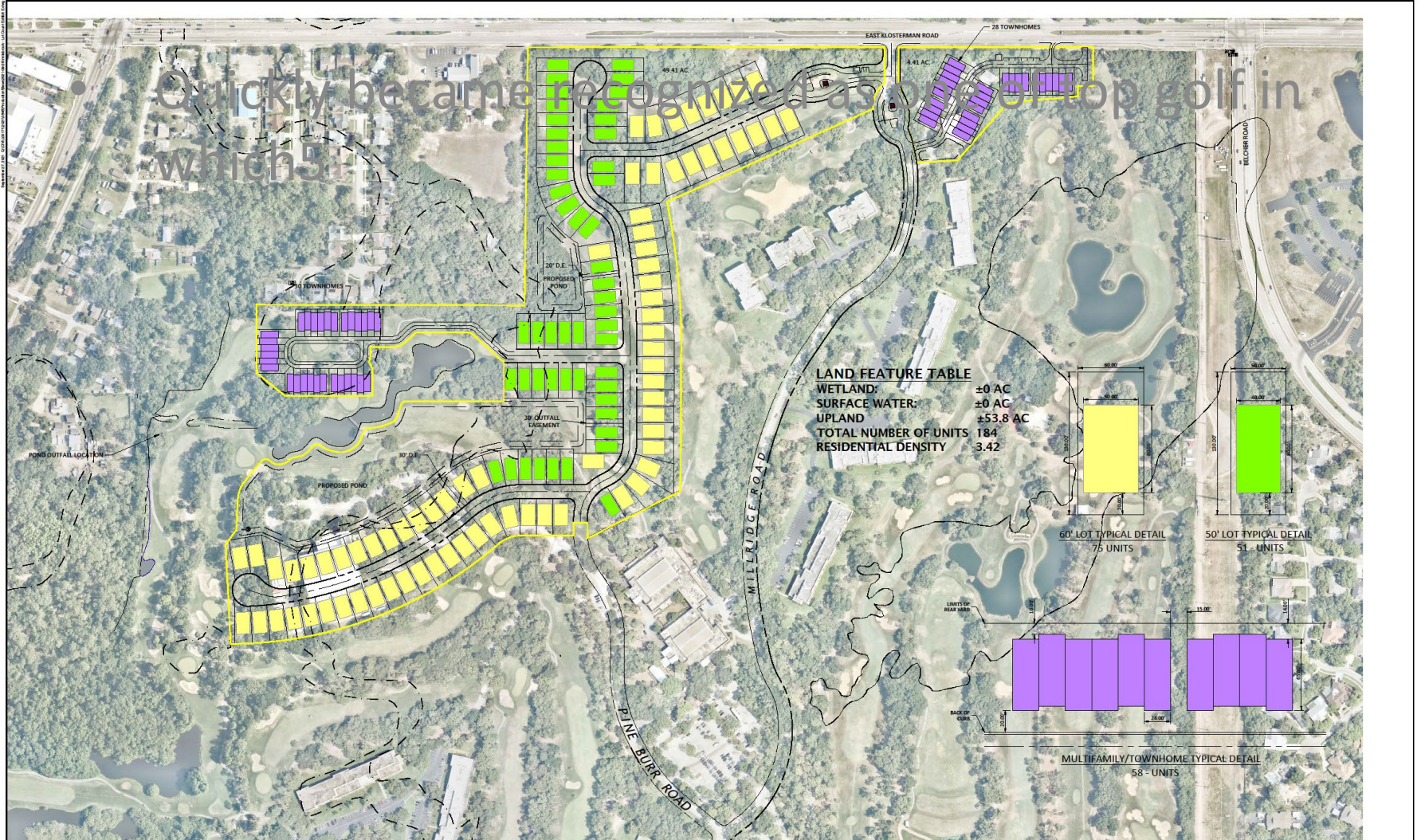
Innisbrook Development Update



Innisbrook Development Update



Innisbrook Development Update



Innisbrook Development Update

New Member Initiatives 2017 to 2021

1. Mondays with Mike Town Hall
2. Member Portal
3. Weekly Member Update
4. Friday Night Turnberry Members only Dinner
5. Clubhouse Crawl
6. Comma Club (highest spenders) Reception Quarterly
7. New Members Orientation Reception
8. Halloween Golf Cart Parade
9. Christmas Golf Cart Parade
10. Enhanced Breakfast with Santa (12 kids to over 100 kids)
11. Enhanced Gingerbread Build Party (10 kids to over 100 kids)
12. Increased Member dining discount to 25% (from July 2017 to April 2021)
13. Introduced a member Holiday Tree Lighting Party
14. Xmas Santa Party – Lochness
15. Xmas Golf Cart Parade
16. Easter Golf Cart Parade
17. July 4th Golf Cart Parade
18. Member Sands N Suds Party
19. Member Hospitality Suite Access Valspar 2020
20. Regularly Scheduled Member holiday tournaments (sporadic in the past)
 - Easter
 - Memorial Day
 - July 4th
 - Labor Day
 - Thanksgiving
21. More frequent Chef Dinner or Wine Dinner every other month
22. Yappy Hour 5x 2020 - 2021
23. ZOOM Cooking Classes
24. Re-grassed North Course Greens 2017
25. Re-grassed South Course Greens 2018
26. Re-introduced Four Course over-seed 2020-21
27. Hosted Invesco Master Tennis Trn'y 2019
28. Hosted Innisbrook Open Tennis Tournament 2019
29. Repair and Painted Island Club House 2019
30. Replaced MSG Ceiling/ condensation over bar 2018
31. Replaced MSG Ceiling /condensation over dining room 2020
32. Doubled the comp coupon distribution to RPP 2020-21
33. South Course Improvements 2021
34. Introduced walking option on the North Course 2020



J. Michael Williams
Managing Director

May 11, 2021

Dear Innisbrook Family:

I hope you had the opportunity to enjoy the recent Valspar Championship. It was a truly fabulous event played in still-highly unusual circumstances. The resort and club enjoyed significant praise from both the Golf Channel and CBS, as well as the PGA TOUR professionals who love to challenge the Copperhead Course. And, I was extremely proud of our dedicated resort team members for helping showcase Innisbrook at its finest.

When Sheila Johnson, the Founder and CEO of Salamander Hotels & Resorts, purchased Innisbrook in 2007, she made a commitment to continually invest in and improve the property. This promise has been well-kept for over 14 years. Some of the comprehensive improvements include the addition of our first spa, extensive renovations to the Osprey Clubhouse, the complete renovation of the Copperhead Course, improvements to the Island, North and South courses, conference center updates, and the recent renovation of our guest rooms working with the Lessors Advisory Committee. Without the dedication of Sheila and Salamander, Innisbrook would not be the revered stop on the PGA TOUR that it is today.

As part of our efforts to continuously improve guest and member amenities, and also stay competitive with the country's finest golf destinations, we are exploring the addition of a popular golf experience: The Short Course. Play on a Short Course is not only fun and faster, but it creates the option to walk with a few clubs in hand and have no need for extensive golf skills to enjoy. This also is a great option for those that love to walk and gain the health benefits associated with physical activity, while it is also family friendly and appeals to members of all ages and skill levels.

There are already over 700 short courses nationwide. Some examples of great short courses include The Hay at Pebble Beach, designed by Tiger Woods; The Preserve at Bandon Dunes; The Cradle at Pinehurst; and The Gimme at the Concession Golf Club. All have greatly enhanced their respective club and resort golf experiences.

We have talked to top designers and experts, some of whom have visited Innisbrook, and each has confirmed that we can do something special. We have looked at different ways in which we could create a short course that fits within the Innisbrook community and have determined that we can add a world-class Short Course layout by redesigning the North Course, therefore maintaining four courses for our members and guests.

We have also concluded that partnering with a reputable and experienced residential developer is the best and most feasible way to move this project forward, especially based on our recent experience with The Promontory and the benefits it has brought to the community. So, we are considering the addition of a new single-family residential neighborhood on the north end of Innisbrook's property by the Klosterman Road gate.

Because this plan is still in its infancy, we do not have additional specifics to share, like numbers of homes or a timeline, but all residences would be complementary in nature to Innisbrook and required to have a club membership. We are not considering rental pool participation nor would short-term rentals be allowed.

During the Valspar Championship, along with Salamander President Prem Devadas, I gave an in-person presentation about this idea to Innisbrook community leaders, including those from the Innisbrook Condominium Association, the Lessors Advisory Committee, the Board of Governors and the resort's executive committee. As we indicated in this meeting, we remain in the exploratory phase of this idea but we wanted to seek feedback from the community. The concept was extremely well received by those in attendance.

As the project develops and our timeline evolves, we will be hosting meetings with the Innisbrook community. In the meantime, you may notice surveying work, which is the first step in putting a plan together to move forward and consider all of our options.

If you have questions in the interim, please don't hesitate to reach out to myself, Resort Manager Jim Busch or Director of Membership Ramona Herald.

We truly believe the addition of a Short Course will only further enhance the offerings and lifestyle of Innisbrook. Thank you so much for your continued support and for being a valued member of our community.

All the best,

J. Michael Williams
Managing Director

JMW/cmg

Innisbrook Project Communication Efforts

- | | |
|---|-------------------|
| 1. Project Announcement Meeting Innisbrook Members and Residents | April 28, 2021 |
| 2. Written Project Announcement | May 11, 2021 |
| 3. Met with Innisbrook Condo owners | June 10, 2021 |
| 4. Development Town Hall Innisbrook Members and Residents | August 9, 2021 |
| 5. Development Town Hall Innisbrook Members and Residents | October 11, 2021 |
| 6. Written Innisbrook Member and Resident update | December 17, 2021 |
| 7. Development Town Hall Innisbrook Members and Residents | January 10, 2022 |
| 8. Klosterman Oaks HOA Board Presentation* | March 7, 2022 |
| 9. Roberts Road Residents Letter | March 9, 2022 |
| 10. Sent Member, Resident and Neighbor Letter | March 28, 2022 |
| 11. Met with Roberts Road Owner of numerous lots | April 1, 2022 |
| 12. Meeting with Tuscany of Innisbrook Condo HOA Pres and Mgr | April 5, 2022 |
| 13. Presentation to Innisbrook Condo Assn Annual Meeting | April 6, 2022 |
| 14. Klosterman Oaks Resident Presentation | April 12, 2022 |
| 15. Met with Klosterman Oaks HOA President reviewing expanded buffer zone | May 5, 2022 |
| 16. Development Town Hall Innisbrook Community and Neighbors | May 17, 2022 |
- (18) separate email exchanges with Klosterman Oaks HOA Board President between Feb 18, 2022 and May 13, 2022.
 - (1) meeting with the full Klosterman Oaks HOA Board.
 - (1) Live presentation to Klosterman residents and cocktail reception afterwards.
 - (1) follow up meeting with Klosterman Oaks HOA President in response to resident concerns to advise and review our revised plan to expand the buffer zone.

Merry Christmas and Happy Holidays to all our members, guests and residents. This is always a wonderful time of year made more special in 2021 considering all we've been through in the past 20 months! We are thankful for everyone in the Innisbrook community that have supported the resort during these trying times...we are so grateful.

Allow me a few moments to update you on some of our latest developments.

There is landscaping and earth moving under the power lines along the 11th fairway of Copperhead. This is a project to improve the entrance and parking facilities for Valspar. An earthen berm is being constructed upon which a fence will be added. The berm will be attractively landscaped.

Our four golf courses have been overseeded with winter rye grass and the affect is dramatic. Over the next 3-4 weeks, the seed will continue to germinate providing a lush, thick turf grass of brilliant green. Copperhead greens were the only putting surfaces to receive the poa trivialis overseed. We will continue to roll and mow all greens as we look for consistent speed on all 72 greens.

There have been questions on the health of some of the Island tee boxes. We have a shade problem on certain tees on holes 2, 5, 6, 7, 9, 10 and 17. Once the overseed dies off next spring, we will re-grass the tee boxes with a variation of Zoysia turf grass. This is a shade tolerant, hardy grass that should greatly improve the performance of these tees in the long term.

Planning for our Pickle Ball complex continues. Our bids provide for new courts across the street from the tennis center. Construction should begin in Q1 of next year.

Replacement of the Tennis Center fencing and windscreens are underway. Court 11 is completed, and we have courts 8-10 next on the schedule for work. We are working around member and tournament play.

All our pools have been acid washed, painted and spruced up with new landscaping. It certainly made for a dramatic improvement.

Take notice of the exterior paint project at the Edinburgh and Stirling Halls. The new blue on the mansard siding really pops! We should wrap that project up in the next few weeks.

Innisbrook filed our application this week with Pinellas County that will amend our RPD (Residential Planned Development). This process was extremely complex and time consuming. This filing triggers a cadence of meetings with county staff, agencies, planning commissions and Board of County Commissioners over the course of the next 4-6 months. (See attached County schedule). We will conduct a ***Mondays with Mike Town Hall*** on Monday January 10 at 5:30pm in Edinburgh Hall to provide the latest updates from discussions with the County.

Our reviews continue with golf course designers for our "Short Course" project. We hope to have more to share in the coming month.

Several other major “Back of House” projects are also underway including the replacement of walk-in cooler and freezer complexes at Osprey, HVAC control system replacement at the Conference Center, installation of a new Fuel Management system, New Steamers at the Spa and numerous air conditioning projects throughout property.

I hope you found this informative, and I wish everyone a safe and joyful holiday season with friends and loved ones.



INNISBROOK®

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*Monday*s with *Mike*

Agenda

- | | |
|-----------------------------|---------------|
| 1. Welcome & Introductions | Mike Williams |
| 2. Human Resources | Trish Blanco |
| 3. Business Outlook | Darin Riggio |
| 4. Owner Allotment/ 2022 | Dena Drum |
| 5. Capital Projects | Jim B/Butch H |
| 6. Membership & PR | Ramona Herald |
| 7. Golf | Andrew Corry |
| 8. Development North Course | Mike W/Jim B |

Mondays with *Mike*

Human Resources



14th Annual Backpack Challenge

Collecting now through
Monday, August 16th

Donation drop off welcome in
Membership or HR

Thank you for generosity!

Mondays with *Mike*

Human Resources

New Managers & Supervisors

Lincoln Foster, *Stewarding Supervisor*

Darin Riggio, *Director of Sales & Marketing*

Jessica Pearson, *Assistant Director of Catering Sales*

Nick Pearson, *Director of Purchasing*

Jonathan Velazquez, *Overnight Front Desk Supervisor*

Mondays with *Mike*

Human Resources

Internal Promotions

Alex Barfield, *1st Assistant Golf Professional & Beverage Cart Manager*

Kim Brooks, *Assistant Controller*

Brianna Sutherland, *Reservations Manager*

Michael Kennedy, *Security Captain (Securitas)*

Mondays with *Mike*

Human Resources

Welcome Back!

Butch Hoelscher, *Director of Property Operations*

Jackie Kovich, *Front Office Manager*

Alba Marjan, *Assistant Restaurant Manager*

...and...wait for it...

Mondays with *Mike*

Human Resources

Welcome Back!

Butch Hoelscher, *Director of Property Operations*

Jackie Kovich, *Front Office Manager*

Alba Marjan, *Assistant Restaurant Manager*

Bobby Barnes, *Director of Golf – Returning September 1st*

Mondays with *Mike*

Business Outlook

Year 2021:

- Expected to exceed budget in all rooms, banquet, and catering food and beverage segments
- Continued short term leisure and golf group demand
- New Associate Director of Catering arrived June 21st
- New Senior Sales Manager arriving September 7th

Year 2022:

- Conference group prospect room nights are up 14% compared to the same time in 2019
- The size of the groups are encouraging. The previous two weeks average size group is 303 room nights.

Current & Future Strategies:

- Increased conference/local catering presence with a revised Q4 travel and trade show plan
- Conference group, local catering and wedding offers deployed to drive new business into Innisbrook
- Revamped marketing tactics to impact both short and long term leisure and leisure golf business – every segment has a plan

*Monday*s with *Mike*

Revenue Management/Owner Allotment

- Successful 2021 YTD. We are exceeding budget every month with rates higher than what we saw in 2019.
- New Revenue Management System, IDEAS, that helps predict future occupancy and suggested rates based on past and future data.
- Pricing and inventory management is already being positively impacted.

Mondays with *Mike*

Revenue Management/Owner Allotment

- Preparing the 2022 Owner Allotment. Ashley Wojciechowski has been working with our new Owner Liason, John Scroggins, who take over in the fall.
- As last year, we will process all 1st Priority requests, then 2nd and so on.
- 2022 Allotment will be sent out by Aug. 20th.
- We will start accepting 2022 reservations requests at 9AM on Monday Oct 4
- Confirmation will be completed by Oct. 25.
- An 'auto-reply' will be added to all reservation requests acknowledging receipt.

*Monday*s with *Mike*

Property Updates

2021 Projects completed and ongoing are:

- Extensive AC repairs and upgrades throughout the property
- New DAS system installed which provides 5g cell coverage
- Island 18 Green Bulkhead replacements starts next week
- New phone system bids are nearing completion
- Evaluating new TV options for entire property including Condo Association

Mondays with *Mike*

Property Updates

- Reviewing bids for Tennis Center Fencing replacement
- Bidding out restoration of Conference Exterior
- Sidewalk replacement project at Conference Center bidding complete
- New Osprey Lobby furniture being sourced

Mondays with *Mike*

Membership Updates

- Breakfast with Santa December 7th
- Caroling at the Fire pit December 10th
- Gingerbread PJ party December 17th

*Monday*s with *Mike*

Golf Updates

- Upcoming events:
- Labor Day Shamble - Copperhead
- Thursday Member Game reminder
- Member Guest save the date: January 7th -8th
- Golf course Maintenance updates
- South Course updates
- Copperhead Driving Range – Frazee mowed
- New assistant golf pro promotions

Mondays with *Mike*

Development Update

- Innisbrook has partnered with Toll Bros – nationwide luxury home builder
- Application submittal third week in September
- Pinellas County approval process is a 6-9 month exercise
- Engineering studies include soil testing, traffic studies, water mitigation
- Coastal High Hazard Area – Along North #8 & 9

*Monday*s with *Mike*

OPEN DISCUSSION



INNISBROOK®

A SALAMANDER® RESORT

Dear Innisbrook Residents and Neighbors,

I trust everyone enjoyed Valspar week at the Resort. It is always an exciting time when the PGA TOUR comes to town...the Pro's, parties, traffic, etc!!!

There are additional exciting things coming up at Innisbrook

In 2022, Innisbrook will celebrate 52 years of welcoming members and guests to our world class resort. The world is certainly a different place now than it was in 1970. In the competitive market of premier golf destinations, Innisbrook is measured against the likes of Pebble Beach, Pinehurst, Bandon Dunes, Hilton Head Island and Kiawah. To stay competitive, Innisbrook has determined it is important to enhance our golf experience offerings and I would like to share these plans with you.

Golfers of all ages enjoy visiting the top golf resorts throughout the country. We have found that the younger generation now views golf differently, and is more interested in playing a shorter round, perhaps maybe in an hour or so, and without a high degree of proficiency in the sport. All the world class resorts noted above have already reacted to this evolution in the sport by offering a "short course". The short course provides the golfer an opportunity to enjoy the game without the customary 4-hour time commitment. Furthermore, the short course can be enjoyed by families, juniors, seniors, and novices as well as the more accomplished amateurs.

Innisbrook is reimagining our 18-Hole Osprey North Course into a 12-Hole Short Course. This endeavor is not inexpensive. We have partnered with Toll Brothers, a luxury home developer, to introduce a new residential neighborhood of single-family homes and townhomes inside the gates of Innisbrook. Approximately 121 single-family homes and 54 townhomes would be constructed on a 53-acre parcel along the northern edge of the resort.

It is important to note that Innisbrook has over 430 approved residential units remaining to develop. Our request to the county is to re-allocate 175 of those units of density to other parcels within the resort. Innisbrook has been working collaboratively with Toll Brothers to gain approval from Pinellas County to proceed with this exciting project. Our team has been working closely with Pinellas County and successfully answered questions they posed to us. We expect to receive support for our application from the County staff in the next week.

As part of this approval process, there will be public meetings to provide the opportunity for surrounding neighborhoods to learn what we are proposing and answer any questions. If you've not received the attached notice from Pinellas County, you will within the next few days.

As we move through this project our team will keep you informed with regular updates and town hall meetings. In the meantime, should you have any questions please do not hesitate to call or email me personally,

All the best regards,

J. Michael Williams



J. Michael Williams
Managing Director

March 9, 2022

Dear Neighbor,

My name is Mike Williams, Managing Director of the Innisbrook Golf Resort. I'm writing you today to share some exciting news about Innisbrook's vision for the future.

In 2022, Innisbrook will celebrate 52 years of welcoming members and guests to our world class resort. The world is certainly a different place now than it was in 1970. In the competitive market of premier golf destinations, Innisbrook is measured against the likes of Pebble Beach, Pinehurst, Bandon Dunes, Hilton Head Island and Kiawah. To stay competitive, Innisbrook has determined it is important to enhance our golf experience offerings and I would like to share these plans with you.

Golfers of all ages enjoy visiting the top golf resorts throughout the country. We have found that the younger generation now views golf differently, and is more interested in playing a shorter round, perhaps maybe in an hour or so, and without a high degree of proficiency in the sport. All the world class resorts noted above have already reacted to this evolution in the sport by offering a "short course". The short course provides the golfer an opportunity to enjoy the game without the customary 4-hour time commitment. Furthermore, the short course can be enjoyed by families, juniors, seniors, and novices as well as the more accomplished amateurs.

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As is customary, Pinellas County will send homeowners that reside close to a proposed development a written notice of upcoming public meetings. The county will also post signs for public notice. In an effort of full transparency, Innisbrook would like to advise you as a neighbor on how to preview our plans prior to receiving this notice in the mail.

I would like to have the opportunity to meet with you personally and to walk you through our development plans as we know it today. This will give you an option to pose questions about the development directly with my staff and myself.

I will be reaching out to you over the next several days to schedule a time convenient for you to talk or meet. Should you have questions in the meantime, please do not hesitate to contact me directly at 310- 871-5339 or by email at mwilliams@innisbrookresort.com.

Respectfully,

J Michael Williams
Managing Director

JMW/cag

Johnson, Krista

From: Swinton, Tammy M
Sent: Thursday, May 19, 2022 12:54 PM
To: BCC Agenda Comments
Subject: Case File Document for May 24th BCC - (BCC ID #22-0705A)
Attachments: FLU-21-06_Traffic Analysis.pdf

Please add file document for the May 24th BCC meeting;

BCC Agenda ID #22-0705A – Salamander Innisbrook, LLC)

Thank you,
Tammy Swinton
Pinellas County Planning & Zoning
(727) 464-3583
tswinton@pinellascounty.org

Please visit Pinellas County Access Portal for applying for planning/zoning applications, online property and permit information, records search and many more by visiting: www.pinellascounty.org/access-portal

To schedule a Pre-Application Meeting “Pre-App” please complete the form on the link: <http://www.pinellascounty.org/forms/site-plan-preapp.htm>

PLEASE BE ADVISED DUE TO COUNTY’S RESPONSE TO COVID 19. THERE IS A LONGER RESPONSE TIME TO EMAILS AND CALLS DUE TO LIMITED STAFFING. WE APPRECIATE YOUR PATIENCE.

(tell us how we are doing!) www.pinellascounty.org/surveys/plan

PINELLAS COUNTY PLANNING DEPARTMENT TRAFFIC ANALYSIS FOR A PROPOSED LAND USE CHANGE							
LU#: FLU-21-06		Received: 4/6/2022			Jurisdiction: Pinellas County		
Revised:					Signoff: MDS		
SITE DATA							
Parcel Size: 64.10		Proposed for Amendment: 64.10					
Current Land Use Designation:		RE, RS, RLM & R/OS					
Potential Use	acre(s)	FAR / UPA	Units	sf/1,000	x(tgr)	cap.	Proj. trips
(1) Single Family	31.48	Varies	249		9.6	1.00	2390
(2) Golf Course	32.63	N/A	N/A		5	0.90	147
Total							2537
Proposed Land Use Designation:		Residential Low & Recreation/Open Space					
Potential Use	acre(s)	FAR	Units	sf/1,000	x(tgr)	cap.	Proj. trips
(1) Single Family	42.83	5.00	180*		9.6	1.00	1728
(2) Golf Course	21.27	N/A	N/A		5	0.90	96
*Units per Development Master Plan Total							1,824
Potential Decrease in Daily Trips:		713 less trips					
ROADWAY IMPACT DATA - Trip Distribution							
Road(s)	% Distribution			Traffic Vol. (AADT)			
	2019	2040		2019	2040		
(1) Belcher Road	912	912	existing	17,000	22,500		
Alderman Rd to Klosterman Rd	50.00	50.00	proposed	17,912	23,412		
(2) Klosterman Road	912	912	existing	15,500	19,366		
Alt 19 to US 19	50.00	50.00	proposed	16,412	20,278		
Road(s)	LOS	V/CR	extg.	w/ chg.	extg.	w/ chg.	
(1) Belcher Road	C	0.503		C	C	B	B
Alderman Rd to Klosterman Rd							
(2) Klosterman Road	C	0.459		C	C	B	B
Alt 19 to US 19							
Road(s)	Extg	Planned	Const.	Future			
	Ln Cfg	Improv.	Year	Ln Cfg			
(1) Belcher Rd	Alderman Rd to Klosterman Rd	4D	No	N/A	4D		
(2) Klosterman Rd	Alt 19 to US 19	4D	No	N/A	4D		
ABBREVIATIONS/NOTES							
AADT = Average Annual Daily Trips				Ln. = Lanes			
AC = Acres				LOS = Level of Service			
CAP = Capture Rate (i.e., % new trips)				LTCM = Long Term Concurrency Management Corridor			
CCC = Congestion Containment Corridor				MPO = Metropolitan Planning Organization			
CFG = Configuration				N/A = Not applicable			
CON = Constrained County Corridor				PC = Partially controlled access			
Const. = Construction				PH = Peak Hour			
D/U = Divided/undivided				SF = Square Feet			
E = Enhanced				TGR = Trip Generation Rate			
FAR = Floor Area Ratio				UPA = Units Per Acre			
FDOT = Florida Department of Transportation				UTS = Units (dwelling)			
DEF= Deficient Road				V/CR = Volume-to-Capacity Ratio			
MMS = Mobility Management System				MIS= Mitigating Improvement Scheduled			
2040 traffic volumes from MPO, adjusted FDOT Regional Transportation Analysis model output							
Average daily level of service based on Generalized Daily LOS Volume Tables from FDOT 2020 LOS Manual							

Johnson, Krista

From: Swinton, Tammy M
Sent: Tuesday, May 17, 2022 8:50 AM
To: BCC Agenda Comments
Cc: Ruggiero, Renee M
Subject: Additional Correspondence Received for May 24th BCC (BCC ID #22-0705A)
Attachments: Willey, Mike_received 05_17_22.pdf

Categories: SENT TO BOARD REPORTERS

Please see the attached additional correspondence for the May 24th BCC meeting:

BCC Agenda ID #22-0705A – Salamander Innisbrook, LLC

Thank you,
Tammy Swinton
Pinellas County Planning & Zoning
(727) 464-3583
tswinton@pinellascounty.org

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(tell us how we are doing!) www.pinellascounty.org/surveys/plan



Regarding the Innisbrook proposed development:

To whom it may concern,

Received

MAY 17 2022

FLU-21-06

Regarding the price of townhomes being built:

In the last meeting and under oath, Innisbrook may have not been 100% honest. They made statements several times that they would be selling the Townhomes behind the Klosterman Oaks Subdivision for over \$600,000. They stated this as matter of fact but did not disclose any model or design that would show the square footage, elevation or builders' quality that would guarantee these properties would sell for a minimum of \$600,000.

In the last 6 months in all of Palm Harbor, the 4 highest Townhome sale prices not located on water were at \$510,000, \$535,000, \$565,000 and \$575,000. These units were from 1,980 square foot to 2,409 square foot and the three highest priced units were walking distance to the Gulf of Mexico (about 1 ½ blocks). A much better location for this pricing so not comparable to what will be built in Innisbrook.

(Exhibit 1)

There were only 4 townhomes in Palm Harbor that sold for over \$400,000 that were not walking distance to the Gulf of Mexico **but are on or less than a block to Lake Tarpon**. They sold for \$415,000, \$436,500, \$455,000 and \$490,000. This is an average of \$449,125. The square footage of these were from 2,250 to 2,844 square footage for an average of 2,484.25 square feet. The location of these units is still in a better location than what Innisbrook has proposed. These would not be the best comparables because of the location. (Exhibit 2)

That leaves us with the rest of the townhomes in Palm harbor that sold in the last 12 months. There was a total of 45 units sold under \$400,000 with an average sale price of \$287,520 at an average price per square foot of \$196.38.

The three newest sold properties and **best comps** are built between 2011 and 2016. These are walking distance, just across the Innisbrook property on the west side. These three sold properties sold at \$365,000, \$385,000 and \$385,000 for an average sale price of \$378,633. The square footage of these properties averages 1,747 square feet. All of these units are in like new shape. (Exhibit 3)

Based on this, to get the Innisbrook units to sell at a minimum of \$600,000, the builder would have to build **high end** townhomes at a minimum of 2,767 square foot each with 2 car garages. This is based on the market as well. As interest rates go up, the price of units come down. This means they may have to build even larger units to maintain the minimum pricing of \$600,000.

Regarding the value of Klosterman Oaks Subdivision not being affected:

Again, in the last meeting with the county, Innisbrook stated as fact and under oath, that our home prices would not be affected. This again is not an honest statement. Just because they state that the sale price of the units will be at least \$600,000 and assuming they can get \$600,000 minimum for each

unit, this will still affect our property values. Right now, there is an open golf course and golf course views are at a premium. Innisbrook, of all people, should know this. We will be losing value immediately just because of losing this view. In order for us not to lose any value, Innisbrook should put the proposed "short course" behind our subdivision instead of any buildings. This would be best case scenario as our values would not be affected.

We do however understand that because they own the land, they should be able to build on it. The question is what to build, if anything, and how can we keep everybody happy. We believe that if something must be built it should be built with the same integrity of the bordering communities. This like kind community should consist of single family 1 story homes with a minimum square footage of 1,700 square foot per home. This would make the new construction equal to ours and not less than ours. If the County still wants to allow townhomes behind our community, there should be at least a 50-foot barrier instead of the 15-foot barrier that is being proposed. This would allow for enough foliage to cover the entire view of the townhomes and muffle sounds. This would also change the view from the golf course we like to a wooded view. A 15-foot barrier is not a wooded view.

Even though anything other than the golf course view would affect our values, the above would lessen the reduction of our values.

Let me ask this? If I bought a lot in a single-family area and asked to put a townhome on it, would you approve that? The answer I'm sure is no because we have zoning laws. This should apply in this case. Putting a townhome community 15 foot away is similar to me building townhome on a single-family lot and arguing that I would have 15-foot set back lines so it should be ok.

We have come up with a perfect solution that should work for all. We addressed moving the proposed townhome community to the front near Klosterman Rd. near the other townhomes being built and putting single family ranch style properties behind our subdivision. Innisbrook could capitalize on this by putting a separate gate entrance on the private road leading to the new community of single-family ranch style homes and sell them as exclusive homes with a private drive and seclusion. These would sell at a premium to upscale buyers. (Exhibit 4)

We cannot compete with the multimillion-dollar Innisbrook/Salamander Corporation or the multimillion-dollar builder. We can only rely on our county executives to protect us and that is all we are asking for you to do. Protect our community. Do not allow townhomes to be built in our back yard.



Exhibit 1



Parcel details.

Exhibit 2

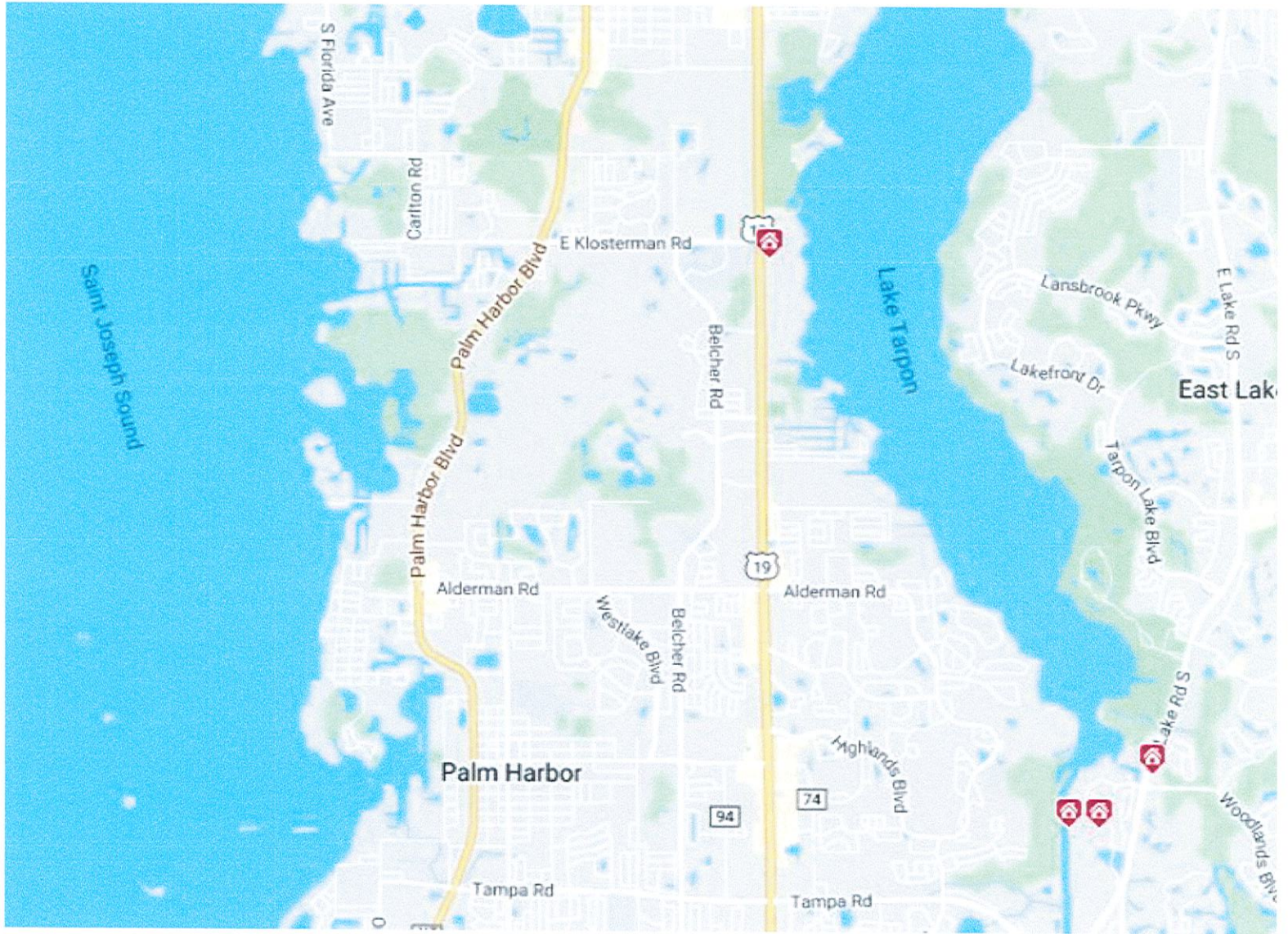
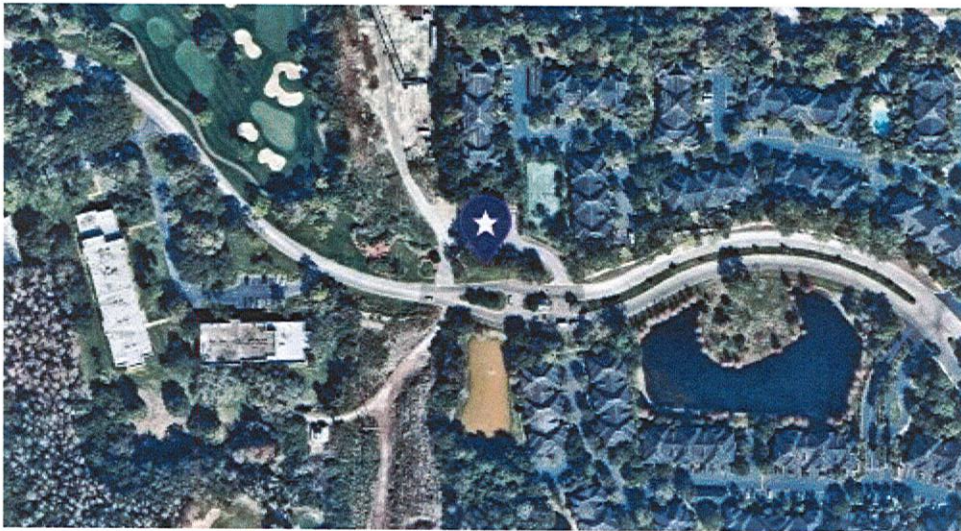


Exhibit 3

Comparative Market Analysis



Innisbrook

Innisbrook Proposal Comps

APRIL 28, 2022

Mike Willey

Blackstone Real Estate Services

Mike Willey

Mike A. Willey

Mike.Willey@BlackstoneRealEstateServices.com

Info@BlackstoneRealEstateServices.com

BlackstoneRealEstateServices.com

813-409-0488 Direct Cell

727-491-8055 Office

SUMMARY:

Real Estate sales and marketing professional with a proven record in all aspects of sales and marketing. Knowledgeable in real estate law, contract drafting, cold and warm calling protocol, and managing resources for efficiency and effectiveness. Accomplishments include earning an award for Internet Sales Manager of the Year and several Multimillion Dollar Sales Awards. Sold more than 50 Million in Real Estate in my career.

PROFESSIONAL EXPERIENCE:

Blackstone Real Estate Services, Inc.- Pinellas County Florida

Broker/Owner- President

Current

- Foreclosure and REO Specialist.
- 30+ years of Real Estate Experience
- Facilitated and negotiated more than 250 sales in 2016

Mike Willey

Blackstone Real Estate Services

Cell: 813-409-0488

mike.willey@blackstonerealestateservices.com | <http://BlackstoneRealEstateServices.com> | License Number BK3268554

- Managed full lifecycle of listing to selling properties.
- Continuing to perfect the listing and sales relationship of clients
- Investment Specialist
- Facilitated and negotiated more than 250 sales in 2016
- Familiar with Real Estate law as it pertains to Residential Real Estate

PAF-Prime Asset Fund-Real Estate Hedge Fund- Tampa FL

Acquisition Manager-Asset Manager **May 2013-Current**

Built from inception, this position was drafted to manage the acquisition of foreclosed and distressed residential assets and REO's. From drafting the "Distressed Property Acquisition Process", to overseeing the management, construction, marketing, sales and leasing of over 1000 properties.

- Liaison between Starwood (STWD)-Waypoint and their sub-contractors.
- Successfully negotiating contracts for Brougham, Primestar and Wilmington funds
- Developed the guidelines to acquire properties for maximum profit.
- Oversee dozens of contractors to assure the rehabs are being handled properly
- Managing our portfolio of properties through Excel and Google Docs.
- Assuring marketing and profitability are utilized successfully.

Realty Executives Homes in Florida-Treasure Island, Florida

Realtor -Sales Agent **February 2013-December 2016**

- Developed advertising tools to market customers.
- Foreclosure and REO Specialist.
- Managed full lifecycle of listing to selling properties.
- Conducted market research to determine market pricing for listed homes.
- Investment Specialist
- Listing agent for Freddie Mac "HomeSteps" Properties

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- Proud member of Res.net and Equator.com

Century 21 TK Realty, Addison, IL

Real Estate Broker

1983-2006

Realtor-Sales Agent for the area of Addison, IL.

- Developed advertising tools to market customers.
- Managed full lifecycle of listing to selling properties.
- Conducted market research to determine market pricing for listed homes.
- Received Top Selling Agent award for the greater Chicago region.
- Member of the Million Dollar Club for multiple years during my tenure at Century 21.

EDUCATION:

AS, Business Administration, College of Du Page, IL

Real Estate License, State of Florida

Former Real Estate Broker, State of Illinois

Creative Leadership for Managers, Fred Pryor Seminars

Life Coaching, Anthony Robins Seminars

Computer skills including CRM, Microsoft Office Products (Word, Excel, PowerPoint, Access)

Member- NAR, FAR, MLS, PRO

Mike Willey

Blackstone Real Estate Services

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Contact Me

Mike Willey

Blackstone Real Estate Services

905 E Martin Luther King Jr. Dr. Suite 455,

Tarpon Springs FL 34689

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<http://BlackstoneRealEstateServices.com>

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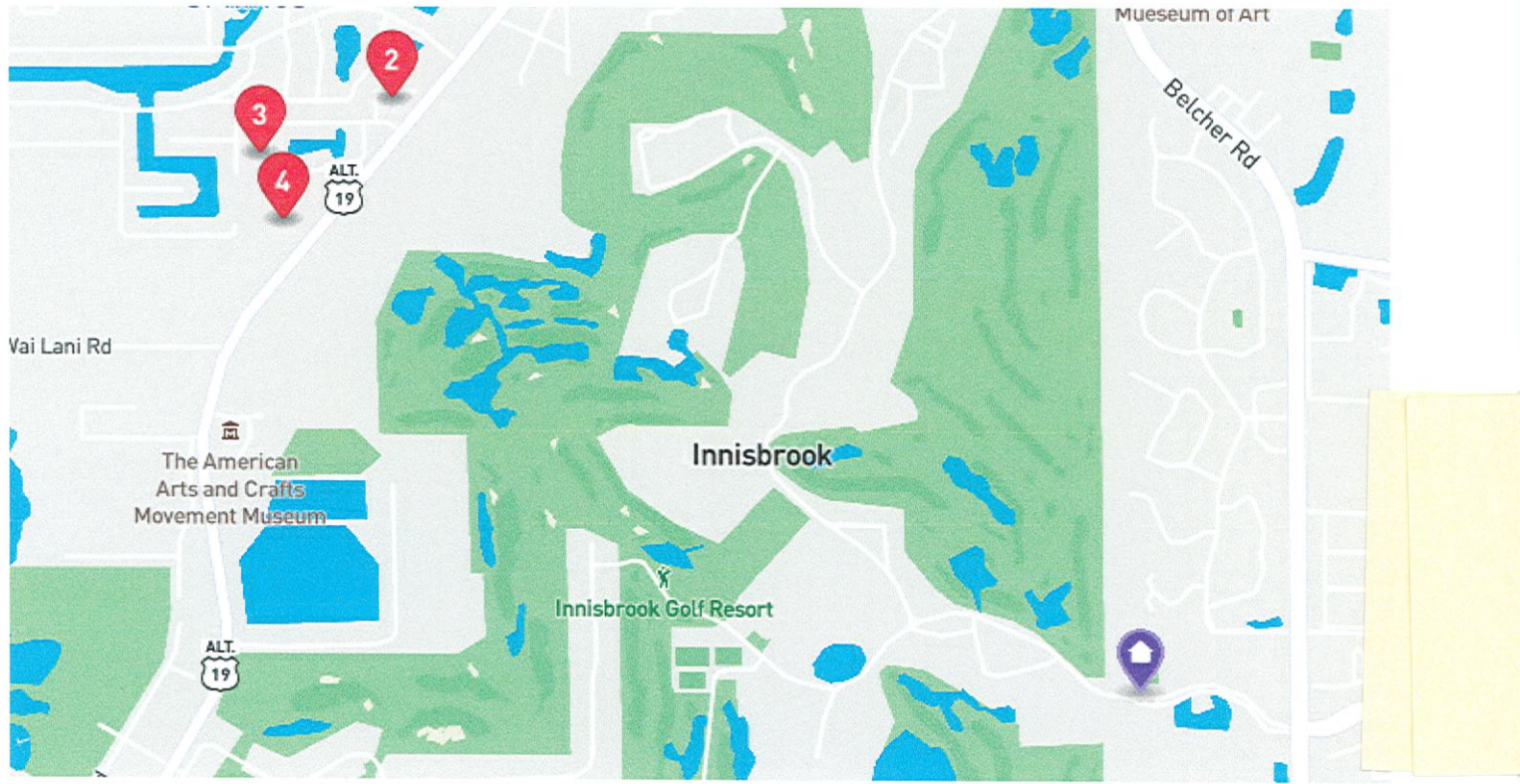
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Map of Comparable Listings



STATUS: S = CLOSED

	MLS #	STATUS	ADDRESS	BEDS	BATHS	SQFT	PRICE
1	Subject	🏠	Innisbrook	-	-	-	-
2	U8142227	S	250 N HARBOR DRIVE	3	3.00	1,700	\$365,900
3	U8148251	S	428 HARBOR RIDGE DRIVE	3	3.00	1,700	\$385,000
4	U8139008	S	478 HARBOR SPRINGS DRIVE	3	3.00	1,840	\$385,000

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Summary of Comparable Properties

S SOLD LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
250 N HARBOR DRIVE	12/22/21	3	3.00	1,700	\$365,900	\$215
428 HARBOR RIDGE DRIVE	2/15/22	3	3.00	1,700	\$385,000	\$226
478 HARBOR SPRINGS DRIVE	11/10/21	3	3.00	1,840	\$385,000	\$209
Averages				1,746	\$378,633	\$217

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Listings

Mike Willey

Blackstone Real Estate Services

250 N HARBOR DRIVE

PALM HARBOR, FL 34683

MLS #U8142227

\$365,900

CLOSED 12/22/21

3 Beds 3.00 Baths
1,700 Sq. Ft. (\$215 / sqft)

Year Built 2015
Days on market: 10


Details

Prop Type: Townhouse

County: Pinellas

Area: 34683 - Palm Harbor

Subdivision: HARBOR RIDGE
PH II OF PALM HARBOR

Style: Florida

Full baths: 2.0

Half baths: 1.0

Acres: 0.05

Lot Dim: 29 X 85

Lot Size (sqft): 2,455

Garages: 2

List date: 11/4/21

Sold date: 12/22/21

Off-market date: 11/21/21

Updated: Dec 24, 2021 1:46
AM

List Price: \$365,900

Orig list price: \$365,900

Assoc Fee: \$300

Taxes: \$3,776

High: Tarpon Springs High-
PN

Middle: Tarpon Springs
Middle-PN

Elementary: Sutherland
Elementary-PN

Features

Appliances: Dishwasher,
Disposal, Electric Water
Heater, Microwave, Range,
Refrigerator, Water Softener

Association Fee Frequency:
Monthly

Association Fee Includes:
Cable TV, Community Pool,
Escrow Reserves Fund,
Maintenance Structure,
Maintenance Grounds,
Manager, Pool Maintenance,
Recreational Facilities,
Sewer, Water

Association Name:
Ameritech - Jenny Kidd

Builder Name: Pioneer
Homes

Building Area Units: Square
Feet

Community Features:
Association Recreation -
Owned, Deed Restrictions,
Pool, Sidewalk

Construction Materials:
Block, Stucco, Wood Frame

Cooling: Central Air

Covered Spaces: 2.0

Direction Faces: North

Disclosures: HOA/PUD/
Condo Disclosure, Seller
Property Disclosure

Exterior Features: Lighting,
Rain Gutters, Sidewalk,
Sliding Doors

Flooring: Carpet, Tile,
Hardwood

Foundation Details: Slab

Furnished: Unfurnished

Green Indoor Air Quality: No
Smoking-Interior Buildg

Mike Willey

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Heating: Central, Electric
Interior Features: Ceiling Fans(s), Eating Space In Kitchen, High Ceiling(s), Living Room/Dining Room Combo, Dormitorio Principal Arriba, Solid Wood Cabinets, Split Bedroom, Walk-In Closet(s), Window Treatments

Laundry Features: Inside, Laundry Closet, Upper Level
Levels: Two
Lot Features: City Lot, Near Public Transit, Sidewalk
Parking Features: Driveway, Garage Door Opener, Open
Patio And Porch Features: Covered, Rear Porch
Pets Allowed: Yes

Road Frontage Type: Street Dead-End, Private Road
Road Surface Type: Paved
Roof: Shingle
Sewer: Public Sewer
Utilities: Cable Connected, Electricity Connected, Fire Hydrant, Public, Sewer Connected, Street Lights, Water Connected

Vegetation: Trees/Landscaped
Virtual Tour: [View](#)
Water Source: Public
Window Features: Blinds, Low Emissivity Windows
Garage Yn: true

Remarks

Spacious, upgraded 3 bedroom, 2.5 bath like new townhome was built in 2015 - Phase II Harbor Ridge, among the most desirable townhome communities in Pinellas County. Beautiful, mature landscaping welcomes you and creates a serene outdoor living space on the back patio. Once inside, the custom features of this exquisite home welcome even the most discerning buyer - the large kitchen, great room living and dining areas feature solid oak floors throughout and custom crown and floor moldings. Kitchen includes upgraded stainless steel appliances, designer countertops, solid wood 44" cabinetry, large walk-in pantry and a custom wrap around backsplash. Tasteful half bath adjoins the living area. Three bedrooms along with two full baths fill the second floor. A spacious master suite features crown molding, vaulted ceilings, large walk-in closet and the en-suite bath includes tiled walk-in shower and generous wood vanity. Bedroom two welcomes you with vaulted ceilings, lots of natural light and ceiling fan. The second upstairs bathroom has tub and shower and wood vanity. Bedroom three functions as bedroom, den, or home office and contains a walk-in closet. Washer/dryer are conveniently located upstairs. The large 2-car garage features water heater closet and extra storage. Impact rated windows and doors qualify for maximum insurance discounts. The covered lanai features a ceiling fan and TV hookup, plus the extended patio is perfect for grilling and outdoor dining - no rear neighbors! Wired for cable, internet, security cameras. Low HOA fees include, water, sewer, cable, internet, grounds maintenance, exterior maintenance, roof, pool and cabana! Convenient to everything- beaches, dining, shopping, parks, Pinellas Trail and the Jolley Trolley line. Washer and dryer do not convey. Room sizes are approx.

Mike Willey

Blackstone Real Estate Services

Cell: 813-409-0488

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250 N HARBOR DRIVE PALM HARBOR, FL 34683

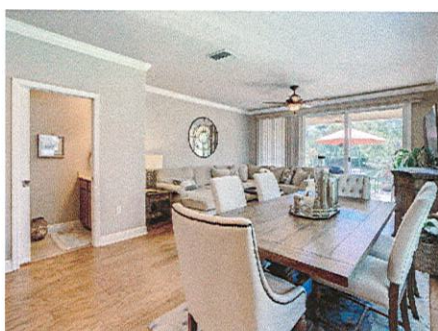
MLS #U8142227

\$365,900

CLOSED 12/22/21

3 Beds 3.00 Baths
Year Built 2015

1,700 Sq. Ft. (\$215 / sqft)
Days on market: 10



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428 HARBOR RIDGE DRIVE PALM HARBOR, FL 34683

MLS #U8148251

\$385,000

CLOSED 2/15/22

3 Beds 3.00 Baths

1,700 Sq. Ft. (\$226 / sqft)

Year Built 2011

Days on market: 2



Details

Prop Type: Townhouse

Half baths: 1.0

Sold date: 2/15/22

Assoc Fee: \$325

County: Pinellas

Acres: 0.08

Off-market date: 1/11/22

Taxes: \$2,996

Area: 34683 - Palm Harbor

Lot Size (sqft): 3,309

Updated: Feb 16, 2022 11:58 AM

Subdivision: HARBOR RIDGE OF PALM HARBOR

Garages: 2

List Price: \$369,900

Full baths: 2.0

List date: 1/9/22

Orig list price: \$369,900

Features

Appliances: Dishwasher, Disposal, Microwave, Range, Refrigerator

Building Area Units: Square Feet

Exterior Features: Hurricane Shutters, Irrigation System, Sliding Doors

Interior Features: Ceiling Fans(s), Eating Space In Kitchen, High Ceiling(s), Kitchen/Family Room Combo, Solid Wood Cabinets, Split Bedroom, Stone Counters, Walk-In Closet(s), Window Treatments

Association Fee Frequency: Monthly

Community Features: Deed Restrictions, Pool

Flooring: Carpet, Ceramic Tile

Laundry Features: Inside

Association Fee Includes: Cable TV, Community Pool, Escrow Reserves Fund, Internet, Maintenance Structure, Maintenance Grounds, Pool Maintenance, Sewer, Trash, Water

Construction Materials: Block, Stucco

Foundation Details: Slab

Levels: Two

Association Name: Ameritech

Cooling: Central Air

Heating: Central

Pets Allowed: Yes

Covered Spaces: 2.0

Direction Faces: East

Disclosures: HOA/PUD/ Condo Disclosure, Seller Property Disclosure

Road Surface Type: Paved

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Roof: Shingle**Sewer:** Public Sewer**Utilities:** Public**Virtual Tour:** [View](#)**Water Source:** Public**Window Features:** Blinds**Garage Yn:** true**Additional Rooms:** Inside
Utility

Remarks

This special Palm Harbor Townhome will surely not last long! Welcome to your very own oasis, you will feel like you have escaped to your very own slice of paradise when you arrive. This home has been exceptionally well cared for by the original owner and you will notice the pride of ownership. This townhome really offers so very much, Lots of living space, high ceilings and lots of natural light. You will feel very much at home the moment you enter the home. The kitchen has lots of granite counters, wood cabinets, stainless steel appliances, breakfast bar and is large enough for another dining space. The great room is the centerpiece of this property and the oversized sliding door leads to your very own tropical oasis. You will just love to exterior space! Lush landscaping and pavers make this a place to go unwind, enjoy privacy in your very own outdoor space. This two-story townhome has 3 very nice size bedrooms upstairs. Split floorplan, including laundry room also located on the second floor. The master suite offers another relaxing space to enjoy your home, including a huge walk-in closet. The master bath will not disappoint, you will feel like you are at your very own spa without leaving home. This lovely community has a pool and is just minutes away from watching the sunset from Crystal Beach. Close to all our wonderful beaches including Honeymoon Island, Clearwater Beach, Sunset Beach, and Howard Park. All of this in a wonderful Palm Harbor location, no flood insurance needed. This is a true turnkey home including a new air conditioner installed in 2020. HOA fees include cable, internet, water/sewer, and garbage.

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PALM HARBOR, FL 34683

MLS #U8148251

\$385,000

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3 Beds 3.00 Baths

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1,700 Sq. Ft. (\$226 / sqft)

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478 HARBOR SPRINGS DRIVE PALM HARBOR, FL 34683

MLS #U8139008

\$385,000

CLOSED 11/10/21

3 Beds 3.00 Baths

1,840 Sq. Ft. (\$209 / sqft)

Year Built 2016

Days on market: 3



Details

Prop Type: Townhouse

County: Pinellas

Area: 34683 - Palm Harbor

Subdivision: HARBOR SPGS OF PALM HARBOR

Style: Traditional

Full baths: 2.0

Half baths: 1.0

Acres: 0.06

Lot Size (sqft): 2,474

Garages: 2

List date: 10/8/21

Sold date: 11/10/21

Off-market date: 10/11/21

Updated: Nov 11, 2021 11:00 AM

List Price: \$379,950

Orig list price: \$379,950

Assoc Fee: \$251

Taxes: \$117

High: Tarpon Springs High-PN

Middle: Tarpon Springs Middle-PN

Elementary: Sutherland Elementary-PN

Features

Appliances: Dishwasher, Microwave, Range, Refrigerator

Association Fee Frequency: Monthly

Association Fee Includes: Cable TV, Internet, Maintenance Structure, Maintenance Grounds, Pool Maintenance, Sewer, Trash

Association Name: First Choice Metro Realty

Building Area Units: Square Feet

Community Features: Pool

Construction Materials: Block, Stucco

Cooling: Central Air

Covered Spaces: 2.0

Direction Faces: South

Disclosures: HOA/PUD/Condo Disclosure, Seller Property Disclosure

Exterior Features: Irrigation System, Sidewalk, Sliding Doors

Flooring: Carpet, Tile

Foundation Details: Slab

Furnished: Unfurnished

Heating: Electric

Interior Features: Ceiling Fans(s), High Ceiling(s), Solid Surface Counters, Tray Ceiling(s), Walk-In Closet(s)

Laundry Features: Inside, Upper Level

Levels: Two

Lot Features: Sidewalk

Parking Features: Driveway

Patio And Porch Features: Rear Porch

Pets Allowed: Yes

Road Surface Type: Paved

Roof: Shingle

Sewer: Public Sewer

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Utilities: Public**Virtual Tour:** [View](#)**Window Features:** Shutters**Additional Rooms:** Inside**Vegetation:** Mature
Landscaping**Water Source:** Public**Garage Yn:** true

Utility

Remarks

BE PREPARED TO FALL IN LOVE! RARE FIND! 3 BEDROOMS, 2.5 BATH, 2 CAR GARAGE - STUNNING Townhome BUILT 2016 that BACKS to GREENSPACE! Enjoy the maintenance -free living! The home features: Beautiful WIDE BASEBOARDS, KNOCKDOWN/ SMOOTH CEILINGS throughout & TILE floors on Main floor. Sought after OPEN Concept floor plan! Kitchen OVERLOOKS to Great room & EAT-IN KITCHEN. Kitchen has STAINLESS STEEL APPLIANCES, GRANITE countertops, LARGE Kitchen ISLAND, UPGRADED 42 WOOD Cabinetry, MIELE High-end Dishwasher & UNBELIEVEABLE WALK-IN PANTRY (3x14). The Great Room has a HIGH ceiling with sliding glass door opening to INVITING Back porch area. Enjoy the SPACIOUS, COVERED (19x11) Back Porch with extended pavers area & ceiling fan w/ no rear neighbors for OUTDOOR Living or Stroll down to the COMMUNITY POOL. LOTS of NATURAL light. GORGEOUS MASTER Suite with TRAY Ceilings & HUGE, WALK-IN Closet (10x7). MASTER Bath (8x11) with DUAL, GRANITE Sinks. Upstairs spare Bath features GRANITE Vanity & Shower over tub. UPSTAIRS Laundry, PLANTATION SHUTTERS throughout!! Garage is HURRICANE Rated, plumbed for water softener & has Storage Shelves. A short walk to WALL SPRINGS PARK and minutes from DOWNTOWN TARPON SPRINGS, SUNSET BEACH, FRED HOWARD PARK BEACH, golf courses & dining! This is the home you DESERVE! Pride of Ownership shows throughout!! NO FLOOD INSURANCE Required. Dont forget to check out the Virtual Tour!

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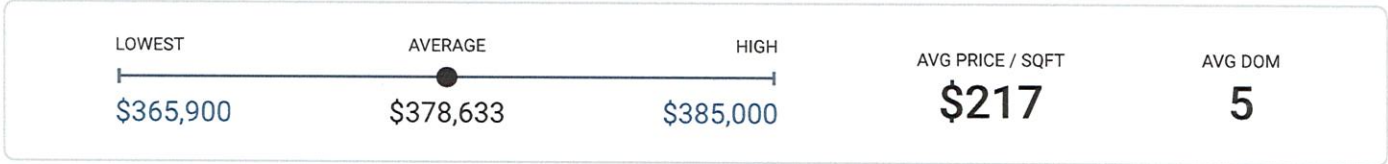
Analysis

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Comparable Property Statistics

S 3 Sold Listings



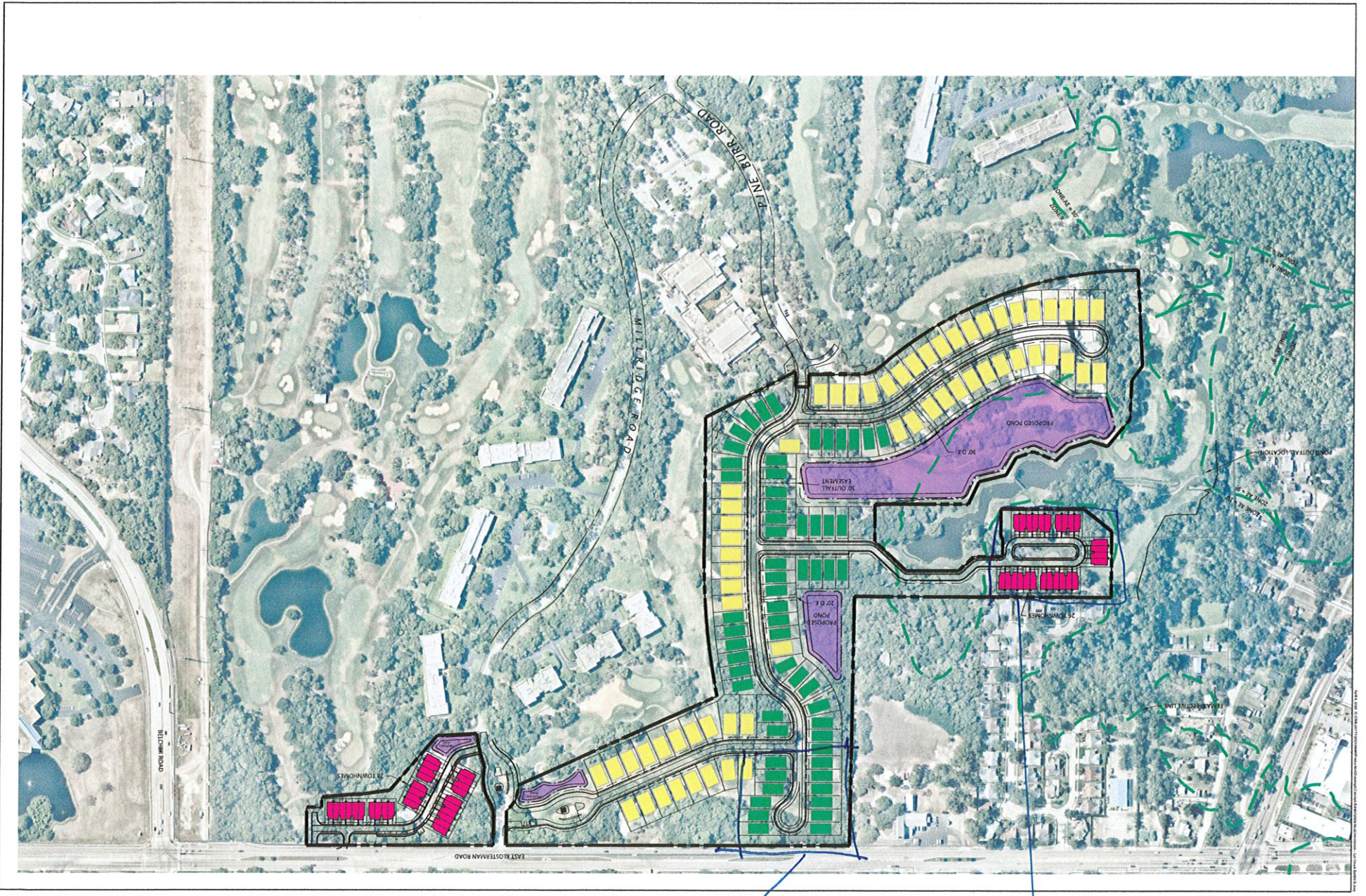
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Exhibit 4



Townhomes

Single Family