

# ARNO

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## 17-Acre Land Development Proposal

17-7169 Bayshore Gateway Triangle Community Redevelopment Agency



Above and Below: Elevated views of Bayshore Arts Village and VPAC Center from Bayshore Drive



# 1. Proposed Scope:

## Bayshore Arts Village – Design Synopsis

*The right design solution for this beautiful 17-acre site is one that fulfills the intent of the Bayshore Triangle CRA and provides for a balance between equally important cultural, civic, recreational, retail, housing, and parking needs, all based on traditional neighborhood development concepts and on my treatise called, “Back to the Village – How to build what people love” (See attachment)*

### A. Cultural and Civic Needs

The proposed VPAC performance hall will benefit the cultural needs not only of Naples and Collier County but will impact all of SW Florida with performances of music, art and dance of every genre. The facility will house rentable spaces for civic engagement, educational workshops, and where the management of local affairs, planning of festivals and events can take place.



The proposed VPAC 1000-seat performance center designed by Arno Inc.

### B. Recreational Needs

Artists and craftsmen will be invited and enabled to show their wares at open-air exhibitions, music, art and food & wine festivals in the village square.



Boating on the lakes and walks with picnic spots along a nature trail boardwalk to the adjoining live-work community to the north and Sudgen Regional Park toward the south will be provided. Integrating on-site walking and biking trails with those proposed for the Bayshore area will be considered. A green rooftop vegetable garden, recreational swimming pool and ball court are also planned.



**C. Retail**

People like buying essential goods through a short walk from their home to a nearby store. They also like leisurely and relaxing browsing of a variety of stores and will drive to get there



My proposal provides for a symphony of retail and office spaces seldom found elsewhere in town. Developers have been building only large commercial units that are too expensive for shop-keepers of more modest means to afford. I propose small adjoining modules that can either combine into large outlets or separate into small coffee shops, bars, studios, offices etc. The full range of commercial options permitted by the current PUD will be accommodated where possible.

**E. Housing**

Sorely lacking in Naples are *mixed-use* developments where the nurse, fire fighter, single mom or retired empty-nester can afford to live. Only the wealthy have the means to live on 5th Ave., the Mercato or Coconut Point. My proposal provides those facilities for people of average income with both work-force and market rated condominiums all below \$300,000! Village buildings are restricted to a maximum of four stories.



Living above retail units has been around for thousands of years. It remains the ideal pattern for true urban living. Two, three and four story units are provided in this proposal. More such affordable developments in Collier County will certainly help to ease the daily work-force traffic load to, and from neighboring cities.

## **F. Parking**

A parking garage with sufficient spaces for both residents and visitors, located just off Bayshore Drive will enable visitors to pop in for a quick purchase or to linger leisurely longer in the commercial amenities of the village.

Parking garages with shop fronts at first floor are expensive to build, but worth it when one understands that our intimate social spaces are for people on foot and should not be shared with cars. I propose a truly walkable village, with a pedestrian retail street leading directly from the Bayshore Drive sidewalk to the village square, and covered market building and on to the performance hall and boardwalks.

## **2. Community Impact:**

By applying the principles of TND in the design of the project as well as those in my “Back to the Village” treatise mentioned above, the intent of the CRA, the Bayshore community and the county as a whole will be served.

Traditional Neighborhood Development means a compact, mixed use neighborhood where residential, commercial and civic buildings are within close proximity to each other. It is a planning concept based on traditional small towns and city neighborhoods.

The variety of uses permits cultural and civic uses, commercial establishments, educational and performance facilities in the performance hall, will all be located within walking distance from living units in the village and from surrounding houses. The TND is served by a network of paths, streets and lanes designed for pedestrians and here, separately for vehicles. Residents have the option of walking, biking within the development and to and from other places in the Bayshore area.

Public transport stopping points will also be considered during the planning stages.

Public and private spaces have equal importance in the village, creating a balanced community that serves a wide range of home and business owners. The inclusion of cultural facility and civic space such as the village square, greens, parks and walkways will enhance community identity and value. Such neighborhoods allow the efficient use of public resources and can help preserve the historic character of the community.

An urban area is a human settlement with high population density and infrastructure and are categorized as cities, towns, conurbations or suburbs. Ideally, each urban area should have a designated heart or town center. My proposal will create such a heart for the Bayshore area.

The following primary objectives will be served:

- Walkable neighborhoods
- Reduced use of automobiles
- Revitalization of the historic Bayshore area
- Increased neighborhood vitality
- Housing variety with condominium units complimenting surrounding single residential developments
- Mixed use neighborhoods
- Meet market demand for affordable accommodation

# Bayshore Arts Village – 3D Images



Above: Pedestrians entering the walking street from the sidewalk of Bayshore Drive. A series of fountains and Royal palms lead to the village square. Retail units surround the pedestrian precinct on both sides.



Above: Residential balconies overlooking the restaurant and coffee bar on the Village Square.



Above: Aerial view of the restaurant and coffee bar on the Village Square.



Above: Aerial view from the VPAC performance hall to the Arts Village to the north.



Above: Aerial view of the village rooftop vegetable garden and greenhouse with a recreational swimming pool beyond.

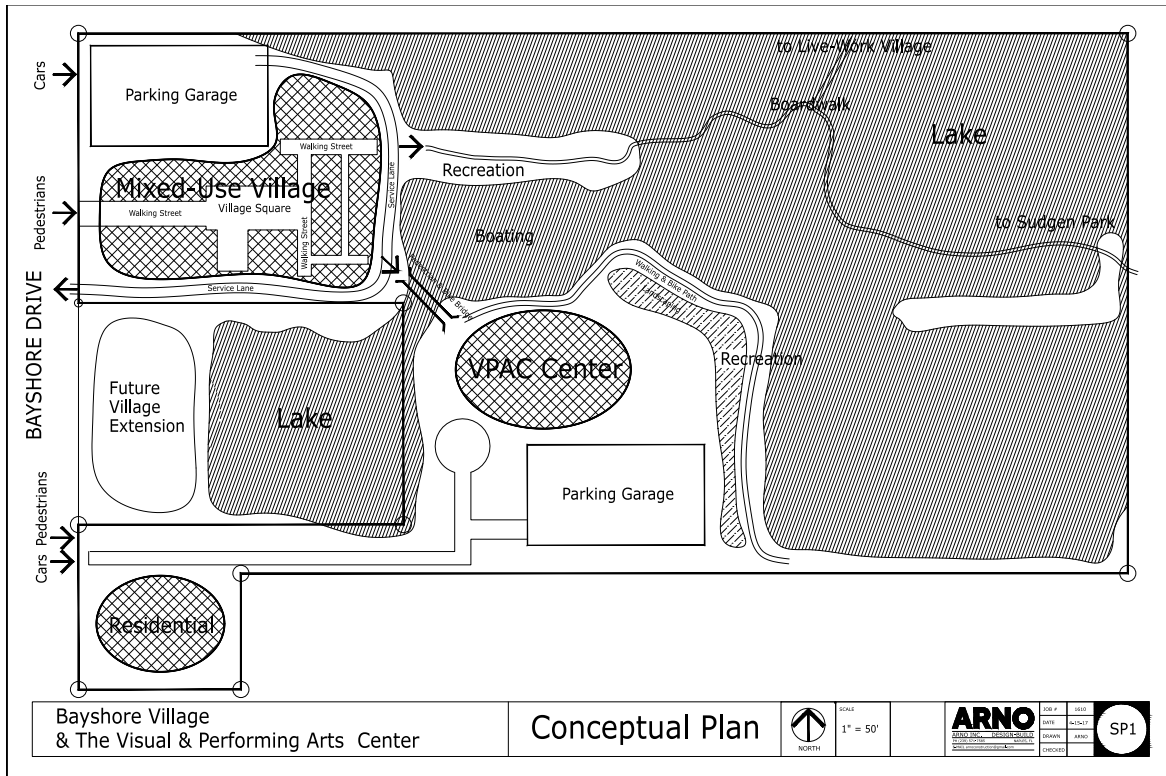


Above: View of the development from the adjoining parcel that is available and may become an extension of the village

# Site Development & Floor Plans

## A. Concept Plan

The diagram below explains the proposed site development concept and location of the major entities. It shows the direct access of vehicles and pedestrians from Bayshore Drive. It further shows the access of villagers and visitors to the VPAC performing arts center, the recreational area, boating, canoeing and the boardwalk to the adjoining live-work area off Lunar Ct. to the north and to the Sugden Regional Park to the west.

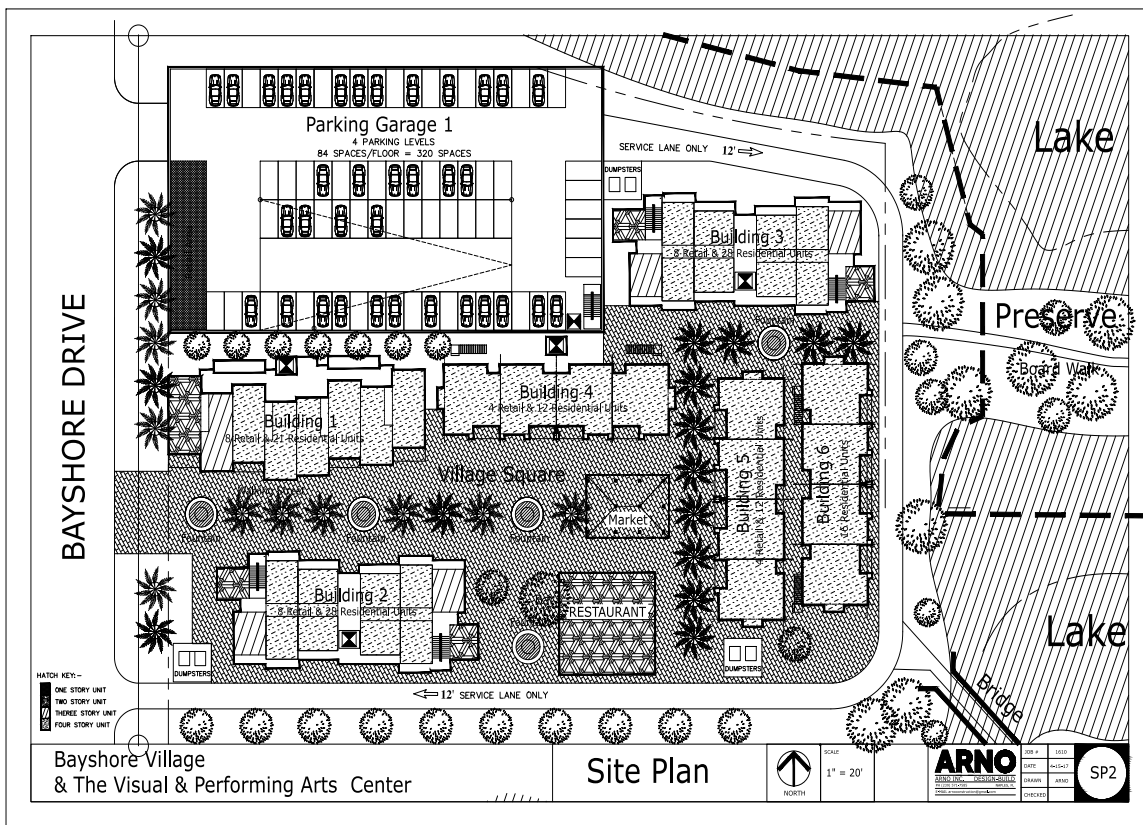
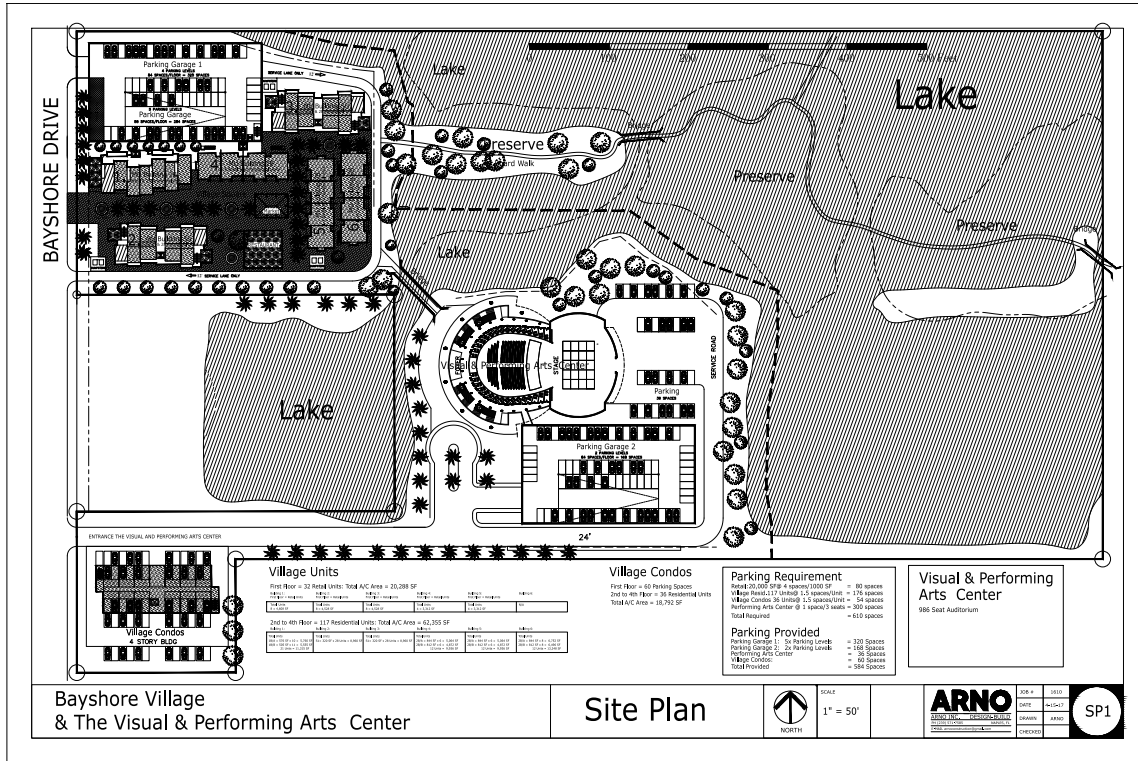


## B. Site Plan

The diagram **below** adds detail to the concept plan. Note the four major areas of proposed development

- The mixed-use Arts Village and Parking Garage
- The Visual & Performing Arts Center (VPAC) and Parking Garage.
- The Residential Condominium on the south-western corner of the site.
- The Recreational area and boardwalk

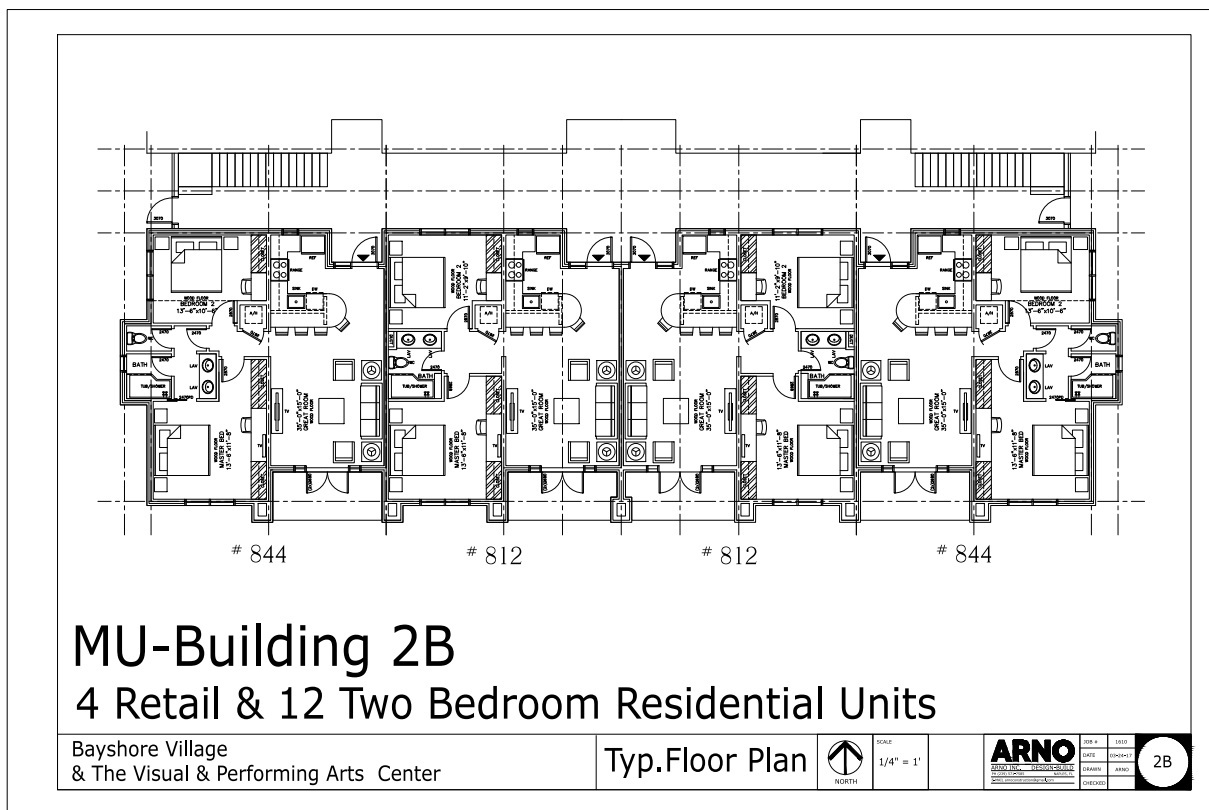




### C. Village Plan

Note the following in the plan of the Arts Village **above**:

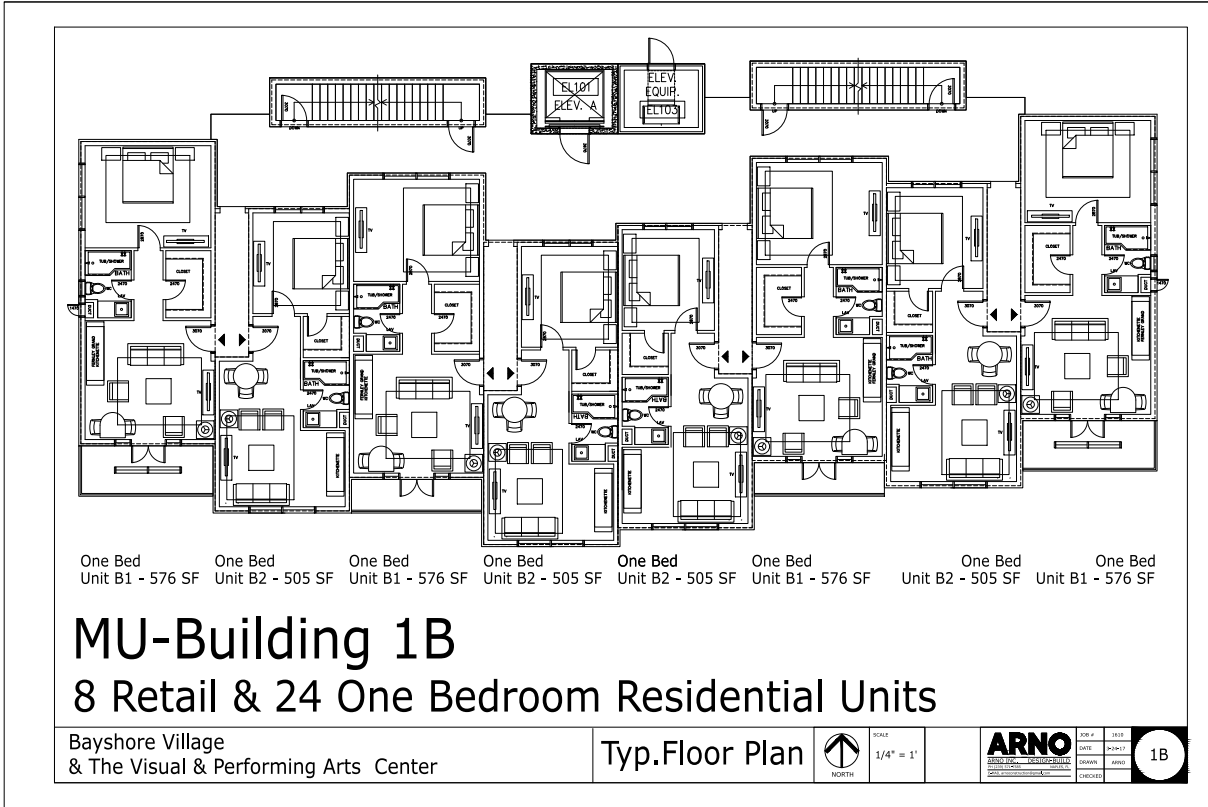
- The walkable or pedestrian precinct of the village.
- The parking garage providing easy access to both visiting shoppers and to the villagers.
- The service lane surrounding the pedestrian precinct of the village. The one-way lane serves to deliver goods to the stores, acts as a fire lane for fire trucks and for tenants moving in and out of the development.
- The six Leed certified condominium buildings with modular retail stores at first floor and residential units above.
- The restaurant and covered market building on the village square for market day sales.
- The pedestrian and bicycle bridge to and from the VPAC center & the boardwalk to the recreation areas



### D. Residential Units

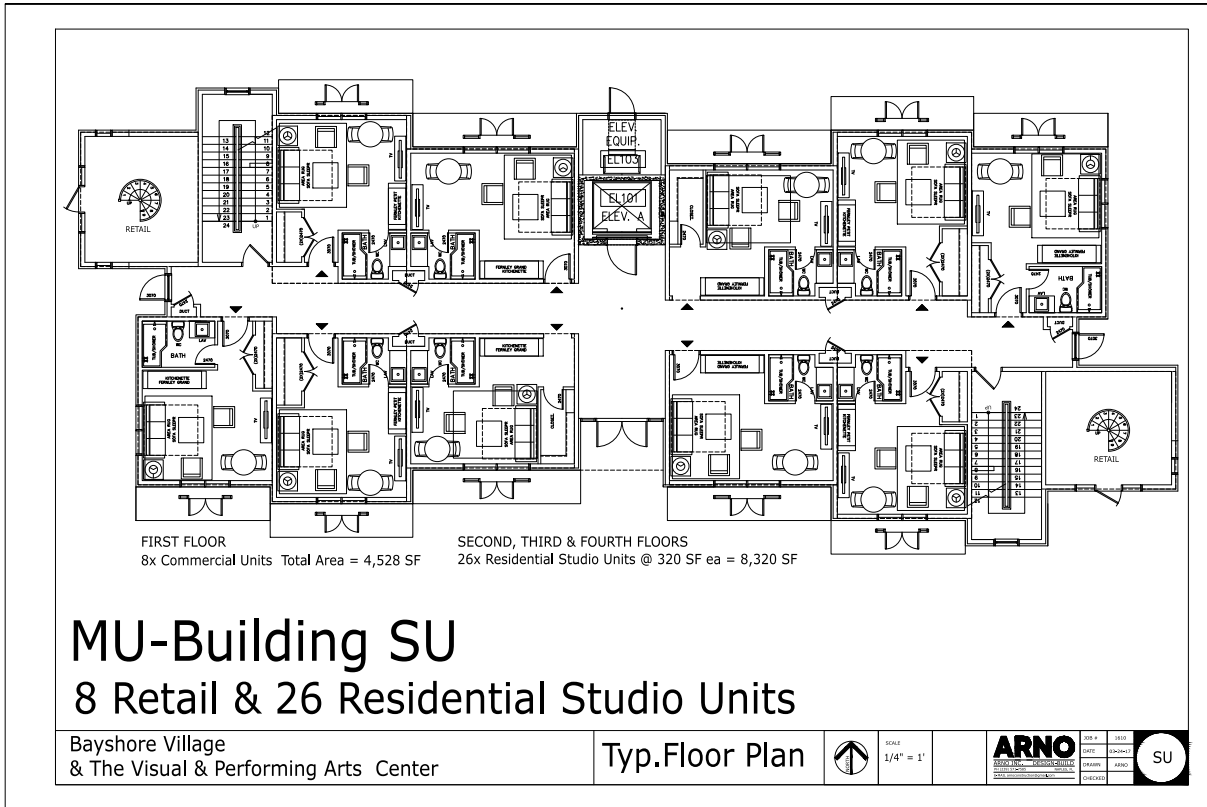
See plans of proposed two-bedroom condominium units above and one-bedroom and studio units below. These units will be made available in the village at prices that range from the low hundred thousand dollars and all below the \$300,000 mark. See attached unit numbers, areas and pricing. The available village building area is too small to profitably build single residential homes and duplexes.

*Note that I will be requesting an amendment to Collier County Land Development Code to allow for One Bedroom and Studio Units below their 700-sf threshold to be built. In my opinion, this policy met the slum clearing objectives of the CRA but needs to be revised for new construction. It should be changed on behalf of a significant number of couples, singles, and single moms and dads and smaller family units that are part on the workforce but compelled to drive in from neighboring counties where they can afford to live because no smaller economical units are available in our county.*



Proposed Retail and Office/Residential Unit Sizes and Pricing Information is included as an attachment below. The designated area for the village is too small to profitably allow for the inclusion of townhomes and single-family residences. *Note that should the VPAC group be unable to secure enough funding for their proposed facility, these housing types will be supplied in that location.*



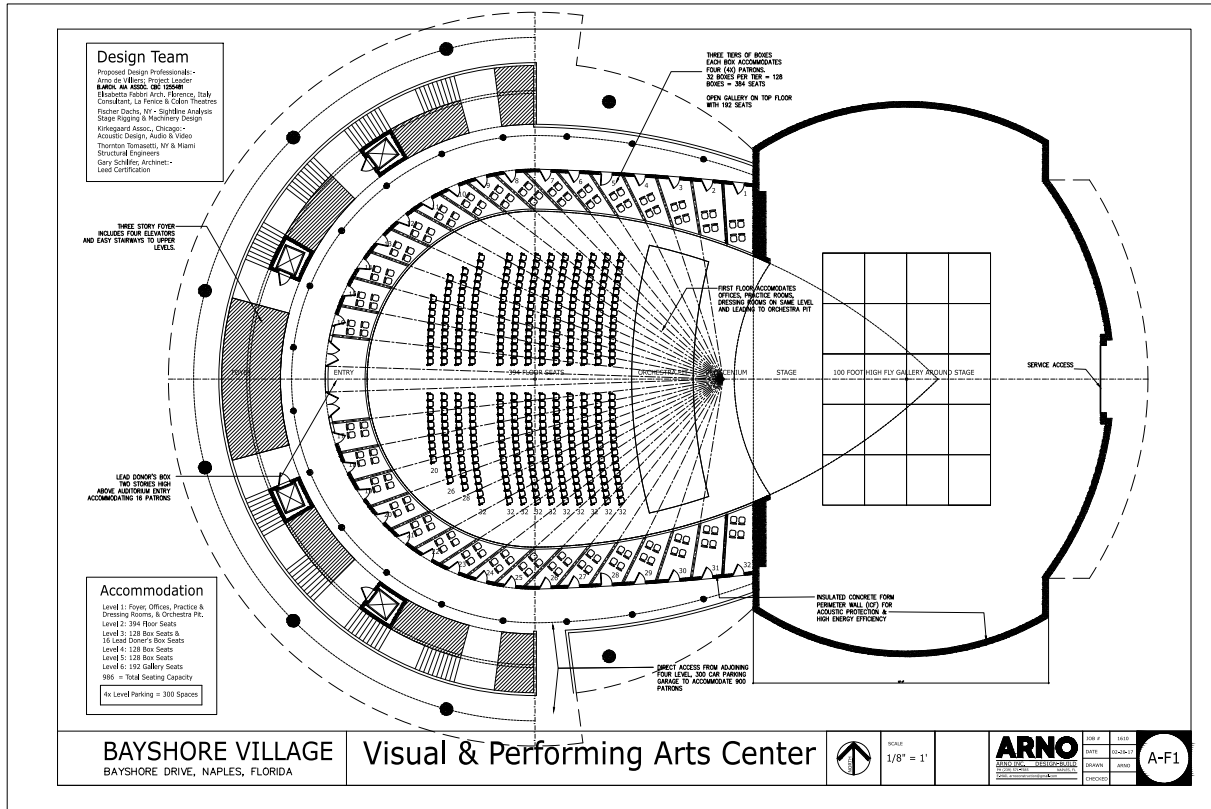


#### E. The Visual & Performing Arts Center

The horseshoe shape of the auditorium is based on that of La Fenice in Venice Italy, which is a perfect example of superb acoustics and intimacy between the stage and patrons. The facility will not only perform opera and classical music and ballet, but music and dance of every genre. As such the facility will draw culturally diverse people of every description to the village retail district before and after performances and thereby help its economic survival.

Note: Arno Inc. has a signed Memorandum of Intent (MOI) from VPAC that should I win the RFP, and grant them an area on which to build their facility, they will appoint my company to design and build it. This MOI is attached herewith as an Appendix.





The center will require a seating capacity of a thousand seats and a 100-foot height of the fly tower above the stage that are both well above the thresholds permitted in the current PUD. Written assurances will be requested from the county that these requirements will be accommodated with PUD amendments.

**3. Zoning:**

This proposal will utilize the existing BMUD-NC zoning. The County’s assistance will be sought to fast track an amendment to Collier County Ordinance 12-21; Cultural Arts Village / PUDZ-PL2010 -592 Revised 5/07/12 as follows:

1. The maximum number of permitted residential units be increased from 40 to 204 units.
2. The permitted seating capacity of the performance hall be increased from 350 to 1000 fixed seats.
3. The building height restriction of the performance hall be increased to 100 feet.
4. The minimum square footage of residential units in the Collier County Land Development Code be reduced from 700 to 300 sf. for this development.

## 4. Financing

### A. General Financing Plan

A straight purchase for the 17-acre parcel for a purchase price of \$3,500,000 is offered with a 10% down payment upon acceptance by the seller. No request for public dollars will be necessary. Deferral of the purchase price by the County until the end of construction would be a financial benefit to allow us to bring in workforce housing at the lowest cost basis and would be preferred. **In return, a substantial increase in the purchase price will be offered.**

### B. Financial Ability

Arno Inc. is financially supported in its endeavor to purchase and develop the property by several interested capital investment groups. An LOI from one, the White Lotus Group is attached as an addendum. Further documentation and proof of funds will be provided upon selection of this proposal at the County's request. Financial management of the project will be provided by Uday Shah of Next Tier Capital Partners Inc.

### C. Limited Pro Forma

See the attached limited pro forma of estimated development costs below.

BAYSHORE ARTS VILLAGE - LIMITED PRO FORMA							August 15th
ARNO INC Design-Build							
Construction of 6x Mixed-Use Buildings with 32x Commercial Units and 117x Residential Units.							
Construction of a 36x Unit Residential Village Condo building.							
Construction of 1x Parking Garage							
Estimated Development Cost							
Percentage	Units	Area	Total	Cost/SF	Cost/Unit	Dev.Cost	Sales Inc.
%	#	SF	SF	\$	\$	\$	\$
							(Ave)
<b>Land Purchase</b>							
						3,500,000	
							30,000
							15,000
							100,000
							50,000
							45,000
						<b>3,740,000</b>	
<b>Construction:</b>							
						750,000	
							1,217,280
	32		20,288	60			300,000
							7,482,600
	117		62,355	120			1,200,000
							2,255,040
	36	522	18,792	120			4,800,000
					15,000		<b>18,004,920</b>
							0
							<b>18,004,920</b>
							1,800,492
							<b>19,805,412</b>
<b>Impact Fees:</b>							
							263,953
	32						1,236,654
	117						380,421
	36	522	18,792				
							<b>1,881,028</b>
<b>Consultant Fees</b>							
						360,098	
	2%					70,000	
						180,049	
	1%					50,000	
						90,000	
						<b>750,148</b>	
							<b>26,176,588</b>

## 5. Total Project Value

The estimated construction cost of the two development areas is as follows:

1. Mixed-Use Village and Parking Garage = \$22,500,000
2. VPAC Center & VPAC Parking Garage = \$55,000,000 (*not-for profit organization*)

The total project value can be estimated by adding the construction cost of the two areas to the value of the buildable land for each project. Tract A = 86% of buildable land area and Tract C = 14% of buildable land area. If the latest appraised value of the 17-acre parcel is \$3,700,000 then the land value of Tract A = \$3,182,000 and the land value of Tract C = \$518,000

The land values of the two development areas are therefore;

1. Mixed-Use Village = 50% of Tract A plus 100% of Tract C = \$2,109,000
2. VPAC Center = 50% of Tract A = \$1,591,000

The Total Project Value of the two areas are therefore construction cost plus land value

1. Mixed-Use Village = \$22,500,000 + \$2,109,000 = \$24,609,000
  2. VPAC Center and VPAC Parking Garage = \$55,000,000 + \$1,591,000 = \$56,591,000
- Total Project Value = 81,200,000

*Note that 50% of the land is non-buildable land and set aside for public use.*





## 7. Team Experience

### 7.1. Arno de Villiers



Arno de Villiers - B.Arch. AIA #

President of Arno Inc. Design-Build

Licensed and Insured Florida Contractor CBC1255481

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Website: <http://www.villagebuilder.biz>

### 7.2 Arno Inc.

Arno Inc. is a Florida registered company that was created with the purpose of providing both design and construction services to clients. The vision of the company is to realize the village design principles that were developed after years of travel and study of the most unique village communities in the world and are

contained and explained in Arno's treatise called, "Back to the Village - How to Build What People Love." View it in the articles menu of its website at <http://www.villagebuilder.biz>

Also available on the website are resumes of its degreed and highly experienced professional officers. Arno Inc. proudly brings to the table a management team of individuals with a proven and successful track record in the field of design and construction ranging from schools, theatres and churches, to residential communities, medical facilities, high rises and commercial buildings.

Abraham Spies holds a B.Sc. degree in building cost estimating and has over 30 years of experience in managing the construction of large projects such as the \$20m Naples Community School Gymnasium.

Fellow trained architect Nestor Garcia additionally holds a master's degree in construction management and has built everything from residential developments, to churches and high-rises. The \$55m Andalucia Condominium Development in Naples is an example.

The company will be supported by financial management consulting team.

### **7.3 Arno Inc. Corporate Structure**

Arno Inc. consists of three functional divisions namely:

1. Architectural, planning, survey and engineering consultants involving the rezone and design process and the provision of the required permit and construction documentation.
2. Project Cost Analysis and Construction Management.
3. Financial Investment & Management: Managing the provision of financial resources for the acquisition of land, design, permitting and construction of the project.

### **7.4 Team of Design Professionals**

The teams of proposed design professionals for the village portion of the development is listed below. A separate list for the VPAC Center can be supplied upon request.

**Architecture:** Arno de Villiers & Gora McGahey Associates, Architects & Planners Fort Myers Fl.

**Civil Engineering:** RWA Engineering, Naples Fl.

**Structural Engineering:** American Structural Engineering Inc., Naples Fl.

**Mechanical, Electrical & Plumbing Engineering:** JE Gonzalez & Associates Inc., Naples Fl.

**Landscape Architecture:** David M Jones & Assoc. working in consultation with the Naples Botanical Garden.

**LEED Certification:** TBA

**Lake Water Management:** Collier County Waterkeeper - Harrison Langley.

## 7.5 Village Construction Team

The team for the village portion of the development will consist of a Joint Venture between Arno Inc. and Gates Construction LLC who are well experienced in the construction of mixed-use developments.

## 7.6 Portfolio of Projects

Portfolio of a few selected projects completed by members of the proposed construction team below:

1. Naples FL - Community School Gymnasium - \$20m
2. Naples FL - Andalucía Condominium Development - \$55m
3. Estero FL - Coconut Pointe Mixed-Use Development



1.

2.

3.

## 7.6 VPAC Center Construction Team

Arno Inc. intends enlisting the services of the multibillion dollar company BlueScope International in a Joint Venture capacity to design and build the VPAC facility - see attached MOI.

**7.7 Parking Garage Construction** See attached Letter of Interest from Metromont Precast Concrete LLC.

## 8. Additional Information

The following attachments are included under this heading:

1. Memorandum of Understanding from the VPAC Group.
2. Letter of Intent from White Lotus to provide the capital to purchase the land and to design and build the Bayshore Arts Village.
3. Letter of Intent from BlueScope International to assist Arno Inc. in the construction of the Village and VPAC center.
4. Letter of Intent from Metromont Precast Concrete to assist Arno Inc. to build the parking garages.
5. Arno Inc. Resumes of company President and Project Management Team.
6. Article – The Workforce Housing Imperative
7. Proposed Retail and Office/Residential Unit Numbers, Sizes and Pricing (Confidential)

