



**AG Development Group, Inc.**

## **Corporate Introduction**

**20 Years of Commercial  
Real Estate Development**



**Publix**  
SUPER MARKETS

**Sweetbay**  
SUPERMARKET

# AG Development Office Locations

## AG Development Group

13801 North Dale Mabry Hwy., Suite 200

Tampa, Florida 33618

Phone: 813.265.4500

Fax: 813.265.4544



## AG Development Group

P.O Box 170063

Atlanta, GA 31117

Phone: 404.474.0391

Fax : 678.623.0574



AG Development Group, Inc.

# The AG Development Mission

AG Development with its Officers and Employees commit to provide quality real estate development that will merit the respect and approval of the related project community without compromise of our highest principles including, but not limited to:

**Leadership** in the development industry and community.

**Integrity** with our professional and citizen relationships.

**Valued** Projects that exceed expectations.

**Environmental** Preservation that will ensure a safe and clean environment of our current and future generations.



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# AG Development Group

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- ✓ Ranked #44 in the Southeast in 1991.
- ✓ Ranked #26 in the Nation in 1992.
- ✓ Ranked #4 in the Business Journal of 2000's Top 25 active commercial developers of 7 counties in Florida.
- ✓ Ranked #6 in Florida Trend magazine of 2003's top active commercial developers in the state of Florida.



# Philip Allen Goins

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- *Position:*

- President/CEO; AG Development Group, Inc.

- *Education:*

- Georgia Tech University
  - Masters, Civil Engineering
  - Bachelor, Civil Engineering
- U.S. Naval Academy
  - B.S. General Science

- *Experience:*

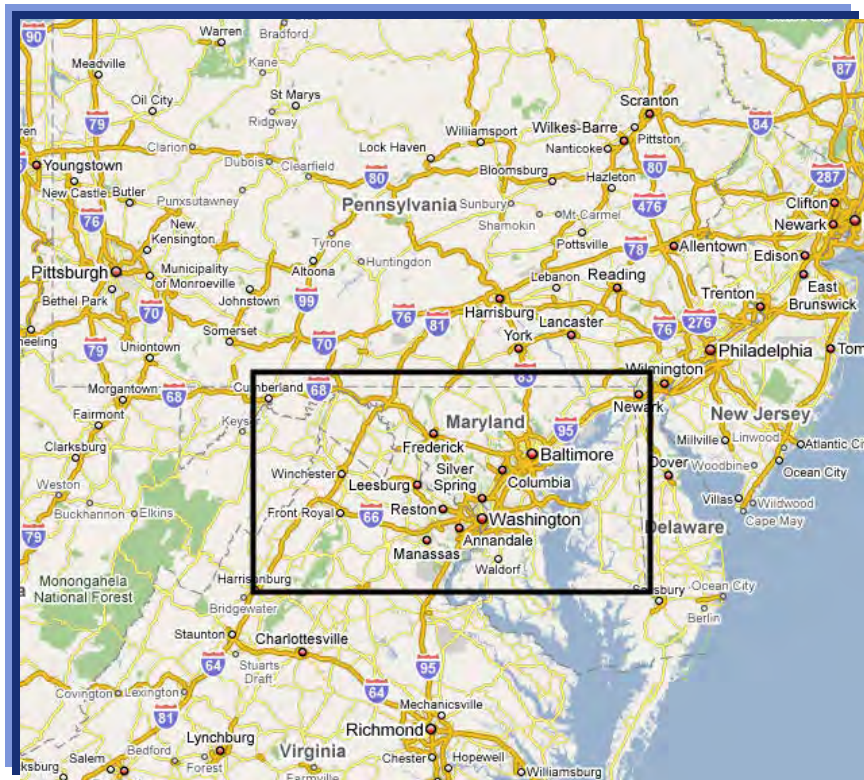
- 28 Years Retail and Multi-Family Residential Development



## ■ *Accomplishments*

– Senior Manager –

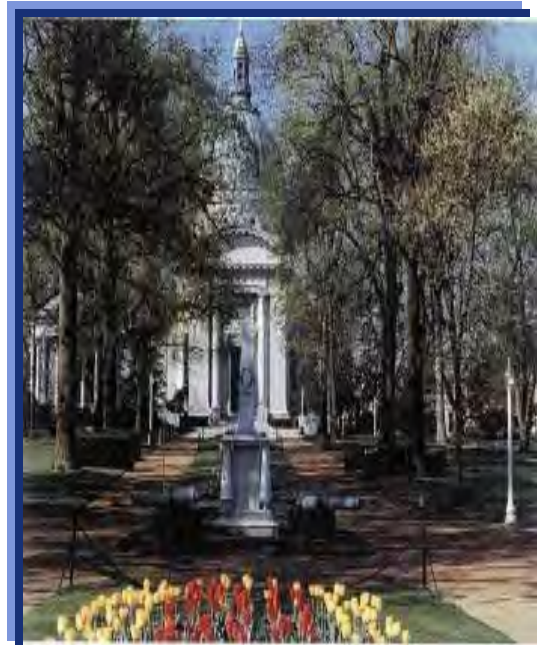
- National Capital Region:
- Real Estate,
- Development
- Construction
- Congressional approved projects



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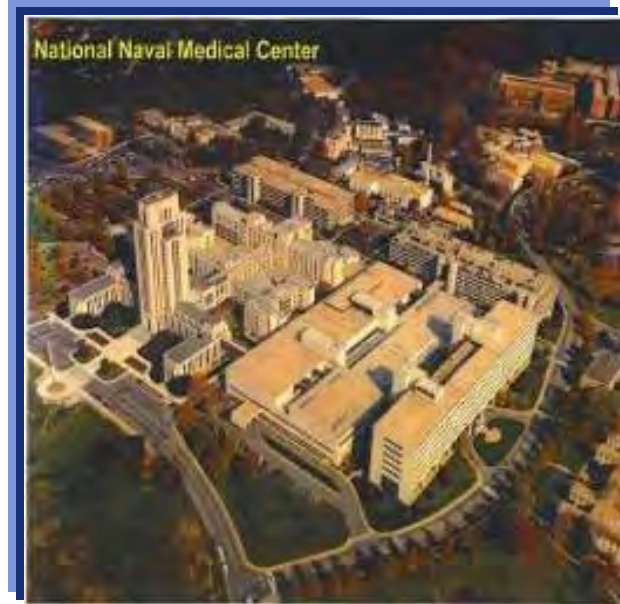
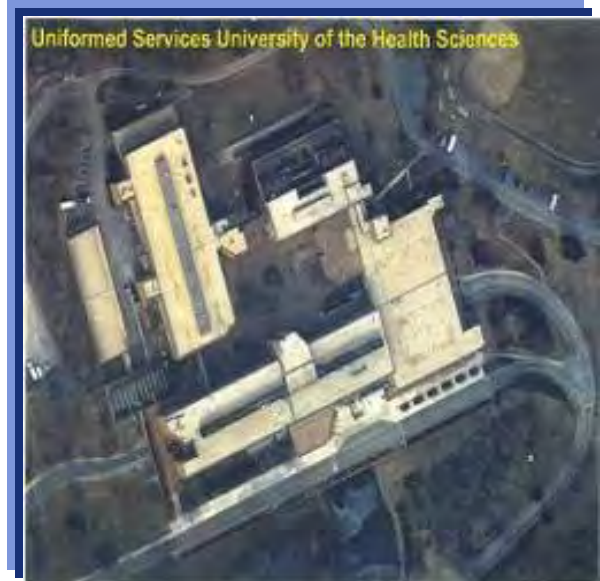
## ■ *Accomplishments*

- Senior Planner and Construction Engineer –
  - Personally responsible for the executive residences located in Washington D.C. area consisting of:
    - **Vice President of the United States of America**
    - **Chief of Naval Operations, U.S. Navy**
    - **Commandant, U.S. Marine Corp**
    - **Chief of Naval Personnel, U.S. Navy**



## ■ *Accomplishments*

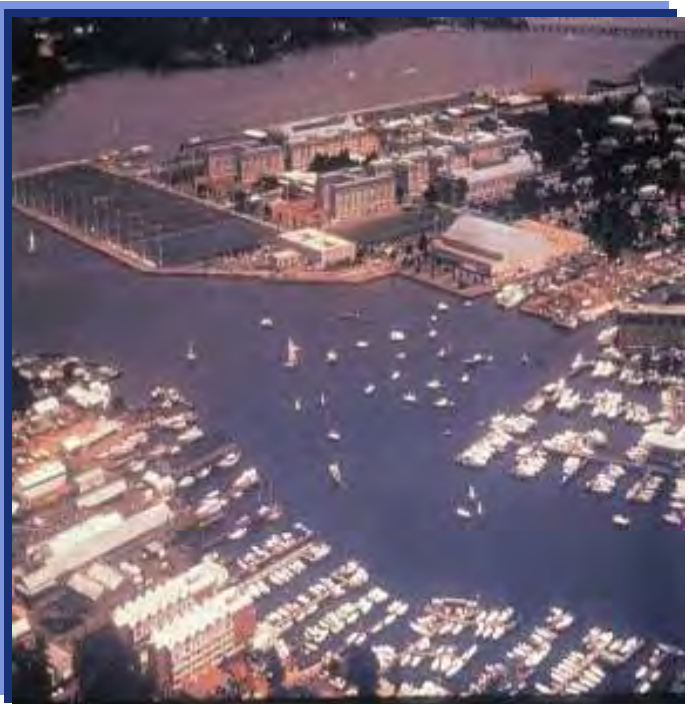
- Engineer in Charge –
  - \$60M construction of the new National Medical Center's 500 bed hospital and support complex.
  - \$80M construction of the new National University for the education and training for medical physicians for all military services in the United States.





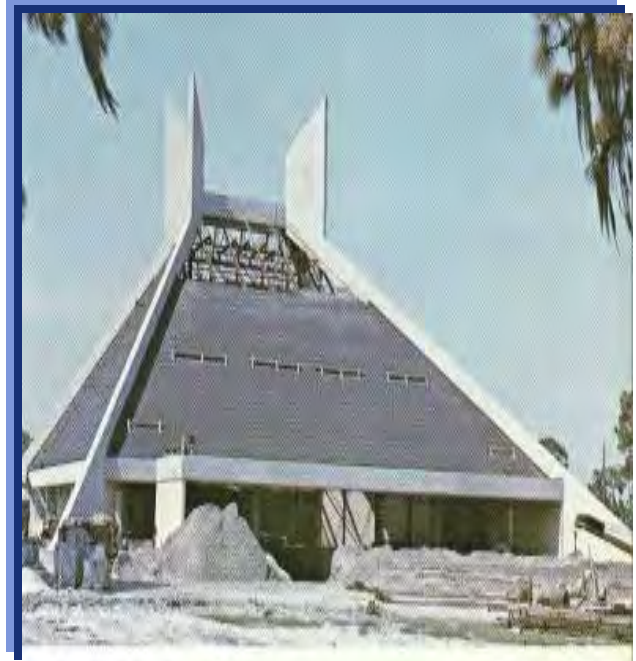
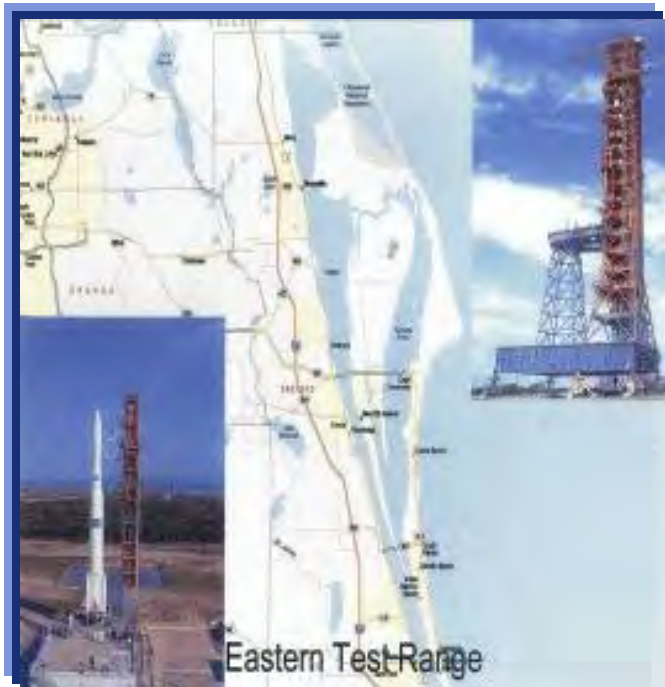
## ■ *Accomplishments*

- Responsible for the Master Plan of all Naval Facilities in the National Capital Region including the:
  - **U.S. Naval Academy**
  - **Washington Navy Yard**
  - **Marine Corp Base, Quantico**



## Accomplishments

- Engineer in Charge –
  - **Naval Training Center in Florida.**
  - **Eastern Test Range Facilities for the U.S. Space Program.**



# AG Development Staff

## **John Heuer**

### **Senior VP of Development**

- Mr. Heuer has a Bachelors in Geology from the University of Florida and completed the Regulatory Reform Program at Harvard University John F. Kennedy School of Government. Before joining AG Armstrong, Mr. Heuer was the Deputy Executive Director, Resource Regulation Division for Southwest Florida Water Management District for more than 10 years.

## **David Padilla**

### **Sr. Project Manager**

- Mr. Padilla has a Bachelors Degree in Business Administration from the University of New Mexico. He has over 15 years of senior level project management experience. Prior to joining AG Development, Mr. Padilla was with the Xerox Corporation for 8 years as Director of Business Development for the southeast region and spent 16 years with Computer Sciences Corporation as Director of Program Management.

## **Scott Moulton**

### **Sr. Director of Acquisitions – FL,GA,SC,TN**

- Mr. Moulton has a Bachelors Degree in Language and International Trade from Clemson University. Before joining AG Development, Mr. Moulton had 5 years of risk management experience in the multi-family industry. Mr. Moulton currently holds broker licenses in the States of Georgia and South Carolina.

## **Zach Barlowe**

### **Sr. Director of Acquisitions – FL,GA**

- Mr. Barlowe has a Bachelors Degree in Business Administration from Clearwater Christian College and holds a real estate license in the state of Florida. He has been with AG Development since 2004 and has also held the position of Planning Analyst.

## **Carla Isaacs**

### **Office Manager & and Construction Administration**

- Ms. Isaacs has a degree in Business Administration from Bryant & Stratton in New York. She worked in construction administration for Kash 'N Karry Supermarkets for 14 years. She came to AG Development from Home Depot in 2004. She has been in construction administration for more than 25 years.



**AG Development Group, Inc.**

# Historical Development Summary

## Commercial Retail

<u>Year</u>	<u>Project</u>	<u>Scope (sf)</u>	<u>Budget</u>
1990	Townview Square	181,000	\$8,900,000
1991	Southchase Village	240,000	\$22,000,000
1992	Oakridge Village	76,000	\$6,700,000
1993	Good Homes Plaze	166,000	\$13,300,000
1993	Lake Walden Square	271,000	\$20,300,000
1994	Boynton Lakes Plaza	127,113	\$12,000,000
1999	Marketplace at Ocala	13,000	\$1,500,000
2000	Port Charlotte Crossing	49,770	\$5,953,000
2001	Conway Crossing	73,320	\$7,625,000
2001	Deland Crossings	17,347	\$4,128,400
2001	Lutz Lake Fern Crossing	63,000	\$6,989,000
2002	Plant City Crossing	87,060	\$10,596,160
2002	Punta Gorda Crossing	67,617	\$8,394,100
2002	New Tampa Crossing	293,147	\$29,325,000
2002	Prima Vista Crossing	127,400	\$15,955,000
2002	Regency Crossing	95,092	\$10,246,200
2003	Kingsway Crossing	73,571	\$8,173,463
2003	Plant City Junction	24,000	\$3,940,000
2004	Shoppes at Chalet Suzanne	107,096	\$12,649,331
2004	Shoppes @ Golden Acres	124,140	\$17,164,780
2005	Golden Acres II	33,850	\$3,217,000
2005	Armenia Crossing	19,000	\$3,700,000
2005	Haile Plantation North	91,960	\$14,830,000
2006	Birmingham Village NEC	80,180	\$16,200,000
2006	Shoppes @ Locust Grove	120,000	\$18,600,000
2007	Ovation Town Center	214,000	\$33,700,000
2007	Plant City Crossing OP	8,000	\$1,010,000
2009	Meres Town Center	<u>99,300</u>	<u>\$16,100,000</u>
		<b>2,942,963</b>	<b>\$333,196,434</b>

\*Updated April 2009



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# Historical Development Summary

## Office/Medical/Residential

<u>Year</u>	<u>Project</u>	<u>Scope (sf)</u>	<u>Budget</u>
1972	Dental Medical Clinic	20,000	\$5,000,000
1976	Medical Hospital	30,000	\$3,000,000
1980	Research Laboratory	50,000	\$5,000,000
1981	Bethesda Hospital Exp.	600,000	\$60,000,000
1981	Uniformed Med University	800,00	\$80,000,000
2001	Tall Timbers Apartments	132,500	\$8,668,400
2006	GTE TelCom park	76,500	\$8,658,000
2006	Birmingham Office Park	21,800	\$4,800,000
2008	GTE Medical Office Buildings	10,000	\$1,800,000
2009	Hellen Ellis Hospital Annex	353,750	\$38,895,000
		<b>2,094,550</b>	<b>\$215,821,400</b>
	<b><u>Total</u></b>	<b><u>5,037,513</u></b>	<b><u>\$549,017,834</u></b>

\*Updated April 2009



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# AG Development

## Project Summary 2008

<u>Florida</u>	Project Value (\$)	Total Space (sf)	Anchor
1 Tarpon Spgs Meres Blvd	\$24,702,000	102,600	SweetBay w/Apts
2 Hellen Ellis Hosp Annex	\$38,895,000	353,750	Med Office Bldgs
3 Shoppes on the Ridge II	\$22,361,000	214,000	Kohls & Hotel
4 Ovation Town Center	\$26,531,000	216,050	Publix & Apts
5 TelCom Park	<u>\$8,658,000</u>	<u>76,500</u>	Hotel, Retail & Office
Sub Total	<b>\$121,147,000</b>	<b>962,900</b>	

<u>Georgia</u>	Project Value (\$)	Total Space (sf)	Anchor
1 Birmingham Village NEC	\$16,200,000	80,180	Publix
2 Birmingham Village SWC	\$4,800,000	21,800	Office
3 Shoppes @ Locust Grove	\$18,600,000	120,000	Publix
4 Avondale Town Center	\$40,035,000	363,650	Publix w/Apts
5 Smyrna Town Center	<u>\$63,740,000</u>	<u>665,610</u>	Publix w/Apts
Sub Total	<b>\$143,375,000</b>	<b>1,251,240</b>	

**AG Development Total      \$264,522,000      2,214,140**

\*Updated October 2008



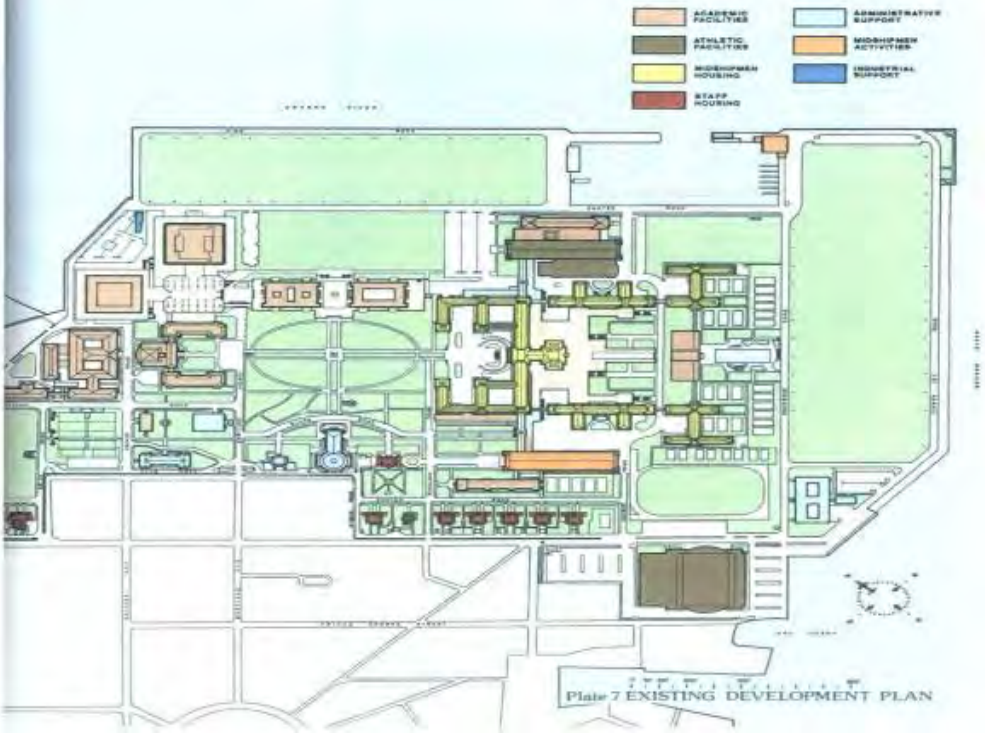
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# Master Plan Projects

1. National Capital Region – Northern Virginia, DC, Maryland
2. U.S. Naval Academy – Annapolis, Maryland
3. Marine Corps Base - Quantico, Virginia
4. Washington Naval Yard – Washington, DC
5. Naval Training Center - Orlando, Florida
6. Birmingham Village – Alpharetta, Georgia
7. Ovation Town Center – Kissimmee, Florida



# United States Naval Academy Development Plan





# Real Estate Development

- Commercial
- Retail
- Stadiums
- Hospitals
- Residential
- Single Family
- Multifamily



# Latest Developments

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## ■ Florida

- *Retail/Hotel/Restaurant/Town homes*
  - **Publix Market Square**
  - **The Shoppes on the Ridge**
  - **Kingsway Crossing**
  - **Shoppes at Armenia**
  - **The Shoppes at Golden Acres**
  - **The Village at Indian Rocks Beach**
  - **Telecom Park**
  - **Ovation Town Center**

## ■ Georgia

- *Retail/Office/Single Family Residential*
  - **Birmingham Village Towne Center**
  - **The Shoppes at Locust Grove**
  - **The Avondale Estates Master Plan**



# Shoppes on the Ridge Lake Wales, FL



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# Tall Timbers Plant City, FL



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# Avondale - Conceptual Site Plan



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# Avondale - Aerial



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# Avondale, GA



*The Tudor Village pedestrian experience today*

## Proposed AG Armstrong perspective drawing (Phase I)



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# Jonquil Village

**Publix Mixed-Use Site**

Atlanta Road at Spring/Concord Road  
Smyrna, Georgia



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# Jonquil Village

- A Mixed Use Development
  - Proposed Publix Supermarket
  - Retail Shops
  - Restaurants
  - Office
  - Condominiums
  - Pedestrian Green Space





# Jonquil Village Today



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# Jonquil Village

Atlanta Road at Spring Road

Smyrna, GA



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# Meres Crossing

Tarpon Springs, FL



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# Birmingham Village Master Plan



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# Birmingham Village

Alpharetta, GA



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# Birmingham Village

Alpharetta, GA



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# Birmingham Village

Alpharetta, GA



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# Haile Plantation

Gainesville, FL



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